



# NTT DoCoMo, Inc. Results for the third quarter of the fiscal year ending March 31, 2007 January 31, 2007

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# **Forward-Looking Statements**

The forecasts presented herein are forward-looking statements within the meaning of Section 27A of the U.S. Securities Act of 1933 and Section 21E of the U.S. Securities Exchange Act of 1934. Statements made in this presentation with respect to DoCoMo's plans, objectives. projected financials, operational figures, beliefs and other statements that are not historical facts are forward-looking statements about the future performance of DoCoMo which are based on management's expectations, assumptions, estimates, projections and beliefs in light of information currently available to it. These forward-looking statements, such as statements regarding the introduction of new products and services or termination or suspension of existing services, financial and operational forecasts, dividend payments, the growth of the Japanese cellular market and the ubiquitous services market, the growth of data usage, the growth of DoCoMo's cellular phone business, the migration of users to DoCoMo's 3G services and associated improvements in 3G services, improvements in 3G and 2G coverage area, the potential growth in the Japanese credit card business and DoCoMo's credit business, and management's goals are subject to various risks and uncertainties that could cause actual results to be materially different from and worse than as described in the forward-looking statements. Potential risks and uncertainties include, without limitation: as competition in the market is expected to become more fierce due to changes in the business environment caused by the introduction of mobile number portability and new market entrants, competition from other cellular service providers or other technologies could limit our acquisition of new subscribers, retention of existing subscribers and average revenue per unit (ARPU). or may lead to an increase in our costs and expenses; the new services and usage patterns introduced by our corporate group may not develop as planned, which could limit our growth; the introduction or change of various laws or regulations or the application of such laws and regulations to our corporate group may adversely affect our financial condition and results of operations; 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: the W-CDMA technology that we use for our 3G system and/or mobile multimedia services may not be introduced by other overseas operators, which could limit our ability to offer international services to our subscribers; our domestic and international investments. alliances and collaborations may not produce the returns or provide the opportunities we expect; as electronic payment capability and many other new features are built into our cellular phones, and services of parties other than those belonging to our corporate group are provided through our cellular handsets, potential problems resulting from malfunctions, defects, or lost handsets or imperfect services provided by such other parties may arise, which could have an adverse effect on our financial condition and results of operations; social problems that could be caused by misuse or misunderstanding of our products and services may adversely affect our credibility or corporate image: inadequate handling of subscriber information by our corporate group or contractors 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; earthquakes, power shortages, malfunctioning of equipment, and software bugs, computer viruses, cyber attacks, hacking, unauthorized access and other problems could cause system failures in the networks required for the provision of service, disrupting our ability to offer services to our subscribers and may adversely affect our credibility or corporate image: concerns about wireless telecommunications health risks may adversely affect our financial condition and results of operations: our parent, NTT, could exercise influence that may not be in the interests of our other shareholders.

Further information about the factors that could affect the company's results is included in "Item 3.D: Risk Factors" of DoCoMo's annual report on Form 20-F filed with the U.S. Securities and Exchange Commission on June 27, 2006, which is available in the investor relations section of the company's web page at www.nttdocomo.com and also at the SEC's web site at www.sec.gov. **RESULTS FOR 3Q OF FY2006** 1





# FY2006 Third Quarter Results Highlights

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# FY2006/1-3Q Financial Results

US GAAP

	2005/4-12 (1Q~3Q) (1)	2006/4-12 (1Q~3Q) (2)	Changes ⑴ →(2)	2007/3 E (full-year) (3) (As announced on Oct. 27, 2006)	Progress to forecast (2)/(3)
Operating revenues (Billions of yen)	3,582.2	3,597.0	+0.4%	4,799.0	75.0%
Cellular Services Revenues (Billions of yen)	3,130.3	3,157.6	+0.9%	4,174.0	75.6%
Operating Income (Billions of yen)	693.5	676.9	-2.4%	810.0	83.6%
Income before Income Taxes (Billions of yen)	811.2	680.7	-16.1%	815.0	83.5%
Net Income (Billions of yen)	516.4	403.7	-21.8%	488.0	82.7%
EBITDA* (Billions of yen)	1,243.3	1,242.9	-0.0%	1,601.0	77.6%
EBITDA Margin* (%)	34.7	34.6	-0.1 points	33.4	-
Adjusted Free Cash Flow* * (Billions of yen)	463.1	31.9	-93.1%	290.0	11.0%

Consolidated financial statements in this document are unaudited.

\* For an explanation of the calculation process of these numbers, see the reconciliations to the most directly comparable financial measures calculated and presented in accordance with GAAP on Slide 28 and the IR page of our web site, www.nttdocomo.co.jp

\* \* Adjusted free cash flows exclude the effects of uncollected revenues due to bank holidays at the end of the fiscal year, and changes in investment for cash management purposes with original maturities of longer than three months.

