

NTT DOCOMO INC
Form 6-K
February 01, 2007
Table of Contents

UNITED STATES
SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

FORM 6-K

REPORT OF FOREIGN PRIVATE ISSUER PURSUANT TO RULE 13a-16 OR 15d-16 UNDER THE
SECURITIES EXCHANGE ACT OF 1934

For the month of January, 2007.

Commission File Number: 001-31221

Total number of pages: 53

NTT DoCoMo, Inc.

(Translation of registrant's name into English)

Sanno Park Tower 11-1, Nagata-cho 2-chome

Chiyoda-ku, Tokyo 100-6150

Japan

(Address of principal executive offices)

Indicate by check mark whether the registrant files or will file annual reports under cover Form 20-F or Form 40-F.

Form 20-F **Form 40-F**

Indicate by check mark if the registrant is submitting the Form 6-K in paper as permitted by Regulation S-T Rule 101(b)(1):

Note: Regulation S-T Rule 101(b)(1) only permits the submission in paper of a Form 6-K if submitted solely to provide an attached annual report to security holders.

Indicate by check mark if the registrant is submitting the Form 6-K in paper as permitted by Regulation S-T Rule 101(b)(7):

Edgar Filing: NTT DOCOMO INC - Form 6-K

Note: Regulation S-T Rule 101(b)(7) only permits the submission in paper of a Form 6-K if submitted to furnish a report or other document that the registrant foreign private issuer must furnish and make public under the laws of the jurisdiction in which the registrant is incorporated, domiciled or legally organized (the registrant's home country), or under the rules of the home country exchange on which the registrant's securities are traded, as long as the report or other document is not a press release, is not required to be and has not been distributed to the registrant's security holders, and, if discussing a material event, has already been the subject of a Form 6-K submission or other Commission filing on EDGAR.

Indicate by check mark whether the registrant by furnishing the information contained in this Form is also thereby furnishing the information to the Commission pursuant to Rule 12g3-2(b) under the Securities Exchange Act of 1934.

Yes No

If Yes is marked, indicate below the file number assigned to the registrant in connection with Rule 12g3-2(b): 82-

Table of Contents

Information furnished in this form:

1. Earnings release dated January 31, 2007 announcing the company's results for The Nine Months ended December 31, 2006.
2. Materials presented in conjunction with the earnings release dated January 31, 2007 announcing the company's results for The Nine Months ended December 31, 2006.

Table of Contents

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

NTT DoCoMo, Inc.

Date: January 31, 2006

By:

/s/ YOSHIKIYO SAKAI
Yoshikiyo Sakai

Head of Investor Relations

Table of Contents

3:00 P.M. JST, January 31, 2007

NTT DoCoMo, Inc.

Earnings Release for the Nine Months Ended December 31, 2006

Consolidated financial results of NTT DoCoMo, Inc. (the Company) and its subsidiaries (collectively we or DoCoMo) for the nine months ended December 31, 2006 (April 1, 2006 to December 31, 2006), are summarized as follows.

<< Highlights of Financial Results >>

For the nine months ended December 31, 2006, operating revenues were 3,597.0 billion yen (up 0.4% compared to the same period of the prior year), operating income was 676.9 billion yen (down 2.4% compared to the same period of the prior year), income before income taxes was 680.7 billion yen (down 16.1% compared to the same period of the prior year) and net income was 403.7 billion yen (down 21.8% compared to the same period of the prior year).

Earnings per share were 9,154.91 yen (down 19.4% compared to the same period of the prior year) and EBITDA margin* was 34.6% (down 0.1 point compared to the same period of the prior year).

Notes:

1. Consolidated financial statements in this release are unaudited.

2. Amounts in this release are rounded off.

* EBITDA and EBITDA margin, as we use them, are different from EBITDA as used in Item 10(e) of Regulation S-K and may not be comparable to similarly titled measures used by other companies. For an explanation of our definition of EBITDA, see the reconciliations to the most directly comparable financial measures calculated and presented in accordance with GAAP on page 18.

Table of Contents<< Comment by Masao Nakamura, President and CEO >>

In the third quarter of the fiscal year ending March 31, 2007, we worked continuously to enhance our network quality, released the latest FOMA 903i series handsets and implemented various other measures in all-out efforts to reinforce our competitiveness. As a consequence, the number of FOMA subscribers exceeded 32 million as of December 31, 2006, and our cellular churn rate for the third quarter increased slightly to 0.93%, due to subscribers' relatively calm response to the Mobile Number Portability following its launch on October 24, 2006. Operating revenues and operating income for the nine months ended December 31, 2006 were 3,597.0 billion yen (up 14.8 billion yen compared to the same period of the prior year) and 676.9 billion yen (down 16.6 billion yen compared to the same period of the prior year), respectively.

In the coming spring, we plan to add more models to our handset lineup through the release of the new FOMA 703i series handsets, which will include the world's slimmest W-CDMA handset in a clamshell form. We will also continue our endeavors to improve FOMA's network quality and broaden the coverage of HSDPA (High-Speed Downlink Packet Access), and strive to develop and invigorate the video/music content market. In March 2007, we are planning to expand our flat-rate billing package for packet data communications, to allow users to access PC-configured web sites and video contents using a full-scale browser for a fixed monthly rate. Meanwhile, we have steadily solidified the foundation of our credit business by increasing the user count of DCMX mobile credit payment services to 1.39 million and the number of installed iD payment terminals to 100 thousand. The uptake of *Osaifu-Keitai** services is also growing at a favorable pace, with the user base of compatible handsets expected to reach 20 million by the end of March 2007. Leveraging these services, we will pursue our goal to transform mobile phones into lifestyle infrastructure.

While the business climate surrounding us is expected to become increasingly harsh, we will devote ourselves to serving our customers and striving to improve every aspect of our service offerings with the aim to build up our competitiveness and strengthen our business foundation thereby.

* *Osaifu-Keitai* refers to mobile phones equipped with a contactless IC card, as well as the useful function and services enabled by the IC card. With this function, a mobile phone can be utilized as electronic money, a credit card, an electronic ticket, a membership card and an airline ticket, among other things.

<< Operating Results and Financial Position >>

<Results of operations>

	(UNAUDITED)		Billions of yen			
	(UNAUDITED)		(UNAUDITED)			
	Nine months ended		Nine months ended		Increase	
	December 31, 2006	December 31, 2005	(Decrease)		Year ended March 31, 2006	
Operating revenues	¥ 3,597.0	¥ 3,582.2	¥ 14.8	0.4%	¥ 4,765.9	
Operating expenses	2,920.1	2,888.8	31.3	1.1	3,933.2	
Operating income	676.9	693.5	(16.6)	(2.4)	832.6	
Other income, net	3.8	117.7	(113.9)	(96.8)	119.7	
Income before income taxes	680.7	811.2	(130.5)	(16.1)	952.3	
Income taxes	276.7	293.9	(17.2)	(5.9)	341.4	
Equity in net losses of affiliates	(0.2)	(0.9)	0.6	71.3	(0.4)	
Minority interests in consolidated subsidiaries	(0.0)	0.0	(0.0)		(0.1)	
Net income	¥ 403.7	¥ 516.4	¥ (112.7)	(21.8)%	¥ 610.5	

Table of Contents**1. Business Overview**

- (1) Operating revenues totaled 3,597.0 billion yen (up 0.4% compared to the same period of the prior year).

Cellular (FOMA+mova) services revenues increased to 3,157.6 billion yen (up 0.9% compared to the same period of the prior year). Despite some negative effects from our strategic billing arrangements introduced in the past, these revenues grew due to the acquisition of new subscribers and lowering of our churn rate through our customer-oriented operations.

Voice revenues from FOMA services increased to 1,308.3 billion yen (up 59.7% compared to the same period of the prior year) and packet communications revenues from FOMA services increased to 697.5 billion yen (up 65.2% compared to the same period of the prior year) owing to a significant increase in the number of FOMA services subscribers to 32.11 million (up 59.5% compared to the same period of the prior year). The increase in the number of FOMA subscribers resulted from factors such as the improvements in network quality and the release of new handsets, including the FOMA 903i/702iS series.

Equipment sales revenues decreased to 348.3 billion yen (down 1.4% compared to the same period of the prior year). While the number of handsets sold increased due to steady migration of subscribers from mova services to FOMA services, the amount accounted for as sales revenue per handset decreased.

<Breakdown of operating revenues>

	Billions of yen (UNAUDITED) (UNAUDITED)			
	Nine months ended		Increase	
	December 31, 2006	December 31, 2005	(Decrease)	
Wireless services	¥ 3,248.8	¥ 3,229.0	¥ 19.7	0.6%
Cellular (FOMA+mova) services revenues (i)	3,157.6	3,130.3	27.3	0.9
- Voice revenues (ii)	2,238.5	2,303.4	(64.9)	(2.8)
Including: FOMA services	1,308.3	819.1	489.2	59.7
- Packet communications revenues	919.1	826.9	92.2	11.1
Including: FOMA services	697.5	422.2	275.3	65.2
PHS services revenues	18.4	32.6	(14.2)	(43.6)
Other revenues	72.8	66.2	6.6	10.0
Equipment sales	348.3	353.2	(4.9)	(1.4)
Total operating revenues	¥ 3,597.0	¥ 3,582.2	¥ 14.8	0.4%

Notes:

- (i) Cellular (FOMA+mova) services revenues for the nine months ended December 31, 2006 reflected the impact of recognizing as revenues the portion of Nikagetsu Kurikoshi (2-months carry over) allowances that are projected to expire.
- (ii) Voice revenues include data communications revenues through circuit switching system.

Edgar Filing: NTT DOCOMO INC - Form 6-K

(2) Operating expenses were 2,920.1 billion yen (up 1.1% compared to the same period of the prior year).

Personnel expenses were 188.8 billion yen (up 1.1% compared to the same period of the prior year). The number of employees as of December 31, 2006 was 22,356.

Non-personnel expenses increased to 1,860.4 billion (up 1.4% compared to the same period of the prior year). This increase resulted mainly from an increase in cost of equipment sold due to proportional growth in sales of FOMA handsets to the aggregate number of handsets sold.

