

# Earnings Release

January 30, 2018

[U.S. GAAP]

For the Nine Months Ended December 31, 2017

Name of registrant: **NTT DOCOMO, INC.** (URL <https://www.nttdocomo.co.jp/>)  
 Code No.: 9437  
 Stock exchange on which the Company's shares are listed: Tokyo Stock Exchange-First Section  
 Representative: Kazuhiro Yoshizawa, Representative Director, President and Chief Executive Officer  
 Contact: Hideki Maeda, Senior Manager, General Affairs Department / TEL +81-3-5156-1111  
 Scheduled date for filing of quarterly report: February 5, 2018  
 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 Nine Months Ended December 31, 2017 (April 1, 2017 - December 31, 2017)

### (1) Consolidated Results of Operations

(Millions of yen, except per share amounts)

	Operating Revenues		Operating Income		Income Before Income Taxes and Equity in Net Income (Losses) of Affiliates		Net Income Attributable to NTT DOCOMO, INC.	
Nine months ended December 31, 2017	3,595,679	3.6 %	835,346	(0.8)%	957,994	13.2 %	654,288	11.0 %
Nine months ended December 31, 2016	3,469,593	2.5 %	842,336	22.9 %	846,165	24.9 %	589,426	19.7 %

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

(Note) Comprehensive income attributable to NTT DOCOMO, INC.: For the nine months ended December 31, 2017: 694,152 million yen 23.5 %  
 For the nine months ended December 31, 2016: 562,051 million yen 17.2 %

	Basic Earnings per Share Attributable to NTT DOCOMO, INC.	Diluted Earnings per Share Attributable to NTT DOCOMO, INC.
Nine months ended December 31, 2017	176.62 (yen)	—
Nine months ended December 31, 2016	157.89 (yen)	—

### (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
December 31, 2017	7,882,515	5,922,827	5,891,103	74.7 %	1,590.22 (yen)
March 31, 2017	7,453,074	5,561,146	5,530,629	74.2 %	1,492.91 (yen)

## 2. Dividends

	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, 2017	—	40.00	—	40.00	80.00
Year ending March 31, 2018	—	50.00	—	—	—
Year ending March 31, 2018 (Forecasts)	—	—	—	50.00	100.00

(Note) Revisions to the forecasts of dividends: None

## 3. Forecasts of Consolidated Financial Results for the Fiscal Year Ending March 31, 2018 (April 1, 2017 - March 31, 2018)

(Millions of yen, except per share amounts)

	Operating Revenues		Operating Income		Income Before Income Taxes and Equity in Net Income (Losses) of Affiliates		Net Income Attributable to NTT DOCOMO, INC.		Basic Earnings per Share Attributable to NTT DOCOMO, INC.	
Year ending March 31, 2018	4,750,000	3.6%	960,000	1.6%	1,081,000	13.8%	740,000	13.4%	200.82(yen)	

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

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

\* Notes:

(1) Changes in significant subsidiaries: (Changes in significant subsidiaries for the nine months ended December 31, 2017 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:		Yes
ii.Others: (Refer to "2. (3) Changes in Accounting Policies" on page 3)		None
(4) Number of issued shares (common stock)		
i. Number of issued shares (inclusive of treasury stock):	As of December 31, 2017:	3,899,563,000 shares
	As of March 31, 2017:	3,899,563,000 shares
ii. Number of treasury stock:	As of December 31, 2017:	194,977,550 shares
	As of March 31, 2017:	194,977,467 shares
iii. Number of weighted average common shares outstanding:	For the nine months ended December 31, 2017:	3,704,585,523 shares
	For the nine months ended December 31, 2016:	3,733,198,134 shares

\* This earnings release is not subject to the quarterly review by independent auditors.