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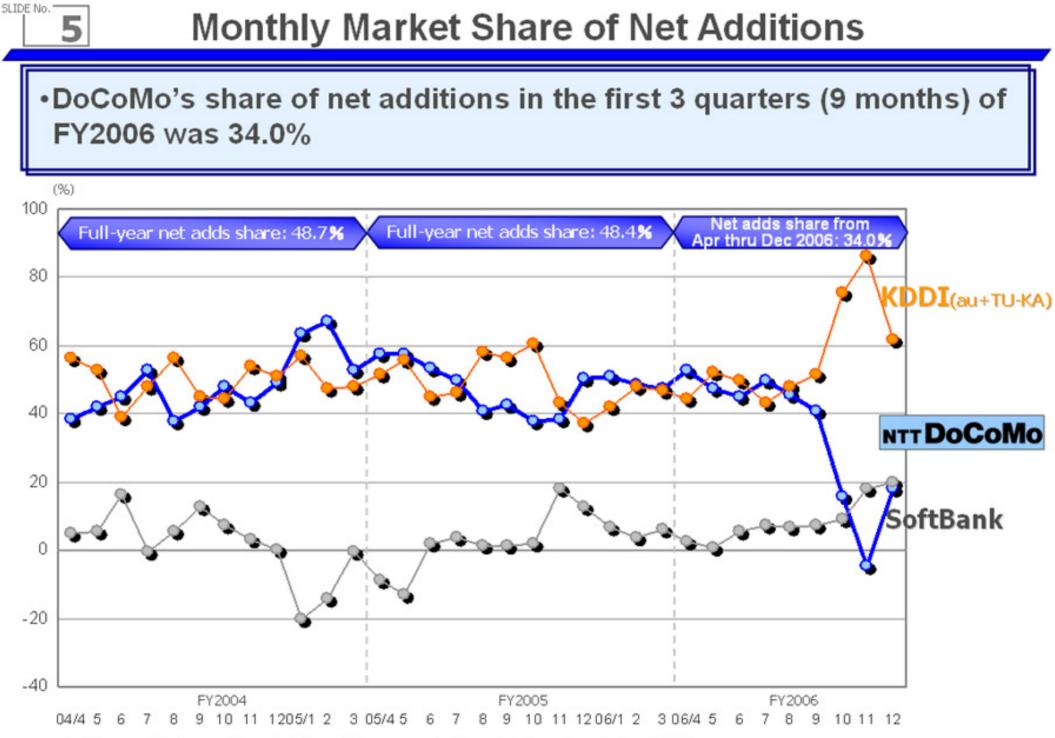
# Operating Income: 676.9 billion yen (Down 16.6 billion yen year-on-year) (Progress to full year forecast: 83.6%)

# Operating revenues: Up 14.8 billion yen year-on-year

• Cellular services revenues grew 27.3 billion yen year-on-year (Inclusive of impact of incurring the portion of "Nikagetsu Kurikoshi" (2-month carry-over) allowances that are projected to expire in revenues)

# Operating expenses: Up 31.3 billion yen year-on-year

 Revenue-linked expenses increased 33.5 billion yen year-on-year due to growth in the percentage of FOMA handsets to total handsets sold

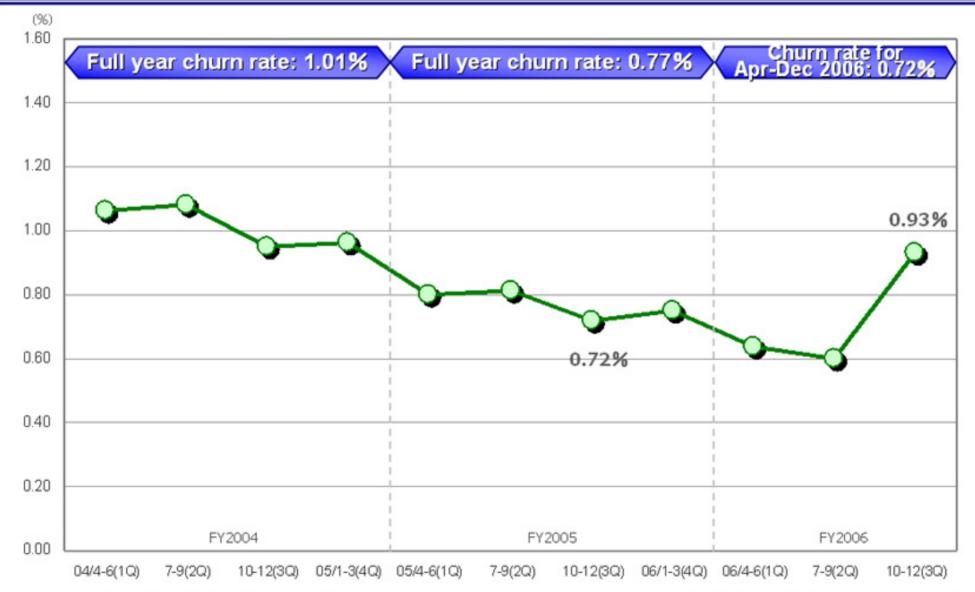


Source of data used in calculation: Telecommunications Carriers Association (TCA)



## **Churn Rate**

## Cellular churn rate for FY2006/3Q was 0.93%



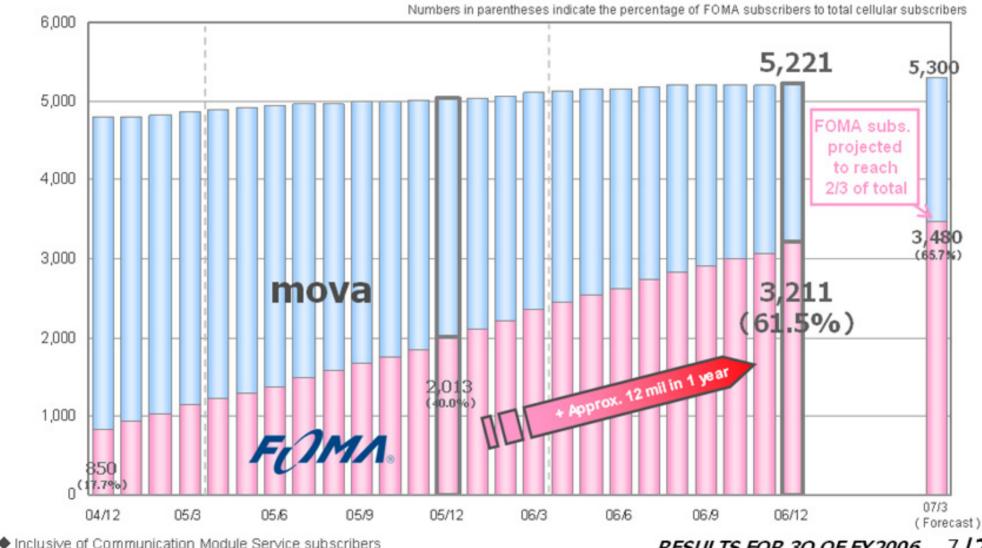
Inclusive of Communication Module Service subscribers

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Total number of FOMA subscribers as of Dec. 31, 2006 grew to 32.11 million ٠ (or 61.5% of our total cellular subscribers)