Depreciation and amortization increased by 0.9% to 537.4 billion yen compared to the same period of the prior year due to an increase in capital expenditures for expansion and quality improvement of FOMA network.

Table of Contents

<Breakdown of operating expenses>	Billions of yen				
	(UNAUDITED)		(UNAUDITED)		
	Nine months ended		Nine months ended		Increase
	December 31, 2006	December 31, 2005		(Decrease)	
Personnel expenses	¥ 188.8	¥ 186.6	¥ 2.1		1.1%
Non-personnel expenses	1,860.4	1,835.3	25.1		1.4
Depreciation and amortization	537.4	532.7	4.6		0.9
Loss on disposal of property, plant and equipment and intangible assets	35.5	26.3	9.2		35.0
Communication network charges	270.7	280.2	(9.5)		(3.4)
Taxes and public dues	27.4	27.7	(0.3)		(1.0)
Total operating expenses	¥ 2,920.1	¥ 2,888.8	¥ 31.3		1.1%

-
Note:

For the period starting from April 1, 2006, the amount of impairment loss related to PHS assets, which was separately stated in the past, is included in Depreciation and amortization. As the result thereof, relevant reclassifications are made to the operating results for the nine months ended December 31, 2005.

- (3) Operating income decreased to 676.9 billion yen (down 2.4% compared to the same period of the prior year). In addition, due principally to the effect of gains we recognized on the sales of Hutchison 3G UK Holdings Limited shares (62.0 billion yen) and KPN Mobile N.V. shares (40.0 billion yen) during the same period of the prior year, income before income taxes decreased to 680.7 billion yen (down 16.1% compared to the same period of the prior year).
- (4) Net income was 403.7 billion yen (down 21.8% compared to the same period of the prior year).

2. Segment Information

- (1) Mobile phone business
Operating revenues were 3,547.9 billion yen and operating income was 694.9 billion yen.

The aggregate number of cellular (FOMA+mova) services subscribers increased to 52.21 million as of December 31, 2006 (up 2.1% compared to the same period of the prior year).

Voice ARPU, packet ARPU, and aggregate ARPU of cellular (FOMA+mova) services for the nine months ended December 31, 2006 were 4,780 yen (down 6.5% compared to the same period of the prior year), 1,980 yen (up 6.5% compared to the same period of the prior year), and 6,760 yen (down 3.0% compared to the same period of the prior year),

respectively.

Churn rate for cellular (FOMA+mova) services for the three months and nine months ended December 31, 2006 were 0.93% (up 0.21 point compared to the same period of the prior year) and 0.72% (down 0.06 point compared to the same period of the prior year), respectively.

Cellular (FOMA) services

Reinforcement of network coverage and launch of HSDPA services

In order to enhance the network coverage and quality of radio reception, we completed FOMA network coverage nationwide for stations of Japan Railways Group, educational institutes, and public service areas for automobiles. We added base stations on high buildings and in underground shopping areas. We also reflected voices of our customers collected in the opinion survey on our web site in our network planning.

In August 2006, we launched HSDPA services, which provide packet download speed of up to 3.6Mbps, first in Metropolitan Tokyo areas, and expanded the services to other major cities in Japan by the end of October 2006.

Table of Contents

Enriched variety of handset lineup

In order to meet various customer needs, we released a total of 32 models during the nine months ended December 31, 2006.

As for our high-end models, we released FOMA 903i series, which feature enhanced music functions and extended memory capacity for further vivid visuals in rich applications (Mega i-appli) such as games or GPS navigation. We released FOMA 702is series as standard models, which feature unique designs. We also released simple and compact handsets called SIMPURE series for customers who prefer simple usability.

We released two products compatible with HSDPA services, FOMA N902iX HIGH-SPEED and FOMA M2501 HIGH-SPEED , the latter of which is a PC card type terminal dedicated to data communication.

Providing various services and enhanced functions

As our music services, we launched Chaku-Uta full , which enables users to download complete music tracks, and Music Channel , which provides longer and high-quality music programs. We also released several handsets compatible with Napster To Go , which is provided by Napster Japan, Inc. to enable users to download an unlimited number of music tracks to a PC for a flat rate and to transfer the tracks to a compatible music player or cellular handset.

For customers' security purposes, we launched Keitai-Osagashi Service which enables our customers to locate misplaced handsets using GPS technology by accessing the My DoCoMo portal for PCs. We also equipped a certain handset model with a function called ANSHIN-KEY Lock which automatically locks/unlocks the handset depending on the proximity of ANSHIN-KEY , a special IC-card key, to the handset.

Corporate marketing

We actively marketed mobile system solutions featuring two of our new PDA-type handsets: hTc Z handset, which is supplied by High Tech Computer Corporation in Taiwan, and BlackBerry 8707h , which is supplied by Research In Motion Limited in Canada.

Voice ARPU, packet ARPU and aggregate ARPU of cellular (FOMA) services for the nine months ended December 31, 2006 were 5,200 yen (down 11.1% compared to the same period of the prior year), 2,800 yen (down 8.2% compared to the same period of the prior year) and 8,000 yen (down 10.1% compared to the same period of the prior year), respectively.

Cellular (mova) services

Due to the continuous migration of subscribers from mova services to FOMA services, the proportion of mova services subscribers to the aggregated cellular (FOMA+mova) subscribers as of December 31, 2006 decreased to 38.5%.

Voice ARPU, i-mode ARPU and aggregate ARPU of cellular (mova) services for the nine months ended December 31, 2006 were 4,280 yen (down 10.3% compared to the same period of the prior year), 1,020 yen (down 22.7% compared to the same period of the prior year) and 5,300 yen (down 13.0% compared to the same period of the prior year), respectively.

i-mode services

Usage promotion

In order to improve convenience of i-mode , we launched a keyword search service. By inputting a keyword into the search box on the top page of Japanese iMenu portal, users can search official i-mode sites, as well as non-official i-mode sites through a search engine (13 search engines were available as of December 31, 2006).

Rakuten Auction, Inc., a joint venture company established by Rakuten, Inc. and DoCoMo, launched Rakuten Auction service which features anonymous escrow , which does not require sellers or winning bidders to reveal private information to one another.

In order to increase usage volume among a wide range of subscribers, we continued to promote our i-channel , push-type information casting service, by setting our handsets i-channel compatible as a default function. The number of i-channel service subscribers as of December 31, 2006 increased to 8.12 million.

Global development

In December 2006, we reached an agreement with Hutchison Essar, Ltd., one of India s leading mobile operators, pursuant to which Hutchison Essar will introduce i-mode services in India. (The agreement is subject to governmental approval to be effective.)

The i-mode services were rolled out in 16 countries and areas including Japan as of December 31, 2006, and the aggregate number of cellular service subscribers of all the operators which participate in the i-mode services alliance reached 270 million.

Table of Contents

International services

Addition of handsets compatible with international roaming-out service

We increased the variety of handsets compatible with WORLD WING, international roaming-out services, when we added five handsets such as SIMPURE L1 and FOMA M702iG, which are compatible with both 3G and GSM network overseas. We also released nine handsets including FOMA 903i series which are WORLD WING compatible and available for 3G network overseas.

Expansion of the service area

We steadily expanded the service area of international roaming-out services for voice calls and SMS to 150 countries and areas; for packet communications to 93 countries; and for videophone calls to 32 countries and areas, each as of December 31, 2006.

Development of alliance among mobile operators in Asia

In April 2006, we formed a strategic alliance with six Asian mobile operators, including Far EasTone Telecommunications Co., Ltd. in Taiwan, to cooperate in international roaming and development of mobile services for corporate accounts. In December 2006, we officially named the alliance Conexus Mobile Alliance, and added Smart Communications, Inc., the Philippines leading mobile operator, to the alliance. The members of the largest alliance in the Asian region, which expanded its coverage to over 130 million mobile subscribers, started working in collaboration to enhance their competitiveness in their own countries/regions by offering services such as roaming via HSDPA, in addition to conventional roaming via GSM/GPRS and/or W-CDMA networks.

—
Note:

ARPU: Average monthly revenue per unit

Average monthly revenue per unit, or ARPU, is used to measure average monthly operating revenues attributable to designated services on a per user basis. ARPU is calculated by dividing 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. See page 17 for the details of the calculation methods.

<Number of subscribers by services>	Thousand subscribers			Increase (Decrease)
	December 31, 2006	March 31, 2006		
Cellular (FOMA) services	32,114	23,463	8,650	36.9%
Cellular (mova) services	20,100	27,680	(7,580)	(27.4)
i-mode services	47,208	46,360	848	1.8

—
Note:

Edgar Filing: NTT DOCOMO INC - Form 6-K

Number of i-mode subscribers as of December 31, 2006

= Cellular (FOMA) i-mode subscribers (30,929 thousand) + Cellular (mova) i-mode subscribers (16,279 thousand)

Number of i-mode subscribers as of March 31, 2006

= Cellular (FOMA) i-mode subscribers (22,914 thousand) + Cellular (mova) i-mode subscribers (23,446 thousand)

<Operating results>

	(UNAUDITED)	(UNAUDITED)		
	Billions of yen			
	(UNAUDITED)			
	Nine months ended	Nine months ended		
	December 31,	December 31,		
	2006	2005		
			Increase	
			(Decrease)	
Mobile phone business operating revenues	¥ 3,547.9	¥ 3,521.5	¥ 26.4	0.7%
Mobile phone business operating income	694.9	697.9	(3.0)	(0.4)

6

Table of Contents

(2) PHS business

Operating revenues were 18.7 billion yen and operating loss was 7.4 billion yen.

Ahead of the scheduled termination of PHS services during the three months ending December 31, 2007, we were continuously engaged in a campaign to encourage current PHS subscribers to migrate to FOMA services.

PHS ARPU for nine months ended December 31, 2006 was 3,110 yen (down 5.8% compared to the same period of the prior year).

Note:

See page 17 for the details of the ARPU calculation methods.

<Number of subscribers>	Thousand subscribers		Increase	
	December 31, 2006	March 31, 2005	(Decrease)	
PHS services	530	771	(241)	(31.2)%

<Operating results>	Billions of yen		Increase	
	(UNAUDITED)	(UNAUDITED)		
	Nine months ended			
	December 31, 2006	December 31, 2005	(Decrease)	
PHS business operating revenues	¥ 18.7	¥ 33.2	¥ (14.6)	(43.9)%
PHS business operating loss	(7.4)	(3.1)	(4.3)	(137.9)

(3) Miscellaneous businesses

Operating revenues were 30.5 billion yen and operating loss was 10.6 billion yen.