\* Explanation for forecasts of operations and other notes:

Forecast of results

All forward-looking statements that are not historical facts are based on management's current plans, expectations, assumptions and estimates based on the information available as of the filing date of this document. Some of the projected numbers in this report were derived using certain assumptions that were indispensable for making such projections in addition to historical facts. These forward-looking statements are subject to various known and unknown risks, uncertainties and other factors that could cause our actual results to differ materially from those contained in or suggested by any forward-looking statement. With regard to various known and unknown risks, uncertainties and other factors, please see our latest Annual reports on Form 20-F and Quarterly Securities Reports submitted to the U.S. Securities and Exchange Commission.

(Resolution of share repurchase up to prescribed maximum limit)

The forecasts of "Basic Earnings per Share Attributable to NTT DOCOMO, INC." for the fiscal year ending March 31, 2018 are based on the assumption that DOCOMO will repurchase up to 120,000,000 shares for an amount in total not to exceed ¥300,000 million, as resolved at the board of directors' meeting held on October 26, 2017.

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## **Earnings Release for the Nine Months Ended December 31, 2017**

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### **1. Summary Information**

**Prospects for the Fiscal Year Ending March 31, 2018**

None

## 2. Summary Information (notes)

### (1) Changes in Significant Subsidiaries

None

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

None

### (3) Change in Accounting Policies

#### Balance sheet classification of deferred taxes –

On November 20, 2015, the Financial Accounting Standards Board issued Accounting Standards Update (“ASU”) 2015-17 “Balance Sheet Classification of Deferred Taxes.” Effective April 1, 2017, DOCOMO adopted prospectively ASU 2015-17 “Balance Sheet Classification of Deferred Taxes.” This ASU requires that all deferred tax liabilities and assets be classified as noncurrent on the consolidated balance sheet.

### 3. Consolidated Financial Statements

#### (1) Consolidated Balance Sheets

	Millions of yen	
	March 31, 2017	December 31, 2017
<b>ASSETS</b>		
<b>Current assets:</b>		
Cash and cash equivalents	¥ 289,610	¥ 531,451
Short-term investments	301,070	380,604
Accounts receivable	239,137	249,039
Receivables held for sale	936,748	900,876
Credit card receivables	347,557	429,061
Other receivables	398,842	408,140
Allowance for doubtful accounts	(19,517)	(23,705)
Inventories	153,388	198,556
Deferred tax assets	81,025	—
Prepaid expenses and other current assets	108,412	134,174
<b>Total current assets</b>	<b>2,836,272</b>	<b>3,208,196</b>
<b>Property, plant and equipment:</b>		
Wireless telecommunications equipment	5,084,923	5,116,206
Buildings and structures	906,177	912,145
Tools, furniture and fixtures	441,513	448,843
Land	198,980	199,274
Construction in progress	204,413	235,465
Accumulated depreciation and amortization	(4,295,111)	(4,338,393)
<b>Total property, plant and equipment, net</b>	<b>2,540,895</b>	<b>2,573,540</b>
<b>Non-current investments and other assets:</b>		
Investments in affiliates	373,758	390,369
Marketable securities and other investments	198,650	208,036
Intangible assets, net	608,776	589,845
Goodwill	230,971	232,764
Other assets	434,312	459,629
Deferred tax assets	229,440	220,136
<b>Total non-current investments and other assets</b>	<b>2,075,907</b>	<b>2,100,779</b>
<b>Total assets</b>	<b>¥ 7,453,074</b>	<b>¥ 7,882,515</b>
<b>LIABILITIES AND EQUITY</b>		
<b>Current liabilities:</b>		
Current portion of long-term debt	¥ 60,217	¥ 170,070
Short-term borrowings	1,623	1,633
Accounts payable, trade	853,538	863,840
Accrued payroll	59,187	48,542
Accrued income taxes	105,997	107,821
Other current liabilities	194,494	240,558
<b>Total current liabilities</b>	<b>1,275,056</b>	<b>1,432,464</b>
<b>Long-term liabilities:</b>		
Long-term debt (exclusive of current portion)	160,040	50,000
Accrued liabilities for point programs	94,639	94,169
Liability for employees' retirement benefits	193,985	201,317
Other long-term liabilities	145,266	158,386
<b>Total long-term liabilities</b>	<b>593,930</b>	<b>503,872</b>
<b>Total liabilities</b>	<b>1,868,986</b>	<b>1,936,336</b>
<b>Redeemable noncontrolling interests</b>	<b>22,942</b>	<b>23,352</b>
<b>Equity:</b>		
NTT DOCOMO, INC. shareholders' equity		
Common stock	949,680	949,680
Additional paid-in capital	326,621	326,356
Retained earnings	4,656,139	4,977,014
Accumulated other comprehensive income (loss)	24,631	64,495
Treasury stock	(426,442)	(426,442)
<b>Total NTT DOCOMO, INC. shareholders' equity</b>	<b>5,530,629</b>	<b>5,891,103</b>
Noncontrolling interests	30,517	31,724
<b>Total equity</b>	<b>5,561,146</b>	<b>5,922,827</b>
<b>Total liabilities and equity</b>	<b>¥ 7,453,074</b>	<b>¥ 7,882,515</b>