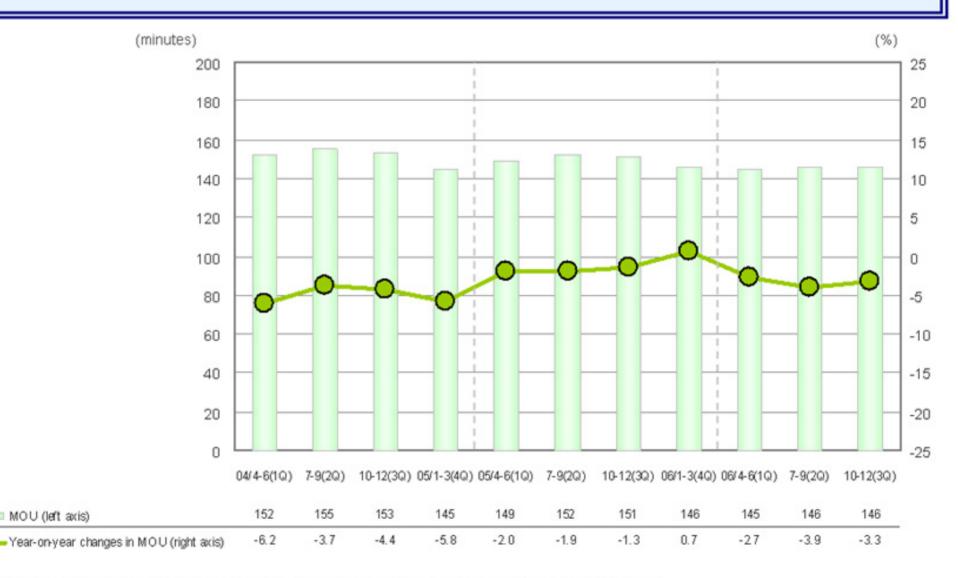
(10,000 subscribers)





# Cellular (FOMA + mova) MOU

### MOU for FY2006/3Q was 146 minutes (Down 3.3% year-on-year)

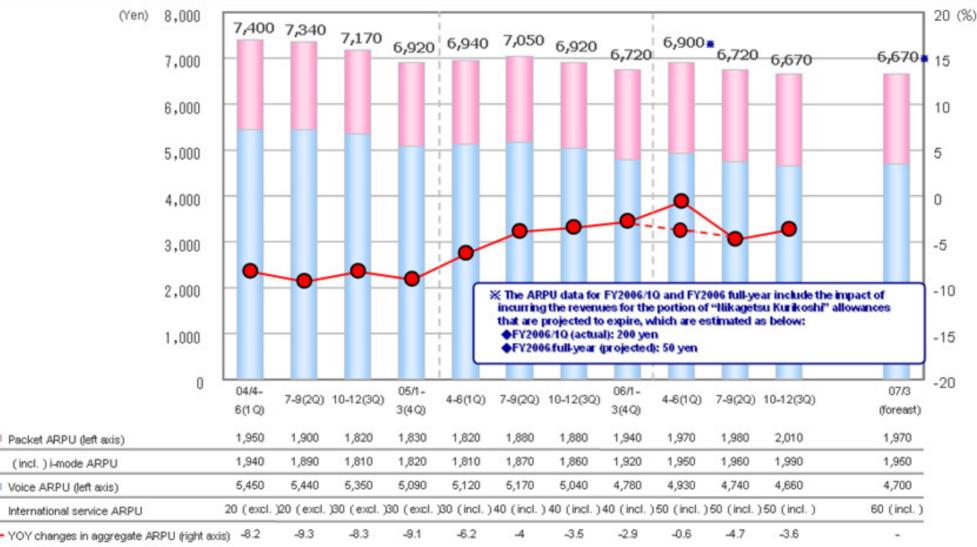


For an explanation of MOU, please see Slide 27 of this document, "Definition and Calculation Methods of MOU and ARPU".



# Cellular (FOMA + mova) ARPU

### ARPU for FY2006/3Q was 6,670 yen (Down 3.6% year-on-year)



- - YOY changes in aggregate ARPU (excluding the impact of incurring revenues for the portion of "Nikagetsu Kurikoshi" allowances that are projected to expire)

 International service-related revenues, which had not been included in previous reports, have been included in the ARPU data calculations from the fiscal year ended Mar. 31, 2006, in view of their growing contribution to total revenues.

For an explanation of ARPU, please see Slide 27 of this document, "Definition and Calculation Methods of MOU and ARPU".