Credit business

DCMX mobile credit payment services

We steadily promoted our DCMX so that the number of DCMX subscribers exceeded 1 million in November 2006 and reached 1.39 million as of December 31, 2006.

Credit platform iD

We steadily expanded the number of the stores where iD reader/writers are available.

Edgar Filing: NTT DOCOMO INC - Form 6-K

The number of iD reader/writers increased to approximately 100 thousand as of December 31, 2006. We developed jointly with East Japan Railway Company the common infrastructure (common reader/writer and common usage center) , through which electronic payment becomes available for users of iD and Suica . We also agreed with other electronic commerce service providers to accommodate QUICPay and Edy to the common infrastructure as well.

The number of Osaifu-Keitai handsets increased to 18.3 million as of December 31, 2006.

Wireless LAN service

We completed coverage of our wireless LAN service in Tsukuba Express train. The number of our domestic hot spots increased to 1,541 as of December 31, 2006.

Launch of IP Phone service for corporate accounts

We launched a service called Business mopera IP Centrex , which enables users to call outbound or extension via IP Centrex device on our networks, instead of via traditional in-house PBX, with FOMA/wireless LAN compatible handset FOMA N900iL .

Table of Contents

Quickcast service

Ahead of the scheduled termination of the Quickcast services on March 31, 2007, we continued to notify current Quickcast subscribers of such termination.

<Operating results>

	Billions of yen			
	(UNAUDITED)		(UNAUDITED)	
	Nine months ended		Nine months ended	
	December 31, 2006	December 31, 2005		Increase (Decrease)
Miscellaneous businesses operating revenues	¥ 30.5	¥ 27.5	¥ 3.0	10.8%
Miscellaneous businesses operating loss	(10.6)	(1.3)	(9.3)	(702.1)

3. Capital Expenditures

Total capital expenditures were 679.3 billion yen.

For reinforcement of our competitiveness prior to the introduction of the Mobile Number Portability, we built base stations at a record-high pace, expanded the coverage areas of FOMA services, improved network quality, and reinforced our FOMA network to meet the increase in traffic demand. We also continued our efforts to make capital expenditures more efficient and less costly by saving on equipment purchase costs and improving our design and construction processes. Total capital expenditures during the nine months ended December 31, 2006 increased by 11.6% compared to the same period of the prior year.

<Breakdown of capital expenditures>

	Billions of yen			
	(UNAUDITED)		(UNAUDITED)	
	Nine months ended		Nine months ended	
	December 31, 2006	December 31, 2005		Increase (Decrease)
Mobile phone business	¥ 583.5	¥ 515.4	¥ 68.1	13.2%
PHS business	0.9	0.7	0.2	27.1
Other (including information systems)	94.8	92.4	2.5	2.7
Total capital expenditures	¥ 679.3	¥ 608.5	¥ 70.8	11.6%

Table of Contents**4. Cash Flow Conditions**

Net cash provided by operating activities was 582.0 billion yen (down 44.3% compared to the same period of the prior year). The combination of an increase in income tax payment and a decrease in refund of income taxes resulted in an increase in cash payment by 269.2 billion yen (we paid 89.4 billion yen for income taxes, net of a refund of income taxes, in the same period of the prior year, when deferred tax assets from the impairment of our investment in AT&T Wireless Services, Inc. were realized). The effect of a bank holiday at the end of December, which deferred our cash reception including cellular revenues to the following month, was 217.0 billion yen.

Net cash used in investing activities was 717.8 billion yen (down 9.6% compared to the same period of the prior year). An increase in acquisitions of tangible and intangible assets was more than offset by a decrease in acquisitions of long-term investments.

Net cash used in financing activities, including repurchase of our own stock, dividend payment, repayment of outstanding long-term debt, was 462.1 billion yen (up 4.5% compared to the same period of the prior year). A decrease in payment for repurchase of our own stock was more than offset by an increase in repayment of outstanding long-term debt and dividend payment. We spent 140.0 billion yen during the nine months ended December 31, 2006 to repurchase our own stock in the market.

Free cash flows were negative 135.7 billion yen. Free cash flows excluding irregular factors and changes in investments for cash management purposes were 31.9 billion yen.

<Statements of cash flows>

	(UNAUDITED)		Billions of yen (UNAUDITED)	
	Nine months ended		Nine months ended	
	December 31, 2006	December 31, 2005	Increase (Decrease)	
Net cash provided by operating activities	¥ 582.0	¥ 1,044.7	¥ (462.7)	(44.3)%
Net cash used in investing activities	(717.8)	(794.0)	76.3	9.6
Net cash used in financing activities	(462.1)	(442.1)	(20.0)	(4.5)
Free cash flows	(135.7)	250.7	(386.4)	
Free cash flows excluding irregular factors and changes in investments for cash management purposes*	31.9	463.1	(431.2)	(93.1)

	(UNAUDITED)		Billions of yen (UNAUDITED)	
	Nine months ended		Nine months ended	
	December 31, 2006	December 31, 2005	Increase (Decrease)	
<Financial measures>				
Equity ratio	68.2%	63.0%	5.2 point	
Debt ratio	13.7%	19.0%	(5.3)point	

Notes:

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

Edgar Filing: NTT DOCOMO INC - Form 6-K

Irregular factors = the effects of uncollected revenues due to a bank holiday at the end of the fiscal period

Changes in investments for cash management purposes = Changes by purchases, redemptions and disposal of financial instruments for cash management purposes with original maturities of longer than 3 months

Equity ratio = Shareholders' equity / Total assets

Debt ratio = Interest bearing liabilities / (Shareholders' equity + Interest bearing liabilities)

- * See the reconciliations to the most directly comparable financial measures calculated and presented in accordance with GAAP on page 18.

The products or company names shown in this Earnings Release are trademarks or registered trademarks of each corresponding company.

Table of Contents**Consolidated Financial Statements**

January 31, 2007

[U.S. GAAP]

For the Nine Months Ended December 31, 2006

Name of registrant:	NTT DoCoMo, Inc.
Code No.:	9437
Stock exchange on which the Company's shares are listed: (URL http://www.nttdocomo.co.jp/)	Tokyo Stock Exchange-First Section
Representative:	Masao Nakamura, Representative Director, President and Chief Executive Officer
Contact:	Masahiko Yamada, Senior Manager, General Affairs Department / TEL +81-3-5156-1111

1. Notes Related to the Preparation of the Consolidated Financial Statements

- | | |
|---|----|
| (1) Adoption of simplified accounting methods: | No |
| (2) Difference in the accounting policies from the most recent fiscal year: | No |
| (3) Change of reporting entities | |

Number of consolidated companies added:	3	Number of consolidated companies removed:	6
Number of companies on equity method added:	1	Number of companies on equity method removed:	0

2. Consolidated Financial Results for the Nine Months Ended December 31, 2006 (April 1, 2006 - December 31, 2006)

- (1) Consolidated Results of Operations
Amounts are rounded off to the nearest 1 million yen.

	(Millions of yen, except per share amounts)							
	Income before							
	Operating Revenues		Operating Income		Income Taxes		Net Income	
Nine months ended December 31, 2006	3,597,020	0.4%	676,912	(2.4)%	680,704	(16.1)%	403,692	(21.8)%
Nine months ended December 31, 2005	3,582,248	(1.7)%	693,480	(7.7)%	811,189	(35.1)%	516,399	(31.7)%
Year ended March 31, 2006	4,765,872		832,639		952,303		610,481	
					Basic Earnings		Diluted Earnings	
					per Share		per Share	
Nine months ended December 31, 2006					9,154.91(yen)		9,154.91(yen)	
Nine months ended December 31, 2005					11,352.77(yen)		11,352.77(yen)	
Year ended March 31, 2006					13,491.28(yen)		13,491.28(yen)	

Table of Contents<< Consolidated Financial Statements >>**1. Consolidated Balance Sheets**

	(UNAUDITED)	(UNAUDITED)	Millions of yen Increase		
	December 31, 2006	December 31, 2005	(Decrease)		March 31, 2006
ASSETS					
Current assets:					
Cash and cash equivalents	¥ 243,330	¥ 579,964	¥ (336,634)	(58.0)%	¥ 840,724
Short-term investments	152,110				
	186,726	186,726	(34,616)	(18.5)	51,237
Accounts receivable	890,572	915,895	(25,323)	(2.8)	609,837
Allowance for doubtful accounts	(13,147)	(14,960)	1,813	12.1	(14,740)
Inventories	168,713	121,513	47,200	38.8	229,523
Deferred tax assets	82,227	100,329	(18,102)	(18.0)	111,795
Prepaid expenses and other current assets	161,898	99,432	62,466	62.8	98,382
Total current assets	1,685,703	1,988,899	(303,196)	(15.2)	1,926,758
Property, plant and equipment:					
Wireless telecommunications equipment	5,050,226	4,622,924	427,302	9.2	4,743,136
Buildings and structures	766,361	718,409	47,952	6.7	736,660
Tools, furniture and fixtures	615,499	604,378	11,121	1.8	610,759
Land	198,660	197,549	1,111	0.6	197,896
Construction in progress	131,353	154,205	(22,852)	(14.8)	134,240
Accumulated depreciation and amortization	(3,878,783)	(3,562,300)	(316,483)	(8.9)	(3,645,237)
Total property, plant and equipment, net	2,883,316	2,735,165	148,151	5.4	2,777,454
Non-current investments and other assets:					
Investments in affiliates	187,046	170,437	16,609	9.7	174,121
Marketable securities and other investments	269,218	279,314	(10,096)	(3.6)	357,824
Intangible assets, net	547,917	539,543	8,374	1.6	546,304
Goodwill	141,083	140,510	573	0.4	141,094
Other assets	216,299	265,422	(49,123)	(18.5)	264,982
Deferred tax assets	122,481	176,057	(53,576)	(30.4)	176,720
Total non-current investments and other assets	1,484,044	1,571,283	(87,239)	(5.6)	1,661,045
Total assets	¥ 6,053,063	¥ 6,295,347	¥ (242,284)	(3.8)%	¥ 6,365,257
LIABILITIES AND SHAREHOLDERS' EQUITY					
Current liabilities:					
Current portion of long-term debt	¥ 149,600	¥ 273,439	¥ (123,839)	(45.3)%	¥ 193,723
Short-term borrowings	108	160	(52)	(32.5)	152
Accounts payable, trade	706,560	751,242	(44,682)	(5.9)	808,136
Accrued payroll	28,067	28,931	(864)	(3.0)	41,799
Accrued interest	1,378	1,749	(371)	(21.2)	1,264
Accrued income taxes	35,558	104,171	(68,613)	(65.9)	168,587
Other current liabilities	140,918	168,863	(27,945)	(16.5)	154,638
Total current liabilities	1,062,189	1,328,555	(266,366)	(20.0)	1,368,299