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

	Millions of yen	
	Nine Months Ended December 31, 2016	Nine Months Ended December 31, 2017
<b>Operating revenues:</b>		
Telecommunications services	¥ 2,225,197	¥ 2,362,180
Equipment sales	586,268	577,615
Other operating revenues	658,128	655,884
<b>Total operating revenues</b>	<b>3,469,593</b>	<b>3,595,679</b>
<b>Operating expenses:</b>		
Cost of services (exclusive of items shown separately below)	969,354	991,105
Cost of equipment sold (exclusive of items shown separately below)	592,460	613,218
Depreciation and amortization	334,418	361,538
Selling, general and administrative	731,025	794,472
<b>Total operating expenses</b>	<b>2,627,257</b>	<b>2,760,333</b>
<b>Operating income</b>	<b>842,336</b>	<b>835,346</b>
<b>Other income (expense):</b>		
Interest expense	(368)	(145)
Interest income	434	366
Income from arbitration award	—	147,646
Other, net	3,763	(25,219)
<b>Total other income (expense)</b>	<b>3,829</b>	<b>122,648</b>
<b>Income before income taxes and equity in net income (losses) of affiliates</b>	<b>846,165</b>	<b>957,994</b>
<b>Income taxes:</b>		
Current	199,214	232,843
Deferred	60,867	65,663
<b>Total income taxes</b>	<b>260,081</b>	<b>298,506</b>
<b>Income before equity in net income (losses) of affiliates</b>	<b>586,084</b>	<b>659,488</b>
Equity in net income (losses) of affiliates (including impairment charges of investments in affiliates)	5,306	(3,238)
<b>Net income</b>	<b>591,390</b>	<b>656,250</b>
Less: Net (income) loss attributable to noncontrolling interests	(1,964)	(1,962)
<b>Net income attributable to NTT DOCOMO, INC.</b>	<b>¥ 589,426</b>	<b>¥ 654,288</b>
<b>Per share data</b>		
Weighted average common shares outstanding – Basic and Diluted	3,733,198,134	3,704,585,523
Basic and Diluted earnings per share attributable to NTT DOCOMO, INC.	¥ 157.89	¥ 176.62

**Consolidated Statements of Comprehensive Income**

	Millions of yen	
	Nine Months Ended December 31, 2016	Nine Months Ended December 31, 2017
<b>Net income</b>	¥ 591,390	¥ 656,250
<b>Other comprehensive income (loss):</b>		
Unrealized holding gains (losses) on available-for-sale securities, net of applicable taxes	7,863	17,695
Unrealized gains (losses) on cash flow hedges, net of applicable taxes	14	(51)
Foreign currency translation adjustment, net of applicable taxes	(36,653)	21,091
Pension liability adjustment, net of applicable taxes	997	1,280
<b>Total other comprehensive income (loss)</b>	<b>(27,779)</b>	<b>40,015</b>
<b>Comprehensive income</b>	<b>563,611</b>	<b>696,265</b>
Less: Comprehensive (income) loss attributable to noncontrolling interests	(1,560)	(2,113)
<b>Comprehensive income attributable to NTT DOCOMO, INC.</b>	<b>¥ 562,051</b>	<b>¥ 694,152</b>

**(3) Notes to Consolidated Financial Statements**

**i. Note to Going Concern Assumption**

There is no corresponding item.