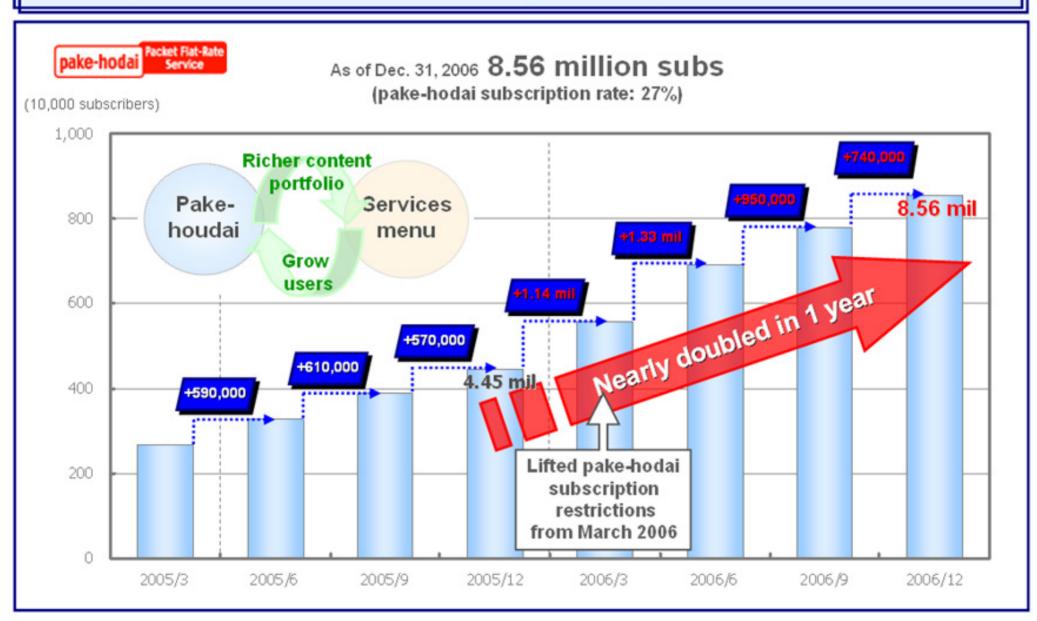
# Actions Planned for FY2006/4Q

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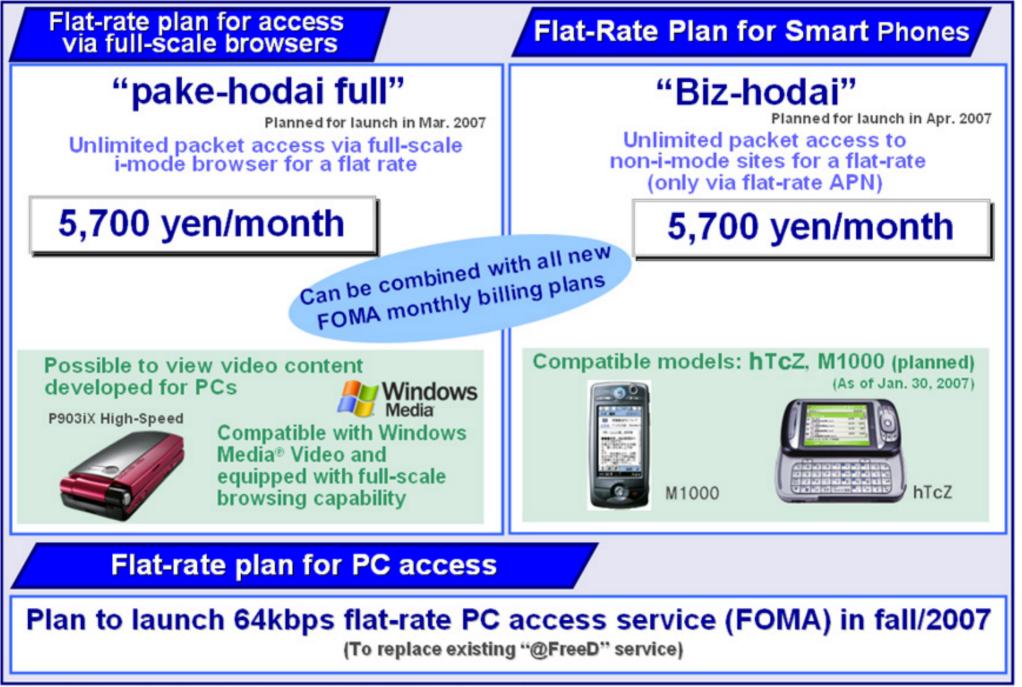
# Billing Plan -1-

 No. of "pake-hodai" flat-rate subscribers nearly doubled in last 12 months to 8.56 million as of Dec. 31, 2006 (as a result of lifting "pake-hodai" subscription restrictions and enriching the service menus accessible from "pake-hodai")





# Billing Plan -2-



\* Windows Media is a registered trademark of Microsoft Corporation in the United States and other countries.



# Products -1-

- The world's slimmest 3G(W-CDMA)handset in clamshell form\* : "703i µ "series
- A model equipped with two screens offering unique functionality: "D800iDS"



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\*Compared among clamshell type 3G (VV-CDMA) handsets as of Jan. 15, 2007, according to surveys conducted by Panasonic Mobile Communications, Co. Ltd, and NEC Corporation.

\*\*\*"Feel \* Talk" is a trademark of Matsushita Electric Industrial Co., Ltd.

\*\*\*\* "Unou Tanren Unotan" is a registered trademark of Interchannel-Holon, Inc.



# Products -2-

 The slimmest & lightest 703i series—each model designed on different concepts to offer unique features



\* "Waterproof Slim" is a trademark of Fujitsu Limited.



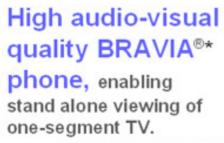
# Products -3-

 4 models of one-segment TV phones developed with high degree of perfection to come to market one after another

## **One-segment broadcast phones**







Equipped with high-quality imaging technology, "Mobile BRAVIA engine", jointly developed by Sony Corp. and Sony Ericsson Mobile Communications