Edgar Filing: NTT DOCOMO INC - Form 6-K

Long-term liabilities:					
Long-term debt (exclusive of current portion)	504,289	655,476	(151,187)	(23.1)	598,530
Liability for employees' retirement benefits	141,357	145,566	(4,209)	(2.9)	135,511
Other long-term liabilities	215,753	197,491	18,262	9.2	209,780
Total long-term liabilities	861,399	998,533	(137,134)	(13.7)	943,821
Total liabilities	1,923,588	2,327,088	(403,500)	(17.3)	2,312,120
Minority interests in consolidated subsidiaries	1,151	1,226	(75)	(6.1)	1,120
Shareholders' equity:					
Common stock	949,680	949,680			949,680
Additional paid-in capital	1,311,013	1,311,013			1,311,013
Retained earnings	2,439,569	2,481,316	(41,747)	(1.7)	2,212,739
Accumulated other comprehensive income	16,280	19,879	(3,599)	(18.1)	26,781
Treasury stock, at cost	(588,218)	(794,855)	206,637	26.0	(448,196)
Total shareholders' equity	4,128,324	3,967,033	161,291	4.1	4,052,017
Total liabilities and shareholders' equity	¥ 6,053,063	¥ 6,295,347	¥ (242,284)	(3.8)%	¥ 6,365,257

Table of Contents**2. Consolidated Statements of Income and Comprehensive Income**

	Millions of yen				
	(UNAUDITED)	(UNAUDITED)			
	Nine months ended	Nine months ended	Increase		Year ended
	December 31,	December 31,			March 31, 2006
	2006	2005	(Decrease)		
Operating revenues:					
Wireless services	¥ 3,248,760	¥ 3,229,041	¥ 19,719	0.6%	¥ 4,295,856
Equipment sales	348,260	353,207	(4,947)	(1.4)	470,016
Total operating revenues	3,597,020	3,582,248	14,772	0.4	4,765,872
Operating expenses:					
Cost of services (exclusive of items shown separately below)	545,157	547,425	(2,268)	(0.4)	746,099
Cost of equipment sold (exclusive of items shown separately below)	892,223	833,360	58,863	7.1	1,113,464
Depreciation and amortization	537,362	532,720	4,642	0.9	738,137
Selling, general and administrative	945,366	975,263	(29,897)	(3.1)	1,335,533
Total operating expenses	2,920,108	2,888,768	31,340	1.1	3,933,233
Operating income	676,912	693,480	(16,568)	(2.4)	832,639
Other income (expense):					
Interest expense	(4,292)	(6,449)	2,157	33.4	(8,420)
Interest income	1,036	4,285	(3,249)	(75.8)	4,659
Gain on sale of affiliate shares		61,962	(61,962)	(100.0)	61,962
Gain on sale of other investments	5	40,030	(40,025)	(100.0)	40,088
Other, net	7,043	17,881	(10,838)	(60.6)	21,375
Total other income (expense)	3,792	117,709	(113,917)	(96.8)	119,664
Income before income taxes	680,704	811,189	(130,485)	(16.1)	952,303
Income taxes	276,730	293,931	(17,201)	(5.9)	341,382
Equity in net income (losses) of affiliates	(247)	(862)	615	71.3	(364)
Minority interests in consolidated subsidiaries	(35)	3	(38)		(76)
Net income	¥ 403,692	¥ 516,399	¥ (112,707)	(21.8)%	¥ 610,481
Other comprehensive income (loss):					
Unrealized holding gains (losses) on available-for-sale securities, net of applicable taxes	(10,675)	6,928	(17,603)		7,662
Net revaluation of financial instruments, net of applicable taxes	18	87	(69)	(79.3)	121
Foreign currency translation adjustment, net of applicable taxes	104	(44,964)	45,068		(42,597)
Minimum pension liability adjustment, net of applicable taxes	52	219	(167)	(76.3)	3,986
Comprehensive income	¥ 393,191	¥ 478,669	¥ (85,478)	(17.9)%	¥ 579,653

PER SHARE DATA

Edgar Filing: NTT DOCOMO INC - Form 6-K

Weighted average common shares outstanding and diluted (shares)	basic	44,095,706	45,486,620	(1,390,914)	(3.1)	45,250,031
Basic and diluted earnings per share (Yen)		¥ 9,154.91	¥ 11,352.77	¥ (2,197.86)	(19.4)%	¥ 13,491.28

Table of Contents**3. Consolidated Statements of Shareholders' Equity**

	Millions of yen				
	(UNAUDITED)	(UNAUDITED)			
	Nine months ended	Nine months ended	Increase		Year ended
	December 31, 2006	December 31, 2005	(Decrease)		March 31, 2006
Common stock:					
At beginning of period	¥ 949,680	¥ 949,680	¥	%	¥ 949,680
At end of period	949,680	949,680			949,680
Additional paid-in capital:					
At beginning of period	1,311,013	1,311,013			1,311,013
At end of period	1,311,013	1,311,013			1,311,013
Retained earnings:					
At beginning of period	2,212,739	2,100,407	112,332	5.3	2,100,407
Cash dividends	(176,862)	(135,490)	(41,372)	(30.5)	(135,490)
Retirement of treasury stock					(362,659)
Net income	403,692	516,399	(112,707)	(21.8)	610,481
At end of period	2,439,569	2,481,316	(41,747)	(1.7)	2,212,739
Accumulated other comprehensive income:					
At beginning of period	26,781	57,609	(30,828)	(53.5)	57,609
Unrealized holding gains (losses) on available-for-sale securities	(10,675)	6,928	(17,603)		7,662
Net revaluation of financial instruments	18	87	(69)	(79.3)	121
Foreign currency translation adjustment	104	(44,964)	45,068		(42,597)
Minimum pension liability adjustment	52	219	(167)	(76.3)	3,986
At end of period	16,280	19,879	(3,599)	(18.1)	26,781
Treasury stock, at cost:					
At beginning of period	(448,196)	(510,777)	62,581	12.3	(510,777)
Purchase of treasury stock	(140,022)	(284,078)	144,056	50.7	(300,078)
Retirement of treasury stock					362,659
At end of period	(588,218)	(794,855)	206,637	26.0	(448,196)
Total shareholders' equity	¥ 4,128,324	¥ 3,967,033	¥ 161,291	4.1%	¥ 4,052,017

Table of Contents**4. Consolidated Statements of Cash Flows**

	(UNAUDITED)	Millions of yen (UNAUDITED)	
	Nine months ended	Nine months ended	Year ended
	December 31, 2006	December 31, 2005	March 31, 2006
I Cash flows from operating activities:			
1. Net income	¥ 403,692	¥ 516,399	¥ 610,481
2. Adjustments to reconcile net income to net cash provided by operating activities:			
(1) Depreciation and amortization	537,362	532,720	738,137
(2) Deferred taxes	89,443	65,345	49,101
(3) Loss on sale or disposal of property, plant and equipment	28,605	17,100	36,000
(4) Gain on sale of affiliate shares		(61,962)	(61,962)
(5) Gain on sale of other investments	(5)	(40,030)	(40,088)
(6) Expense associated with sale of other investments		14,062	14,062
(7) Equity in net (income) losses of affiliates	(13)	253	(1,289)
(8) Minority interests in consolidated subsidiaries	35	(3)	76
(9) Changes in assets and liabilities:			
(Increase) decrease in accounts receivable	(280,735)	(285,661)	21,345
Decrease in allowance for doubtful accounts	(1,593)	(2,405)	(3,623)
Increase (decrease) in inventories	60,810	34,917	(73,094)
(Increase) decrease in prepaid expenses and other current assets	(63,047)	108,166	109,192
(Decrease) increase in accounts payable, trade	(60,216)	50,261	45,108
(Decrease) increase in accrued income taxes	(133,029)	46,725	111,141
(Decrease) increase in other current liabilities	(13,528)	36,256	17,641
Increase (decrease) in liability for employees retirement benefits	5,846	6,677	(3,378)
Increase in other long-term liabilities	8,345	12,758	24,725
Other, net	76	(6,875)	17,366
Net cash provided by operating activities	582,048	1,044,703	1,610,941
II Cash flows from investing activities:			
1. Purchases of property, plant and equipment	(570,680)	(470,665)	(638,590)
2. Purchases of intangible and other assets	(163,408)	(148,422)	(195,277)
3. Purchases of non-current investments	(24,418)	(214,777)	(292,556)
4. Proceeds from sale and redemption of non-current investments	50,051	25,142	25,142
5. Purchases of short-term investments	(3,158)	(251,403)	(252,474)
6. Redemption of short-term investments	2,533	365,000	501,433
7. Collection of loan advances		228	229
8. Long-term bailment for consumption to a related party		(100,000)	(100,000)
9. Other, net	(8,701)	854	1,016
Net cash used in investing activities	(717,781)	(794,043)	(951,077)
III Cash flows from financing activities:			
1. Repayment of long-term debt	(142,323)	(19,189)	(150,304)
2. Proceeds from short-term borrowings	17,288	27,000	27,002
3. Repayment of short-term borrowings	(17,332)	(27,000)	(27,010)
4. Principal payments under capital lease obligations	(2,823)	(3,319)	(4,740)
5. Payments to acquire treasury stock	(140,022)	(284,078)	(300,078)

Edgar Filing: NTT DOCOMO INC - Form 6-K

6. Dividends paid	(176,862)	(135,490)	(135,490)
7. Other, net	(2)	(1)	(1)
Net cash used in financing activities	(462,076)	(442,077)	(590,621)
IV Effect of exchange rate changes on cash and cash equivalents	415	1,429	1,529
V Net (decrease) increase in cash and cash equivalents	(597,394)	(189,988)	70,772
VI Cash and cash equivalents at beginning of period	840,724	769,952	769,952
VII Cash and cash equivalents at end of period	¥ 243,330	¥ 579,964	¥ 840,724

Supplemental disclosures of cash flow information:

Cash received during the period for:

Income taxes	¥ 920	¥ 93,103	¥ 93,103
--------------	-------	----------	----------

Cash paid during the period for:

Interest	4,177	6,210	8,666
Income taxes	359,458	182,471	182,914

Non-cash investing and financing activities:

Retirement of treasury stock			362,659
------------------------------	--	--	---------

Table of Contents

Notes to Unaudited Consolidated Financial Statements

The accompanying unaudited consolidated financial information of NTT DoCoMo, Inc. and its subsidiaries (collectively DoCoMo) has been prepared in accordance with accounting principles generally accepted in the United States of America.