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

None

**iii. Segment Information**

DOCOMO's chief operating decision maker (the "CODM") is its Board of Directors. The CODM evaluates the performance and makes resource allocations of its segments based on the information provided by DOCOMO's internal management reports.

DOCOMO has three operating segments, which consist of telecommunications business, smart life business and other businesses.

The telecommunications business includes mobile phone services (LTE(Xi) services and FOMA services), optical-fiber broadband service, satellite mobile communications services, international services and the equipment sales related to these services. The smart life business includes video and music distribution, electronic books and other services offered through DOCOMO's "dmarket" portal, as well as finance/payment services, shopping services and various other services to support our customers' daily lives. The other businesses primarily includes "Mobile Device Protection Service," as well as development, sales and maintenance of IT systems.

Accounting policies used to determine segment operating revenues and operating income (loss) are consistent with those used to prepare the consolidated financial statements in accordance with U.S. GAAP.

**Segment operating revenues:**

	<b>Millions of yen</b>	
	Nine months ended December 31, 2016	Nine months ended December 31, 2017
Telecommunications business-		
External customers .....	¥ 2,813,130	¥ 2,945,208
Intersegment .....	822	1,110
Subtotal .....	2,813,952	2,946,318
Smart life business-		
External customers .....	370,817	335,999
Intersegment .....	11,136	13,369
Subtotal .....	381,953	349,368
Other businesses-		
External customers .....	285,646	314,472
Intersegment .....	9,238	9,932
Subtotal .....	294,884	324,404
Segment total .....	3,490,789	3,620,090
Elimination .....	(21,196)	(24,411)
Consolidated .....	¥ 3,469,593	¥ 3,595,679



**Segment operating income (loss):**

	<b>Millions of yen</b>	
	Nine months ended December 31, 2016	<b>Nine months ended December 31, 2017</b>
Telecommunications business.....	¥ 744,186	¥ <b>720,032</b>
Smart life business.....	58,651	<b>53,265</b>
Other businesses .....	39,499	<b>62,049</b>
Consolidated .....	¥ 842,336	¥ <b>835,346</b>

Segment operating income (loss) is segment operating revenues less segment operating expenses.

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

**iv. Subsequent Event**

On October 26, 2017, the Board of Directors resolved that NTT DOCOMO, INC. may repurchase up to 120 million outstanding shares of its common stock for an amount in total not exceeding ¥ 300,000 million during the period from October 27, 2017 through March 31, 2018.

On December 11, 2017, the Board of Directors resolved that NTT DOCOMO, INC. may acquire up to 93,248,787 outstanding shares of its common stock by way of tender offer at an amount in total not exceeding ¥250,000 million from December 12, 2017 through January 15, 2018. Based on this resolution, NTT DOCOMO, INC. will repurchase 75,678,037 shares of its common stock at ¥202,893million on February 6, 2018.

The Board of Directors also resolved that NTT DOCOMO, INC. may acquire up to 44,321,963 outstanding shares of its common stock\* by way of repurchases on Tokyo Stock Exchange at an amount in total not exceeding ¥97,107 million\* from the next business day following the expiration of the tender offer through March 31, 2018.

\* The number of shares remaining after subtracting the number of shares to be acquired by way of tender offer from the maximum limit of 120 million shares and the amount remaining after subtracting the total amount used to repurchase the shares to be acquired by way of tender offer from the maximum limit of ¥ 300,000 million.