D903iTV

Compact slide display only 19.8mm thick

6-hour continuous playback wireless audio hearing-enabled

P903iTV



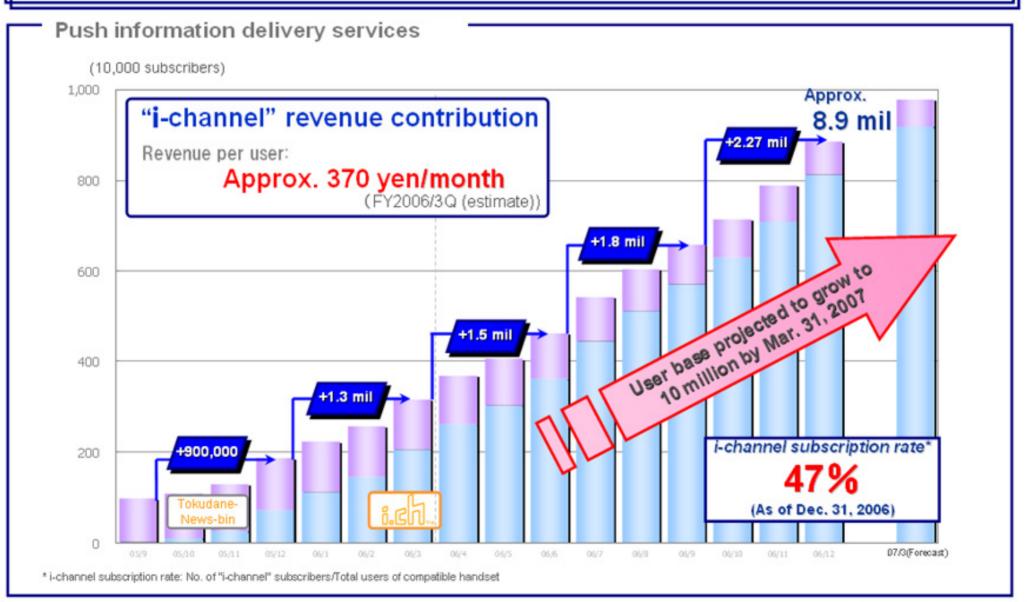
SH903iTV

3.0-inch wide high-quality LCD based on AQUOS\*\* technology



# Services

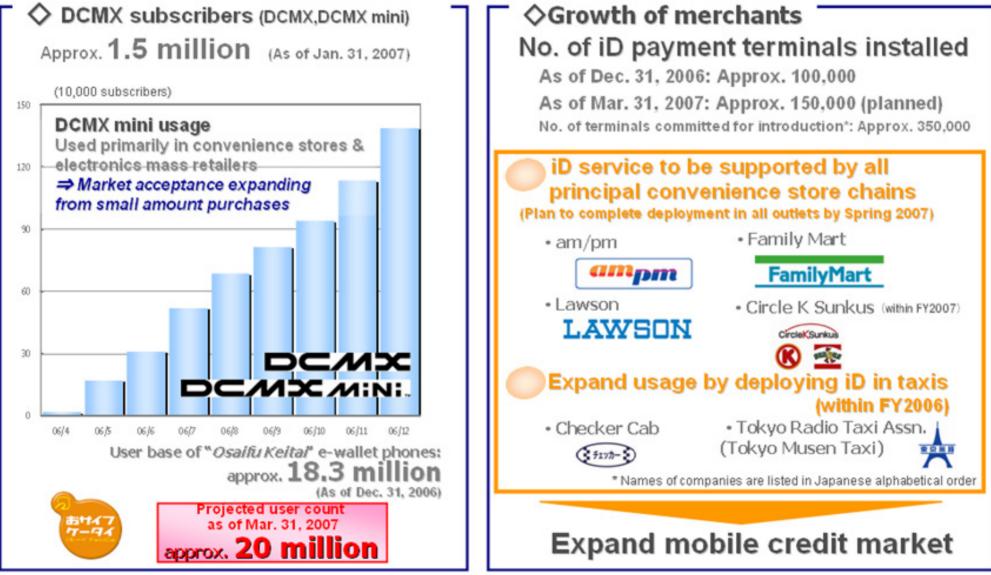
 Combined user base of push information delivery services ("i-channel" + "Tokudane-News-bin") grew to approx. 8.9 million, boosting data usage and facilitating subscribers' migration to flat-rate package





# **Credit Business**

- DCMX membership topped 1.5 million. User base of "Osaifu Keitai" e-wallet phones grew to 18.3 million.
- Plan to further increase merchants to enlarge mobile credit market and boost usage.

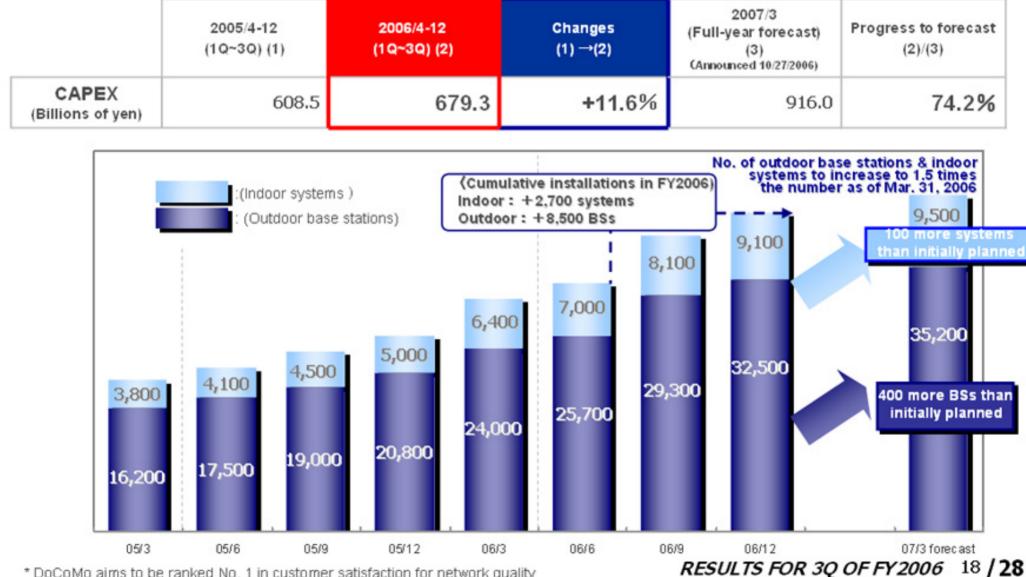


\*Total number of iD terminals committed for installation as of Jan. 31, 2007, which is the sum of the units already installed and units planned for installation in the future. RESULTS FOR 30 OF FY2006 17 / 28



# Network

- Continue FOMA's coverage expansion and quality enhancement efforts with the goal to create the "most connectible" network\*
- Completed HSDPA roll-out in all prefectural capitals and other major cities across Japan



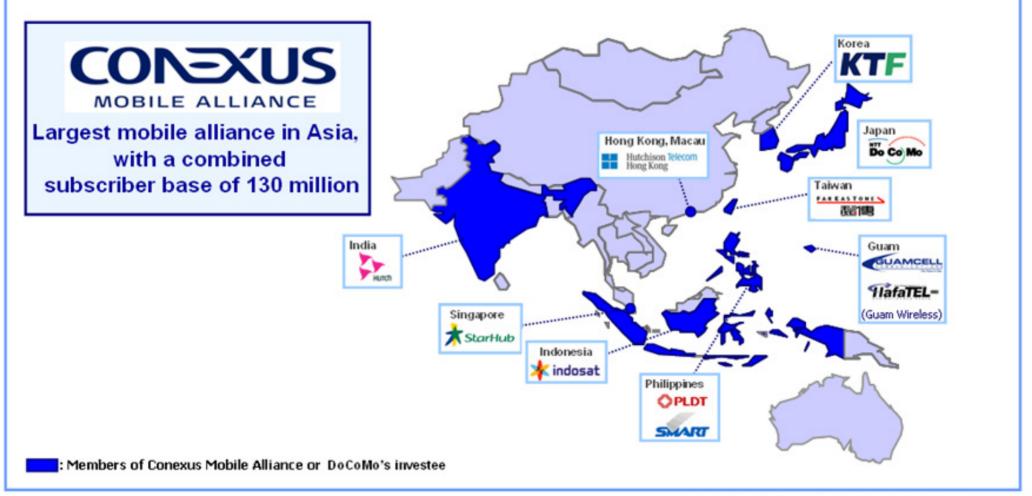
\* DoCoMo aims to be ranked No. 1 in customer satisfaction for network quality