The followings are explanations regarding the adoption of new accounting standards in the nine months ended December 31, 2006 and the summary of revenue recognition.

1. Adoption of new accounting standards

Inventory Pricing

Effective April 1, 2006, DoCoMo adopted Statement of Financial Accounting Standards (SFAS) No. 151, Inventory Costs -an amendment of Accounting Research Bulletin (ARB) No. 43, Chapter 4 issued by the Financial Accounting Standards Board (FASB). SFAS No. 151 amends the guidance in ARB No. 43, Chapter 4, Inventory Pricing, to clarify the accounting for abnormal amounts of idle facility expense, freight, handling costs, and wasted material (spoilage). ARB No. 43, Chapter 4 previously stated that such costs might be so abnormal as to require treatment as current period charges. SFAS No. 151 requires that those items be recognized as current-period charges regardless of whether they meet the criterion of so abnormal. In addition, SFAS No. 151 requires that allocation of fixed production overheads to the costs of conversion be based on the normal capacity of the production facilities. The adoption of SFAS No. 151 did not have any impact on DoCoMo's results of operations and financial position.

Exchanges of Non-monetary Assets

Effective April 1, 2006, DoCoMo adopted SFAS No. 153, Exchanges of Non-monetary Assets -an amendment of Accounting Principles Board (APB) Opinion No. 29 issued by the FASB. The amendment eliminates the exception for non-monetary exchanges of similar productive assets and replaces it with a general exception for exchanges of non-monetary assets that do not have commercial substance. The adoption of SFAS No. 153 did not have any impact on DoCoMo's results of operations and financial position.

Accounting Changes and Error Corrections

Effective April 1, 2006, DoCoMo adopted SFAS No. 154, Accounting Changes and Error Corrections -a replacement of APB Opinion No.20 and the FASB statement No.3 issued by the FASB. SFAS No. 154 replaces APB Opinion No. 20 (APB No. 20), Accounting Changes, and SFAS No. 3, Reporting Accounting Changes in Interim Financial Statements, and changes the requirements for the accounting for and reporting of a change in accounting principle. APB No. 20 previously required that most voluntary changes in accounting principle be recognized by including in net income of the period of the change the cumulative effect of changing to the new accounting principle. SFAS No. 154 requires retrospective application to prior periods financial statements of changes in accounting principle. The adoption of SFAS No. 154 did not have any impact on DoCoMo's results of operations and financial position. DoCoMo will continue to apply the requirements of SFAS No. 154 to any future accounting changes and error corrections.

Table of Contents

2. Summary of Revenue recognition

Base monthly service charges and airtime charges are recognized as revenues as service is provided to subscribers. DoCoMo's monthly billing plans for cellular (FOMA and mova) services generally include a certain amount of allowances (free minutes and/or packets), and the used amount of the allowances is subtracted from total usage in calculating the airtime revenue from a subscriber for the month. Prior to November 2003, the total amount of the base monthly charges was recognized as revenues in the month they were charged as subscribers could not carry over the unused allowances to the following months. In November 2003, DoCoMo introduced a billing arrangement, called Nikageitsu Kurikoshi (two-month carry over), in which the unused allowances are automatically carried over for up to the following two months. In addition, DoCoMo introduced an arrangement which enables the unused allowances offered in and after December 2004 that have been carried over for two months to be automatically used to cover the airtime and/or packet fees exceeding the allowances of other lines in the Family Discount group, a discount billing arrangement for families with between two and ten DoCoMo subscriptions. Until the year ended March 31, 2006, DoCoMo had deferred revenues based on the portion of all unused allowances at the end of the period. The deferred revenues had been recognized as revenues as subscribers make calls or utilize data connections, similar to the way airtime revenues are recognized, or as the allowance expires. As DoCoMo developed sufficient empirical evidence to reasonably estimate the portion of allowances that will be forfeited as unused, effective April 1, 2006, DoCoMo started to recognize the revenue attributable to such forfeited allowances ratably as the remaining allowances are utilized, in addition to the revenue recognized when subscribers make calls or utilize data connections. The effect of this accounting change was not material for DoCoMo's results of operations and financial position.

Certain commissions paid to purchasers (primarily agent resellers) are recognized as a reduction of revenue upon delivery of the equipment to the purchasers (primarily agent resellers) in accordance with Emerging Issues Task Force Issue No. 01-09, Accounting for Consideration Given by a Vendor to a Customer (Including a Reseller of the Vendor's Products).

Non-recurring upfront fees such as activation fees are deferred and recognized as revenues over the estimated average period of the customer relationship for each service. The related direct costs are deferred only to the extent of the upfront fee amount and are amortized over the same period.

Table of Contents

(APPENDIX 1)

Operation Data for 3rd Quarter of FY2006

		[Ref.]	Fiscal 2006	[Ref.]	[Ref.]	Full-year forecast: As revised at Oct. 2006	[Ref.]
		Fiscal 2005	Nine months	First Quarter	Second Quarter	Third Quarter	Fiscal 2006
		(Ended Mar. 31, 2006)	(Apr.-Dec. 2006)	(Apr.-Jun. 2006)	(Jul.-Sep. 2006)	(Oct.-Dec. 2006)	(Ending Mar. 31, 2006)
		Full-year result	Results	Results	Results	Results	Full-year result
Revenue	thousands	51,144	52,214	51,672	52,103	52,214	
Operating Profit	thousands	23,463	32,114	26,217	29,098	32,114	
Operating Profit Margin	thousands	27,680	20,100	25,456	23,004	20,100	
Operating Profit Margin (1) (2)	%	55.7	55.0	55.6	55.5	55.0	
Change from previous period (2)	thousands	2,319	1,070	529	431	111	
Change from previous period (2)	thousands	11,963	8,650	2,753	2,882	3,015	
Change from previous period (2)	thousands	-9,644	-7,580	-2,225	-2,451	-2,904	
ARPU (FOMA+mova) (3)	yen/month/contract	6,910	6,760	6,900	6,720	6,670	
ARPU (FOMA) (4)	yen/month/contract	5,030	4,780	4,930	4,740	4,660	
ARPU (mova)	yen/month/contract	1,880	1,980	1,970	1,980	2,010	
ARPU (FOMA+mova) (3)	yen/month/contract	1,870	1,970	1,950	1,960	1,990	
ARPU (FOMA) (3)	yen/month/contract	2,040	2,140	2,120	2,140	2,160	
ARPU (FOMA) (4)	yen/month/contract	8,700	8,000	8,300	7,970	7,780	
ARPU (FOMA) (4)	yen/month/contract	5,680	5,200	5,420	5,180	5,030	
ARPU (mova)	yen/month/contract	3,020	2,800	2,880	2,790	2,750	
ARPU (mova)	yen/month/contract	2,980	2,770	2,840	2,760	2,720	
ARPU (FOMA+mova) (3)	yen/month/contract	3,040	2,850	2,910	2,840	2,800	
ARPU (mova) (3)	yen/month/contract	5,970	5,300	5,540	5,240	5,070	
ARPU (FOMA) (4)	yen/month/contract	4,680	4,280	4,460	4,220	4,130	
ARPU (mova)	yen/month/contract	1,290	1,020	1,080	1,020	940	
ARPU (FOMA+mova) (3)	yen/month/contract	1,460	1,190	1,260	1,190	1,110	
ARPU (FOMA+mova) (3) (5)	minute/month/contract	149	146	145	146	146	
ARPU (FOMA) (3) (5)	minute/month/contract	202	179	181	180	175	
ARPU (mova) (3) (5)	minute/month/contract	122	107	110	106	103	
ARPU (FOMA+mova) (3) (5)	%	0.77	0.72	0.64	0.60	0.93	
Number of Subscribers	thousands	46,360	47,208	46,823	47,186	47,208	
Number of Subscribers	thousands	22,914	30,929	25,511	28,199	30,929	
Number of Subscribers (6)	thousands	36,058	39,621	37,314	38,540	39,621	
Subscriber Description Rate (2)	%	90.6	90.4	90.6	90.6	90.4	
Change from previous period	thousands	2,339	848	463	364	21	
Number of Sites (FOMA) (7)	sites	6,028	8,083	6,590	7,271	8,083	
Number of Sites (mova) (7)	sites	5,043	5,566	5,158	5,340	5,566	
Percentage by Content Category							
Video/Screen	%	21	13	15	12	11	
Mobile Phone	%	24	23	23	21	24	
Content Information	%	27	32	31	34	32	
Other	%	12	14	14	15	13	
Other	%	5	6	6	7	7	
Other	%	11	12	11	11	13	
Number of Packets Transmitted							
Number of Packets Transmitted	%	96	97	97	97	98	
Number of Packets Transmitted	%	4	3	3	3	2	
Revenue	thousands	771	530	679	606	530	
Revenue (1)	%	16.4	10.8	14.2	12.4	10.8	
Change from previous period	thousands	-543	-241	-92	-74	-75	
Change from previous period	yen/month/contract	3,280	3,110	3,170	3,080	3,090	

Edgar Filing: NTT DOCOMO INC - Form 6-K

	minute/month/contract	72	59	62	58	56
mission rate (time) ⁽⁸⁾⁽⁹⁾	%	76.2	76.8	76.7	77.2	76.5
	%	4.64	4.18	4.28	3.85	4.44
scribers ⁽¹⁰⁾	thousands	53	46	49	47	46
ation Module Service Subscribers ⁽¹⁰⁾	thousands	665	924	733	799	924
iquitous plan ⁽¹¹⁾	thousands	1	188	40	82	188
e Service ⁽¹²⁾	thousands	665	736	693	717	736

* International service-related revenues have been included in the ARPU data calculation from the fiscal year ended Mar. 31, 2006, due to its growing contribution to total revenues.

[Notes associated with the above-mentioned change]

International service-related ARPU included in the results for FY2005, the full-year forecasts, the first quarter, the second quarter, the third quarter and the nine months results of FY2006 are as below:

	FY2005	FY2006			FY2006	
	(Ended Mar. 31, 2006) Full-year results	Nine Months (Apr.-Dec. 2006) Results	First Quarter (Apr.-Jun. 2006) Results	Second Quarter (Jul.-Sep. 2006) Results	Third Quarter (Oct.-Dec. 2006) Results	(Ending Mar. 31, 2007) Full-year forecasts
Aggregate ARPU (FOMA+mova)	40yen	50yen	50yen	50yen	50yen	60yen
Aggregate ARPU (FOMA)	70yen	80yen	70yen	80yen	80yen	80yen
Aggregate ARPU (mova)	30yen	20yen	20yen	20yen	20yen	20yen

* Please refer to the attached sheet (P.17) for an explanation of the methods used to calculate ARPU, and the number of active subscribers used in calculating ARPU, MOU and Churn Rate.

- (1) Source for other cellular telecommunications operators: Data announced by Telecommunications Carriers Association
- (2) Data are calculated including Communication Module Service subscribers.
- (3) Data are calculated excluding Communication Module Services-related revenues and Communication Module Services subscribers.
- (4) Inclusive of circuit-switched data communications
- (5) MOU (Minutes of Usage): Average communication time per one month per one user
- (6) Sum of FOMA handsets and mova handsets
- (7) The number of i-menu Sites charged per view are added to the existing number of i-menu Sites charged with fixed monthly fee.
- (8) Not inclusive of data communication time via @FreeD service
- (9) Percentage of data traffic to total outbound call time
- (10) Included in total cellular subscribers
- (11) Included in FOMA subscribers
- (12) Included in mova subscribers

Table of Contents

(APPENDIX 2)

ARPU Calculation Methods

I. ARPU (Average monthly Revenue Per Unit)*¹

i) ARPU (FOMA + mova)

Aggregate ARPU (FOMA+mova)=Voice ARPU (FOMA+mova) + Packet ARPU (FOMA+mova)

Voice ARPU (FOMA+mova) : Voice ARPU (FOMA+mova) Related Revenues (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) ^{*2} : i-mode ARPU (FOMA+mova) Related Revenues (monthly charges, packet transmission charges) / No. of active cellular phone subscribers (FOMA+mova)

ARPU generated purely from i-mode (FOMA+mova) ^{*3} : i-mode ARPU (FOMA+mova) Related Revenues (monthly charges, packet transmission charges) / No. of active i-mode subscribers (FOMA+mova)

ii) ARPU (FOMA)

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 ^{*2} (FOMA) : i-mode ARPU (FOMA) Related Revenues (monthly charges, packet transmission charges) / No. of active cellular phone subscribers (FOMA)

ARPU generated purely from i-mode (FOMA) ^{*3} : i-mode ARPU (FOMA) Related Revenues (monthly charges, packet transmission charges) / No. of active i-mode subscribers (FOMA)

iii) ARPU (mova)

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) ^{*2} : i-mode ARPU (mova) Related Revenues (monthly charges, packet transmission charges) / No. of active cellular phone subscribers (mova)

ARPU generated purely from i-mode (mova) ^{*3} : i-mode ARPU (mova) Related Revenues (monthly charges, packet transmission charges) / No. of active i-mode subscribers (mova)

iv) **ARPU (PHS)**

ARPU (PHS) : ARPU (PHS) Related Revenues (monthly charges, voice transmission charges) / No. of active PHS subscribers

2. Active Subscribers Calculation Methods

No. of active subscribers used in ARPU/MOU/Churn Rate calculations are sum of No. of active subscribers*⁴ for each month.

- *1 Communication Module service subscribers and the revenues thereof are not included in the ARPU and MOU calculations.
- *2 The denominator used in calculating i-mode ARPU (FOMA+mova, FOMA, mova) is the aggregate number of cellular subscribers to each service (FOMA+mova, FOMA, mova, respectively), regardless of whether i-mode service is activated or not.
- *3 ARPU generated purely from i-mode (FOMA+mova, FOMA, mova) is calculated using only the number of active i-mode subscribers as a denominator.
- *4 active subscribers = (No. of subscribers at the end of previous month + No. of subscribers at the end of current month) / 2

Table of Contents

(APPENDIX 3)

**Reconciliations of the Disclosed Non-GAAP Financial Measures to
the Most Directly Comparable GAAP Financial Measures**

1. 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 companies.

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

	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)

Edgar Filing: NTT DOCOMO INC - Form 6-K

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.

Table of Contents

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

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 loss of handsets, or imperfection of services provided by such other parties may arise, which could have an adverse effect on our financial condition and results of operations.

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.

Edgar Filing: NTT DOCOMO INC - Form 6-K

Earthquakes, power shortages, malfunctioning of equipment, and software bugs, computer viruses, cyber attacks, hacking, unauthorized access and other problems could cause systems 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 company, Nippon Telegraph and Telephone Corporation (NTT), could exercise influence that may not be in the interests of our other shareholders.

Table of Contents

NTT DoCoMo, Inc.
Results for the third quarter
of the fiscal year
ending March 31, 2007
January 31, 2007
Copyright
(C)
2007
NTT
DoCoMo,
Inc.
All
rights
reserved.

Table of Contents

RESULTS FOR 3Q

OF FY2006

SLIDE No.

1

1

/28

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 planned

projected financials, operational figures, beliefs and other statements that are not historical facts are forward-looking statements

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

the discontinuation or suspension of existing services, financial and operational forecasts, dividend payments, the growth of the Japanese

market and the ubiquitous services market, the growth of data usage, the growth of DoCoMo's cellular phone business, the migration

of DoCoMo's 3G services and associated improvements in 3G services, improvements in 3G and 2G coverage area, the potential

growth of Japanese credit card business and DoCoMo's credit business, and management's goals are subject to various risks and uncertainties

which may 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 or other technologies could limit our acquisition of new subscribers, retention of existing subscribers and average revenue per user or may lead to an increase in our costs and expenses; the new services and usage patterns introduced by our corporate group may not be 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 spectrum or facilities made available to us could negatively affect our ability to maintain and improve our service quality and 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 alliances and collaborations may not produce the returns or provide the opportunities we expect; as electronic payment capabilities

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
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, p
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

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.

Table of Contents

Copyright (C) 2007
NTT DoCoMo, Inc. All rights reserved.
FY2006
Third Quarter Results Highlights

Table of Contents

RESULTS FOR 3Q
OF FY2006
SLIDE No.
3
3
/28
US GAAP
-
33.4
-0.1
points
34.6
34.7
EBITDA
Margin*
(%)
11.0%
290.0
-93.1%

31.9
 463.1
 Adjusted Free Cash Flow* *
 (Billions of yen)
 75.6%
 4,174.0
 +0.9%
 3,157.6
 3,130.3
 Cellular Services Revenues
 (Billions of yen)
 Progress to
 forecast (2)/(3)
 2007/3 E
 (full-year) (3)
 (As
 announced on
 Oct
 27,
 2006)
 Changes
 (1)
 (2)
 2006/4-12
 (1Q~3Q)
 (2)
 2005/4-12
 (1Q~3Q)
 (1)
 1,601.0
 488.0
 815.0
 810.0
 4,799.0
 83.5%
 -16.1%
 680.7
 811.2
 Income before Income Taxes
 (Billions of yen)
 83.6%
 -2.4%
 676.9
 693.5
 Operating Income
 (Billions of yen)
 75.0%
 +0.4%
 3,597.0
 3,582.2

Operating revenues

(Billions of yen)

77.6%

-0.0%

1,242.9

1,243.3

EBITDA*

(Billions of yen)

82.7%

-21.8%

403.7

516.4

Net Income

(Billions of yen)

FY2006/1-3Q Financial Results

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 cash management purposes with original maturities of longer than three months.

Table of Contents

RESULTS FOR 3Q
OF FY2006

SLIDE No.

4

4

/28

Financial Results Highlights for the First 9 Months of FY2006

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

Table of Contents

RESULTS
FOR
3Q
OF
FY2006
SLIDE No.
5
5
/28
-40
-20
0
20
40
60
80

100
04/4
5
6
7
8
9
10
11
1205/1
2
3
05/4
5
6
7
8
9
10
11
1206/1
2
3
06/4
5
6
7
8
9
10
11
12
SoftBank
SoftBank
(%)
Full-year net adds share: 48.7%
Full-year net adds share: 48.4%
Net adds share from
Apr thru Dec 2006: 34.0%
Monthly Market Share of Net Additions
FY2004
FY2005
FY2006
Source
of
data
used
in
calculation:
Telecommunications

Carriers
Association
(TCA)
KDDI(au+TU-KA)

DoCoMo s
share of net additions in the first 3 quarters (9 months) of
FY2006 was 34.0%

Table of Contents

RESULTS
FOR
3Q
OF
FY2006
SLIDE No.
6
6
/28
0.00
0.20
0.40
0.60
0.80
1.00

1.20
1.40
1.60
04/4-6(1Q)
7-9(2Q)
10-12(3Q)
05/1-3(4Q)
05/4-6(1Q)
7-9(2Q)
10-12(3Q)
06/1-3(4Q)
06/4-6(1Q)
7-9(2Q)
10-12(3Q)
Churn Rate
(%)

Cellular
churn
rate
for
FY2006/3Q

was
0.93%
Full year churn rate: 1.01%
Full year churn rate: **1.01%**
1.01%
%

Full year churn rate: 0.77%
Full year churn rate: **0.77%**
0.77%
%

0.72%
Churn rate for
Apr-Dec 2006: 0.72%
0.93%

Inclusive
of
Communication Module Service subscribers
FY2004
FY2005
FY2006

Table of Contents

RESULTS
FOR
3Q
OF
FY2006
SLIDE No.
7
7
/28
0
1,000
2,000
3,000
4,000
5,000

6,000
04/12
05/3
05/6
05/9
05/12
06/3
06/6
06/9
06/12
5,221
5,300
2,013
(40.0%)
850
(17.7%)
3,211
(61.5%)
mova
3,480
(65.7%)
Total number
of
FOMA
subscribers
as
of
Dec.
31,
2006
grew
to
32.11
million
(or
61.5%
of
our
total
cellular
subscribers)
07/3
(Forecast)
Subscriber Migration to FOMA
Inclusive
of
Communication
Module
Service
subscribers

Numbers
in
parentheses
indicate
the
percentage
of
FOMA
subscribers
to
total
cellular
subscribers
(10,000 subscribers)
FOMA subs.
projected
to reach
2/3 of total

Table of Contents

RESULTS
FOR
3Q
OF
FY2006
SLIDE No.
8
8
/28
For
an
explanation
of
MOU,
please
see

Slide

27

of

this

document,

Definition

and

Calculation

Methods

of

MOU

and

ARPU .