# **International Services -1-**

 Announced "CONEXUS MOBILE ALLIANCE" (Dec. 5, 2006)
⇒ Aim to enrich international roaming and corporate service offerings, etc. (Nearly half of Japanese travelers' destinations, including Guam through our investee partner, are covered)

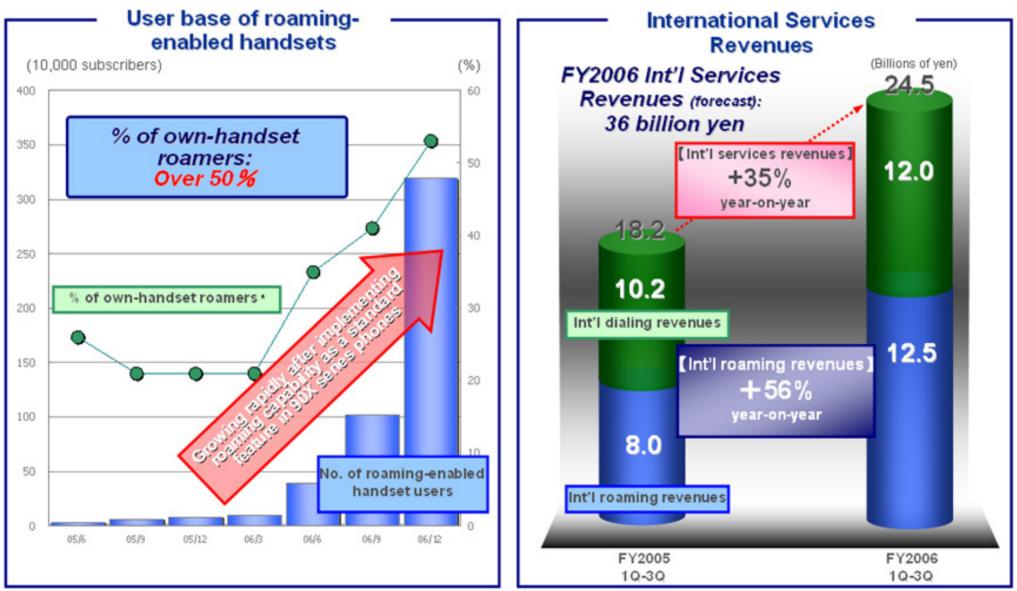
### Members of CONEXUS MOBILE ALLIANCE or DoCoMo's Investees





# **International Services -2-**

- User base of roaming-enabled handsets expanded to 3.2 million
- International roaming revenues grew sharply by 56% year-on-year in first nine months of FY2006



\* % of own-handset roamers: No. of "World Wing" roaming users using own handset/Total roaming users

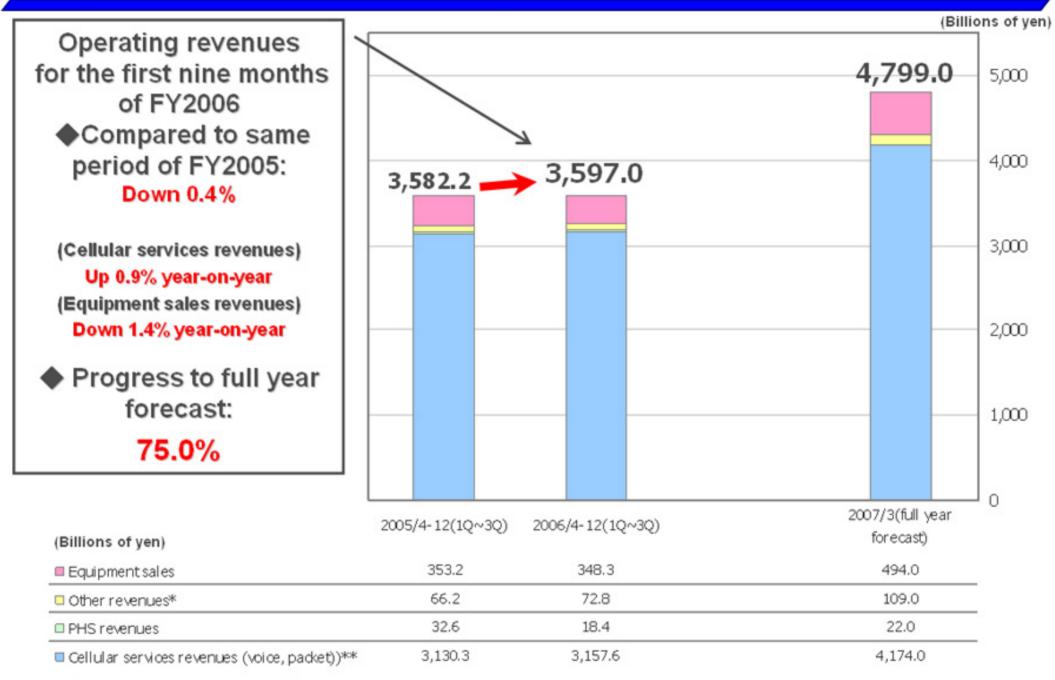
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# **Appendices**