0

20

40

60

80

100

120

140

160

180

200

-25

-20

-15

-10

-5

0

5

10

15

20

25

MOU (left axis)

152

155

153

145

149

152

151

146

145

146

146

Year-on-year changes in MOU (right axis)

-6.2

-3.7

-4.4
-5.8
-2.0
-1.9
-1.3
0.7
-2.7
-3.9
-3.3
04/4-6(1Q)
7-9(2Q)
10-12(3Q)
05/1-3(4Q)
05/4-6(1Q)
7-9(2Q)
10-12(3Q)
06/1-3(4Q)
06/4-6(1Q)
7-9(2Q)
10-12(3Q)
(%)
(minutes)
MOU
for
FY2006/3Q
was
146
minutes
(Down
3.3%
year-on-year)
Cellular (FOMA
+
mova) MOU

Table of Contents

Table of Contents

Copyright (C) 2007 NTT DoCoMo, Inc. All rights reserved.
Actions Planned for FY2006/4Q

Table of Contents

RESULTS FOR 3Q
OF FY2006
SLIDE No.
11
11
/28
Billing Plan
-1-
0
200
400
600
800
1,000
2005/3
2005/6

2005/9
2005/12
2006/3
2006/6
2006/9
2006/12
(10,000 subscribers)
As of Dec. 31, 2006
8.56
million subs
(pake-hodai
subscription rate: 27%)
8.56
8.56
.56
56
mil
mil
+590,000
+610,000
+570,000
+1.14 mil
+1.33 mil
+950,000

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)
+740,000
Pake-
houdai
Services
menu
Richer content
portfolio
Grow
users
Lifted pake-hodai
subscription
restrictions
from March 2006
4.45 mil
4.45 mil

Table of Contents

RESULTS FOR 3Q
OF FY2006

SLIDE No.

12

12

/28

Billing Plan -2-

Flat-rate plan for access
via full-scale browsers

Flat-Rate Plan for Smart
pake-hodai

full

Biz-hodai

Unlimited packet access via full-scale
i-mode browser for a flat rate

Unlimited packet access to

non-i-mode sites for a flat-rate
(only via flat-rate APN)

Planned for launch in Mar. 2007

Planned for launch in Apr. 2007

5,700 yen/month

5,700 yen/month

Possible to view video content

developed for PCs

P903iX

High-Speed

Compatible with Windows

Media

®

Video and

equipped with full-scale

browsing capability

Compatible

models:

hTcZ,

M1000

(planned)

(As of Jan. 30, 2007)

Plan to launch 64kbps flat-rate PC access service (FOMA) in fall/2007

(To

replace

existing

@FreeD

service)

Flat-rate plan for PC access

hTcZ

M1000

* Windows Media

is a registered trademark of Microsoft Corporation in the United States and other countries.

Table of Contents

RESULTS FOR 3Q
OF FY2006
SLIDE No.
13

13
/28
Products -1-
703
i
series

The
world's
slimmest
3G(W-CDMA)handset
in
clamshell
form*
:
703i
μ series

A model equipped with two screens offering unique functionality: D800iDS

The world's slimmest 3G handset
in clamshell form,
only

11.4mm
thick

Compatible with
Chaku-uta

Full

®

**

SD-Audio

Compatible with

SD-Audio,

Feel

Talk

®

Analyzes caller's emotion while talking,
and displays matching animation on screen.

*Compared among clamshell type 3G (W-CDMA) handsets as of Jan. 15, 2007, according to surveys conducted by Panasonic

** Chaku-uta

Full

is a registered trademark of Sony Music Entertainment Corporation.

D800i DS

Selectable operational modes

Unique Entertainment content

enabled by two screens

3-key mode

6-key mode

10-key mode

Preinstalled with unique

games that are made
available by two screens
and touch panel capability
Character input
Multiple character input
modes: 2-touch input,
5-touch input and
handwriting input
«Handwriting input (image)»

Upper
screen

Lower
screen

Unou

Tanren

Unotan

is a registered trademark of Interchannel-Holon, Inc.

Unou

Tanren

Unotan

3D Golf Game

®

*** Feel*Talk

is

a

trademark

of

Matsushita

Electric

Industrial

Co.,

Ltd.

Table of Contents

RESULTS FOR 3Q

OF FY2006

SLIDE No.

14

14

/28

Products

-2-

703

i

Series

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

D703i

Straight & Super Slim

F703i
FLAT
&
SQUARE
N703iD
P703i
Happy
Deco-mail phone
Aroma handset
SH703i
SO703i
Super-slim non-folding
model only 9.9mm thick
Waterproof design,
enabling use in kitchen,
bath, etc.
Meticulously developed
Deco-mail /email
capabilities
New sense of beauty
9
different choices of
aroma and design
*
Waterproof
Slim
is
a
trademark
of
Fujitsu
Limited.
Waterproof Slim™
*
Slim body
in half-metallic design
2
model designed
in collaboration
with art director
Kashiwa Sato
nd

Table of Contents

RESULTS FOR 3Q
OF FY2006

SLIDE No.

15

15

/28

Products -3-

One-segment broadcast phones

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

Compact slide display

only

19.8mm thick

6-hour continuous

playback

3.0-inch wide
high-quality LCD
based on AQUOS

**

technology

*BRAVIA is a registered trademark of Sony Corp.

* *

AQUOS is a registered trademark of SHARP Corp.

SO903iTV

D903iTV

P903iTV

SH903iTV

High audio-visual

quality

BRAVIA

®

*

phone, enabling

stand alone viewing of

one-segment TV.

wireless audio

hearing-enabled

Equipped with high-quality imaging technology,

Mobile BRAVIA engine , jointly developed by
Sony Corp. and Sony Ericsson Mobile Communications.

Table of Contents

RESULTS FOR 3Q
OF FY2006
SLIDE No.
16
16
/28

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 Push information delivery services

*

i-channel subscription rate: No. of i-channel subscribers/Total users of compatible handset (10,000 subscribers)

Approx.

8.9

mil

Services

07/3(Forecast)

0

200

400

600

800

1,000

05/9

05/10

05/11

05/12

06/1

06/2

06/3

06/4

06/5

06/6

06/7

06/8

06/9

06/10

06/11

06/12

i-channel subscription rate*

47%

(As of Dec. 31, 2006)

Tokudane-

News-bin

i-channel

revenue contribution

Revenue per

Approx. 370

yen/month

(FY2006/3Q (estimate))

+1.8 mil

+1.5 mil

+1.3 mil

+900,000
+2.27 mil

Table of Contents

RESULTS FOR 3Q
OF FY2006
SLIDE No.
17
17
/28

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.

0
30
60
90
120
150
06/4
06/5
06/6
06/7
06/8
06/9
06/10
06/11
06/12

As of Dec. 31, 2006: Approx. 100,000

As of Mar. 31, 2007: Approx. 150,000 (planned)

No. of terminals committed for introduction*: Approx. 350,000

No. of iD
payment terminals installed
Growth of merchants

*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.

User

base

of

Osaifu

e-wallet

phones:

approx.

18.3

million

(As of Dec. 31, 2006)

Projected user count

as of Mar. 31, 2007

approx.

approx.

20

20

million

million

DCMX mini usage

DCMX mini usage

Used primarily in convenience stores &

Used primarily in convenience stores &

electronics mass retailers

electronics mass retailers

Market acceptance expanding

Market acceptance expanding

from small amount purchases

from small amount purchases

(10,000 subscribers)

DCMX subscribers

(DCMX,DCMX mini)

Credit Business

Expand mobile credit market

Expand mobile credit market

* Names of companies are listed in Japanese alphabetical order

Expand usage by deploying iD

in taxis

(within FY2006)

am/pm

Family Mart

Lawson

Checker Cab

iD

service to be supported by

all
principal convenience store chains
(Plan to complete deployment in all outlets by Spring 2007)

Circle K Sunkus
(within FY2007)

Tokyo Radio Taxi Assn.
(Tokyo Musen
Taxi)
Approx.
1.5
million (As of Jan. 31, 2007)
Keitai

Table of Contents

RESULTS FOR 3Q

OF FY2006

SLIDE No.