## **Operating Revenues**



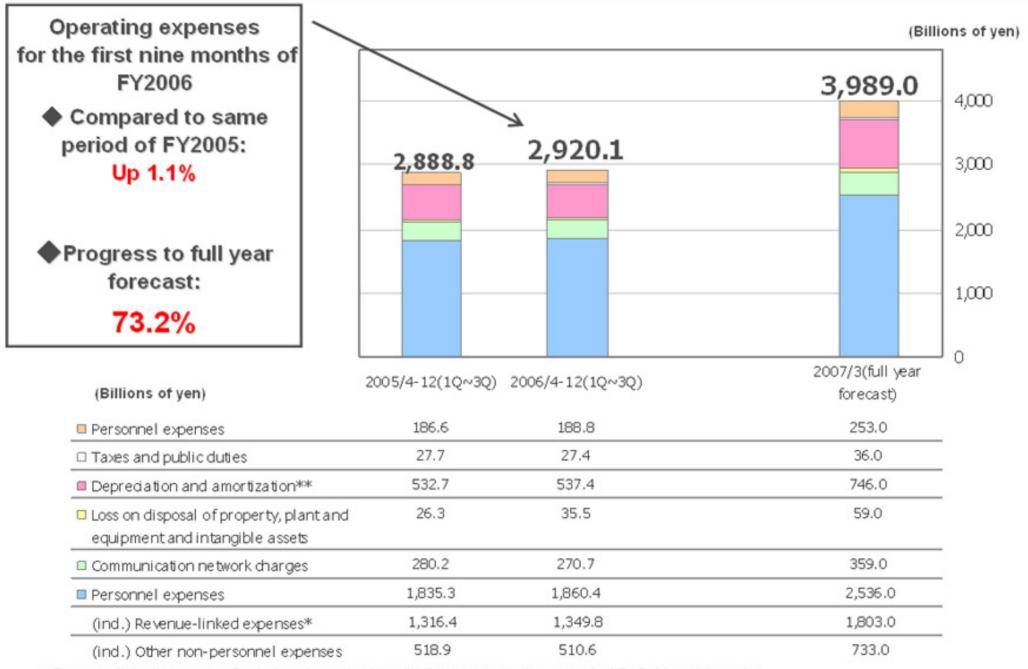
\* "Quickcast" revenues are included in "Other revenues"

\* \* "International services revenues" are included in "Cellular services revenues".



## **Operating Expenses**

US GAAP

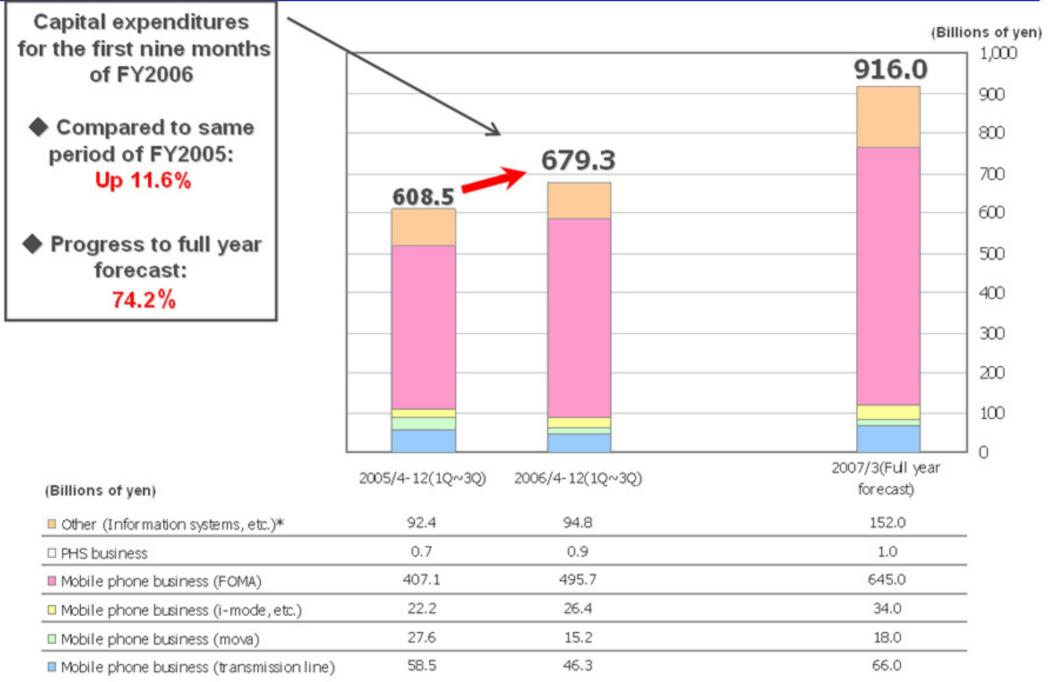


\* Revenue-linked expenses: Cost of equipment sold + distributor commissions + cost of DoCoMo point service

 \* \* Impairment loss from the disposal of PHS assets, which had been stated individually in "impairment loss" in previous reports, has been included in "depreciation and amortization" from FY2006/1Q.
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# **Capital Expenditures**



\* "Quickcast Business" is included in "Other (Information systems, etc.)".



# **Operational Results and Forecasts**

					2005/4-12 (1Q~3Q) (1)	2006/4-12 (1Q~3Q) (2)	Changes (1) →(2)	2007/3 (Full year forecast) Announced 10/27/2006
		No. of Subscribers (1,000)			50,366	52,214	+3.7%	53,000
	mova FOMA			30,237	20,100	-33.5%	18,200	
			20,129	32,114	+59.5%	34,800		
	i-mode				45,616	47,208	+3.5%	47,900
ell	Cell	Communication Module Service		634	924	+45.7%	990	
Cellular		Market share (%)			55.9	55.0	-0.9 points	-
		Handsets sold (1,000) (including handsets sold without involving sales by DoCoMo)	mova	New	2,103	725	-65.5%	-
Phone				Replace	3,781	1,035	-72.6%	-
Φ	(includ		FOMA	New	3,071	3,767	+22.7%	-
	involv			Migration from mova	6,942	6,924	-0.3%	-
	Docomoy		Other*	2,652	6,233	+135.0%	-	
	Churn rate (%)			)	0.78	0.72	-0.06 points	-
		No. of Subscribers (1,000)			882	530	-39.9%	390
PHS		ARPU (yen)			3,300	3,110	-5.8%	-
		MOU (minutes)			72	59	-18.1%	-

\*Other includes purchases of additional handsets by existing FOMA subscribers.

DoPa Single Service subscribers are included in the number of mova subscribers to align the calculation method of subscribers with other cellular phone carriers. (Market share, the number of handsets sold and churn rate are calculated inclusive of DoPa Single Service subscribers.)

For an explanation of MOU and ARPU, please see page 27 of this document, "Definition and Calculation Methods of MOU and ARPU".



Returning profits to shareholders is considered one of our most important corporate policies

# FY ending Mar. 31, 2007 (Planned)

## - Dividend per share: 4,000 yen

(Maintain the same dividend level as the fiscal year ended Mar. 31, 2006, when it was doubled from the previous fiscal year)

## - Repurchase of own shares:

Study to repurchase up to 1.4 million shares for up to 250 billion yen

(Treasury shares kept in excess of 5% of total issued shares are planned for cancellation once a year)

# 《Repurchase of

own shares》	Budget (bil	lions of yen)	No. of shares repurchased (million shares)	
	Max. authorized	Actual amount spent	Max. authorized	Actual no. of shares repurchased
Repurchase authorized at 14 <sup>th</sup> ordinary general shareholder mtg	400	<b>333.2</b> (83.3%)	2.20	<b>1.98</b> (90.0%)
Repurchase authorized at 15 <sup>th</sup> ordinary general shareholder mtg	250	<b>90.0</b> (As of Dec. 31, 2006)	1.40	<b>0.51</b> (As of Dec. 31, 2006)

Definition and Calculation Methods of MOU and ARPU

### MOU (Minutes of usage): Average communication time per one month per one user.

### ARPU (Average monthly Revenue Per Unit):

SLIDE No. -

Average monthly revenue per unit, or ARPU, is used to measure average monthly operating revenues attributable to designated services on a per user basis. ARPU is calculated by dividing various revenue items included in operating revenues from our wireless services, such as monthly charges, voice transmission charges and packet transmission charges, from designated services which are incurred consistently each month, by number of active subscribers 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 of our subscribers 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.

### Aggregate ARPU (FOMA+mova): Voice ARPU (FOMA + mova) + Packet ARPU (FOMA + mova)

Voice ARPU (FOMA + mova): Voice ARPU (FOMA + mova) Related Revenues (monthly charges, voice transmission charges) / No. of active cellular phone subscribers (FOMA + mova)

Packet ARPU (FOMA + mova): {Packet ARPU (FOMA) Related Revenues (monthly charges, packet transmission charges) + i-mode ARPU (mova) Related Revenues (monthly charges, packet transmission charges)} / No. of active cellular phone subscribers (FOMA + mova)

i-mode ARPU (FOMA + mova): i-mode ARPU (FOMA + mova) Related Revenues (monthly charges, packet transmission charges) / No. of active cellular phone subscribers (FOMA + mova)

### Aggregate ARPU (FOMA): Voice ARPU (FOMA) + Packet ARPU (FOMA)

Voice ARPU (FOMA): Voice ARPU (FOMA) Related Revenues (monthly charges, voice transmission charges) / No. of active cellular phone subscribers (FOMA)

Packet ARPU (FOMA): Packet ARPU (FOMA) Related Revenues (monthly charges, packet transmission charges) / No. of active cellular phone subscribers (FOMA)

i-mode ARPU (FOMA): i-mode ARPU (FOMA) Related Revenues (monthly charges, packet transmission charges) / No. of active cellular phone subscribers (FOMA)

### Aggregate ARPU (mova): Voice ARPU (mova) + i-mode ARPU (mova)

Voice ARPU (mova): Voice ARPU (mova) Related Revenues (monthly charges, voice transmission charges) / No. of active cellular phone subscribers (mova)

i-mode ARPU (mova): i-mode ARPU (mova) Related Revenues (monthly charges, packet transmission charges) / No. of active cellular phone subscribers (mova)

### Number of active subscribers used in ARPU and MOU calculations are as follows:

Quarterly data: sum of "No. of active subscribers in each month"\* of the current quarter

Half-year data: sum of "No. of active subscribers in each month"\* of the current half

Full-year data: sum of "No. of active subscribers in each month"\* of the current fiscal year

\* "No. of active subscribers in each month": (No. of subs at end of previous month + No. of subs at end of current month) /2

The revenues and number of subscribers of Communication Module Service are not included in the above calculation of ARPU and MOU.

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### Reconciliation of the Disclosed Non-GAAP Financial Measures to the Most Directly Comparable GAAP Financial Measures

. EBITDA and EBITDA margin	Billions of yen		
	Nine months ended December 31, 2006	Nine months ended December 31, 2005	
a. EBITDA	¥ 1,242.9	¥ 1,243.3	
Depreciation and amortization	(537.4)	(532.7)	
Losses on sale or disposal of property, plant and equipment	(28.6)	(17.1)	
Operating income	676.9	693.5	
Other income (expense)	3.8	117.7	
Income taxes	(276.7)	(293.9)	
Equity in net losses of affiliates	(0.2)	(0.9)	
Minority interests in consolidated subsidiaries	(0.0)	0.0	
b. Net income	403.7	516.4	
c. Total operating revenues	3.597.0	3,582.2	
EBITDA margin (=a/c)	34.6%	34.7%	
Net income margin (=b/c)	11.2%	14.4%	

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 comparies.

#### 2. Free cash flows excluding irregular factors and changes in investments for cash management purpose

	Billions	Billions of yen		
	Nine months ended December 31, 2006	Nine months ended December 31, 2005		
Free cash flows excluding irregular factors and changes in investments				
for cash management purpose	¥ 31.9	¥ 463.1		
Irregular factors (1)	(217.0)	(226.0)		
Changes of investments for cash management purpose (2)	49.4	13.6		
Free cash flows	(135.7)	250.7		
Net cash used in investing activities	(717.8)	(794.0)		
Net cash provided by operating activities	582.0	1,044.7		

Notes: (1) Irregular factors represent the effects of uncollected revenues due to a bank holiday at the end of nine months ended December 31, 2005 and 2006.

(2) Changes in investments for cash management purpose were derived from purchases, redemption at maturity and disposals of financial instruments held for cash management purpose with original maturities of longer than three months.