18

18

/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
05/3

05/6

05/9

05/12

06/3

06/6

06/9

06/12

07/3 forecast

16,200

16,200

: (Outdoor base stations)

:(Indoor systems)

17,500

17,500

19,000

19,000

20,800

20,800

24,000

24,000

25,700

25,700

29,300

29,300

35,200

35,200

3,800

3,800

4,100

4,100

4,500

4,500

5,000

5,000

6,400

6,400

7,000

7,000

8,100

8,100

9,500

9,500

No. of outdoor base stations & indoor systems to increase to 1.5 times the number as of Mar. 31, 2006 (Cumulative installations in FY2006)

Indoor

:

+

2,700

systems
Outdoor
:
+
8,500
BSs
400 more BSs
than
initially planned
100
more systems
than initially planned
74.2%
916.0
+11.6%
679.3
608.5
CAPEX
(Billions of yen)
Changes
(1)
(2)
2007/3
(Full-year forecast)
(3)
(Announced 10/27/2006)
Progress to forecast
(2)/(3)
2006/4-12
(1Q~3Q) (2)
2005/4-12
(1Q~3Q) (1)
32,500
32,500
9,100
9,100
*
DoCoMo
aims
to
be
ranked
No.
1
in
customer
satisfaction
for
network
quality

Table of Contents

RESULTS
FOR
3Q
OF
FY2006
SLIDE No.
19
19
/28

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)
India
Singapore
Korea
Japan
Taiwan
:
Members
of
Conexus
Mobile
Alliance
or
DoCoMo s
investee
Members
of
CONEXUS
MOBILE
ALLIANCE
or
DoCoMo s
Investees
Indonesia
Hong Kong, Macau
Guam
Guam
(Guam
Wireless)
Philippines
International Services (1)
Largest mobile alliance in Asia,
with a combined
subscriber base of 130 million

Table of Contents

RESULTS FOR 3Q
OF FY2006
SLIDE No.
20
20
/28
International Services (2)
*
%
of
own-handset
roamers:
No.
of
World
Wing

roaming
users
using
own
handset/Total
roaming
users

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

User base of roaming-
enabled handsets
International Services
Revenues
[Int'l services revenues]
+35%

year-on-year
Int'l roaming revenues
8.0
10.2

Int'l dialing revenues
[Int'l roaming revenues]
+

year-on-year
12.5
12.0
FY2006 Int'l Services
Revenues (forecast):

36 billion yen
FY2005

1Q-3Q
FY2006
1Q-3Q
(Billions of yen)

18.2
24.5
0
50
100
150
200
250
300
350
400
05/6
05/9
05/12

06/3
06/6
06/9
06/12
0
10
20
30
40
50
60
(10,000 subscribers)
(%)
% of own-handset roamers
*
No. of roaming-enabled
handset users
% of own-handset
roamers:
Over 50%

Table of Contents

Appendices

Table of Contents

RESULTS FOR 3Q
OF FY2006
SLIDE No.
22
22
/28
US GAAP
0
1,000
2,000
3,000
4,000
5,000
Equipment sales
353.2
348.3
494.0

Other revenues*

66.2

72.8

109.0

PHS revenues

32.6

18.4

22.0

Cellular services revenues (voice, packet)**

3,130.3

3,157.6

4,174.0

2005/4-12(1Q~3Q)

2006/4-12(1Q~3Q)

2007/3(full year

forecast)

3,582.2

Operating revenues

Operating revenues

for the first nine months

for the first nine months

of FY2006

of FY2006

u

Compared to same

period of FY2005:

period of FY2005:

Down 0.4%

Down 0.4%

.4%

4%

%

(Cellular services revenues)

(Cellular services revenues)

Up 0.9% year-on-year

(Equipment sales revenues)

(Equipment sales revenues)

Down 1.4% year-on-year

u

u

Progress to full year

forecast:

75.0%

(Billions of yen)

]

Quickcast

revenues are included in Other revenues

]

]

International

services
revenues
are
included
in
Cellular
services
revenues .
3,597.0
4,799.0
Operating Revenues
(Billions of yen)

Table of Contents

RESULTS FOR 3Q
OF FY2006
SLIDE No.
23
23
/28
US GAAP
(Billions of yen)
]
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 periods, was included in depreciation and amortization from FY2006/1Q.

0
1,000
2,000
3,000
4,000

Personnel expenses

186.6
188.8
253.0

Taxes and public duties

27.7
27.4
36.0

Depreciation and amortization**

532.7
537.4
746.0

Loss on disposal of property, plant and
equipment and intangible assets

26.3
35.5
59.0

Communication network charges

280.2
270.7
359.0

Personnel expenses

1,835.3
1,860.4
2,536.0

(incl.) Revenue-linked expenses*

1,316.4
1,349.8
1,803.0

(incl.) Other non-personnel expenses

518.9
510.6
733.0

2005/4-12(1Q~3Q)

2006/4-12(1Q~3Q)

2007/3(full year
forecast)
(Billions of yen)
2,920.1
3,989.0
Operating expenses
Operating expenses
for the first nine months of
for the first nine months of
FY2006
FY2006
u
u
Compared to same
Compared to same
period of FY2005:
period of FY2005:
Up 1.1%
Up 1.1%
%
u
Progress to full year
forecast:
forecast:
73.2%
Operating Expenses
2,888.8

Table of Contents

RESULTS FOR 3Q
OF FY2006
SLIDE No.
24
24
/28
0
100
200
300
400
500
600
700
800
900
1,000

Other (Information systems, etc.)*

92.4

94.8

152.0

PHS business

0.7

0.9

1.0

Mobile phone business (FOMA)

407.1

495.7

645.0

Mobile phone business (i-mode, etc.)

22.2

26.4

34.0

Mobile phone business (mova)

27.6

15.2

18.0

Mobile phone business (transmission line)

58.5

46.3

66.0

2005/4-12(1Q~3Q)

2006/4-12(1Q~3Q)

2007/3(Full year

forecast)

(Billions of yen)

(Billions of yen)

]

Quickcast

Business

is

included

in

Other

(Information

systems,

etc.) .

608.5

608.5

679.3

679.3

916.0

916.0

Capital expenditures

Capital expenditures

for the first nine months

for the first nine months

of FY2006

of FY2006

u

u

Compared to same

Compared to same

period of FY2005:

period of FY2005:

Up 11.6%

u

u

Progress to full year

Progress to full year

forecast:

forecast:

74.2%

Capital Expenditures

Table of Contents

RESULTS FOR 3Q

OF FY2006

SLIDE No.

25

25

/28

Operational Results and Forecasts

47,900

+3.5%

47,208

45,616

i-mode

Other*

Migration

from mova

New

Replace

New

PHS

FOMA
 mova
 Communication Module Service
 FOMA
 mova
 MOU
 (minutes)
 ARPU
 (yen)
 No. of Subscribers (1,000)
 Churn rate (%)
 Handsets sold
 (1,000)
 (including handsets
 sold without
 involving sales by
 DoCoMo)
 Market share (%)
 No. of Subscribers (1,000)
 -
 -72.6%
 1,035
 3,781
 -
 -65.5%
 725
 2,103
 -
 -0.9 points
 55.0
 55.9
 990
 +45.7%
 924
 634
 34,800
 +59.5%
 32,114
 20,129
 18,200
 -33.5%
 20,100
 30,237
 53,000
 +3.7%
 52,214
 50,366
 -
 -5.8%
 3,110

3,300
 2007/3
 (Full year forecast)
 Announced
 10/27/2006
 Changes
 (1) \tilde{O} (2)
 2006/4-12
 (1Q~3Q) (2)
 2005/4-12
 (1Q~3Q) (1)

-
 390
 -
 -
 -
 -
 +135.0%
 6,233
 2,652
 -0.3%
 6,924
 6,942
 +22.7%
 3,767
 3,071
 -18.1%
 59
 72
 -39.9%
 530
 882
 -0.06 points

0.72
 0.78
 * Other
 includes
 purchases
 of
 additional handsets by existing FOMA subscribers.

u
 DoPa Single Service subscribers are included in the number of mova subscribers to align the calculation method of subscribers of
 phone carriers. (Market share, the number of handsets sold and churn rate are calculated inclusive of DoPa Single Service subscribers.)
 u
 For an explanation of MOU and ARPU, please see page 27 of this document, Definition and Calculation Methods of MOU and ARPU

Table of Contents

RESULTS FOR 3Q
OF FY2006

SLIDE No.

26

26

/28

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

No. of shares repurchased
(million shares)

Budget (billions of yen)

1.40

2.20

Max. authorized

0.51

(As of Dec. 31, 2006)

90.0

(As of Dec. 31, 2006)

250

Repurchase authorized at 15

th

ordinary general shareholder mtg

1.98

(90.0%)

333.2

(83.3%)

400

Repurchase authorized at 14

th

ordinary general shareholder mtg

Actual no. of

shares repurchased

Actual amount

spent

Max. authorized

Return to Shareholders

FY ending Mar. 31, 2007 (Planned)

«

Repurchase of

own shares

»

-

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)

Table of Contents

RESULTS

FOR

3Q

OF

FY2006

SLIDE No.

27

27

/28

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) :

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

subscribers to the relevant services. Accordingly, the calculation of ARPU excludes revenues that are not representative of mo
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
MOU.

Table of Contents

RESULTS FOR 3Q
OF FY2006

SLIDE No.

28

28

/28

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

1.

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
 (537.4)
 (532.7)
 (28.6)
 (17.1)
 676.9
 693.5
 3.8
 117.7
 (276.7)
 (293.9)
 (0.2)
 (0.9)
 (0.0)
 0.0
 403.7
 516.4
 3,597.0
 3,582.2
 34.6%
 34.7%
 11.2%
 14.4%

Note:

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

Billions of yen

Nine months ended
 December 31, 2006
 Nine months ended
 December 31, 2005

¥

31.9
 ¥
 463.1
 (217.0)
 (226.0)
 49.4
 13.6
 (135.7)
 250.7
 (717.8)
 (794.0)
 582.0
 1,044.7

Notes:

Irregular factors (1)
 (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.

Depreciation and amortization

Losses on sale or disposal of property, plant and equipment

Operating income

Other income (expense)

Income taxes

Equity in net losses of affiliates

Free cash flows excluding irregular factors and changes in investments

for cash management purpose

Net income margin (=b/c)

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.

Minority interests in consolidated subsidiaries

b. Net income

c. Total operating revenues

EBITDA margin (=a/c)

(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.

Changes of investments for cash management purpose (2)

Free cash flows

Net cash used in investing activities

Net cash provided by operating activities

Table of Contents

FOMA,
mova,
i-mode,
pake-houdai,
Osai-fu-Keitai,
iD,
DCMX,
i-channel,
Tokudane-News-bin,
and Deco-mail

are trademarks or registered trademarks of NTT

DoCoMo, Inc. Other names of companies or products presented in this material are trademarks or registered trademarks of the