NTT DOCOMO INC Form 6-K October 29, 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 October, 2007.

Commission File Number: 001-31221

Total number of pages: 81

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 x 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):

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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):

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 x

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

Information furnished in this form:

- 1. Earnings release dated October 26, 2007 announcing the company s results for the Six Months ended September 30, 2007.
- 2. <u>Materials presented in conjunction with the earnings release dated October 26, 2007 announcing the company</u> s results for the first Six <u>Months ended September 30, 2007.</u>

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: October 29, 2007 By: /s/ Yoshikiyo Sakai Yoshikiyo Sakai

Head of Investor Relations

3:00 P.M. JST, October 26, 2007

NTT DoCoMo, Inc.

Earnings Release for the Six Months Ended September 30, 2007

Consolidated financial results of NTT DoCoMo, Inc. (the Company) and its subsidiaries (collectively we or DoCoMo) for the six months ended September 30, 2007 (April 1, 2007 to September 30, 2007), are summarized as follows.

<< Highlights of Financial Results >>

For the six months ended September 30, 2007, operating revenues were \$\frac{\text{\t

Earnings per share were ¥5,692.33 (down 18.7% compared to the same period of the prior year), EBITDA margin* was 33.8% (down 3.1 point compared to the same period of the prior year), and ROCE* was 8.6% (down 2.1 point compared to the same period of the prior year).

Operating revenues, operating income, income before income taxes and net income for the fiscal year ending March 31, 2008, are forecasted to be \(\frac{\pmathbf{4}}{4}\),667.0 billion (down 2.5% year-on-year), \(\frac{\pmathbf{7}}{7}\)80.0 billion (up 0.8% year-on-year), \(\frac{\pmathbf{7}}{7}\)85.0 billion (up 1.6% year-on-year) and \(\frac{\pmathbf{4}}{4}\)76.0 billion (up 4.1% year-on-year), respectively.

Notes:

- 1. Consolidated financial statements in this release are unaudited.
- 2. Amounts in this release are rounded off excluding non-consolidated financial statements, where amounts are truncated.
- 3. With regard to the assumptions and other related matters concerning the forecasts of consolidated financial results for the fiscal year ending March 31, 2008, please refer to page 9-11.
- * 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 44. See page 17 for the definition of ROCE.

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<< Comment from Masao Nakamura, President and CEO >>

In the first six months of the fiscal year ending March 31, 2008, we have worked to reinforce our overall competitiveness, for example, by expanding our discount plans through the introduction of Fami-wari MAX 50 and Hitoridemo Discount 50, enriching our handset lineup with the release of the FOMA 904i and 704i series, and continuously improving FOMA s network quality. We have achieved steadfast progress in the migration of subscribers to the FOMA network, with the number of FOMA subscribers exceeding 40 million, accounting for 75.6% of our total cellular subscriptions, at the end of September 2007. Operating revenues and operating income for the first six months were \(\frac{\pmax}{2}\), 25.1 billion and \(\frac{\pmax}{2}\)408.5 billion, respectively, both of which decreased compared to the same period of last fiscal year. This decrease is due mainly to the reduction of cellular services revenues resulting from the accounting change during the same period of the prior year to initially recognize as revenues the portion of Nikagetsu Kurikoshi (two-month carry-over) allowances that are estimated to expire, the launch of new discount services and growth in the total number of handsets sold.

In the third quarter of this fiscal year, we plan to introduce two new sales schemes, Value Course and Basic Course, which will be applicable to handsets that will go on sale in the future. Subscribers purchasing handsets using the Value Course will be able to enjoy less expensive basic monthly charges compared to our existing billing plans. Those who purchase handsets under the Basic Course, on the other hand, will be able to receive discounts on handset prices if they commit to using the same handset for two years or more, but the existing monthly rates will apply. Through the introduction of these new schemes, we intend to provide our customers with more options, and correct the sense of unfairness felt amongst subscribers resulting from the varying handset usage periods.

We also plan to reorganize the structure of NTT DoCoMo Group by integrating eight regional subsidiaries with NTT DoCoMo Inc. to consolidate our nationwide business operations under a single entity. The reorganization is scheduled to be completed sometime during the second quarter of the fiscal year ending March 2009. Through this reorganization, we intend to further improve our customer services by standardizing our service quality and strengthening our customer contacts, while enhancing the efficiency of our group management at the same time.

Although the competitive environment is expected to remain difficult, we intend to thoroughly implement our customer-first business policy to respond to the diverse needs of our customers, and strive to reinforce our competitiveness by continuing our endeavors to create new services that are one step ahead.

<<1. Operating Results>>

1. Business Overview

(1) Results of operations

	(UNAUDITED))	2.				
	Six months	(UNA	AUDITED)				
	ended	Six months ended		Increase		Year ended	
	September 30, 20	06Septen	nber 30, 2007	(Decrea	ase)	Mar	ch 31, 2007
Operating revenues	¥ 2,383.4	¥	2,325.1	¥ (58.3)	(2.4)%	¥	4,788.1
Operating expenses	1,866.5		1,916.6	50.1	2.7		4,014.6
Operating income	516.9		408.5	(108.4)	(21.0)		773.5
Other income (expense)	3.4		2.4	(1.0)	(30.3)		(0.6)
Income before income taxes	520.3		410.9	(109.4)	(21.0)		772.9
Income taxes	210.5		165.1	(45.4)	(21.6)		313.7

Billions of ven

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Equity in net income (losses) of								
affiliates		0.1		0.9	0.7	567.2		(1.9)
Minority interests in consolidated subsidiaries		(0.0)		(0.1)	(0.0)	(97.1)		(0.0)
Net income	¥	309.8	¥	246.5	¥ (63.3)	(20.4)%	¥	457.3

(2) Operating revenues

	Billions of yen
(UNAUDITED)	(UNAUDITED)

	Six months ended Six months ended		Increa	se
	September 30, 2000	6September 30, 2007	(Decrea	se)
Wireless services	¥ 2,174.2	¥ 2,130.3	¥ (43.9)	(2.0)%
Cellular services revenues	2,112.4	2,066.5	(45.8)	(2.2)
- Voice revenues	1,504.9	1,392.0	(112.8)	(7.5)
Including: FOMA services	844.2	1,057.9	213.6	25.3
- Packet communications revenues	607.5	674.5	67.0	11.0
Including: FOMA services	447.2	602.8	155.6	34.8
PHS services revenues	13.0	7.0	(6.1)	(46.6)
Other revenues	48.8	56.8	8.0	16.3
Equipment sales	209.1	194.8	(14.3)	(6.8)
Total operating revenues	¥ 2,383.4	¥ 2,325.1	¥ (58.3)	(2.4)%

Notes:

- 1. Cellular services revenues for the six months ended September 30, 2006 reflect the impact of initial application of estimates regarding recognizing as revenues the portion of Nikagetsu Kurikoshi (two-month carry-over) allowances that are estimated to expire.
- 2. Voice revenues include data communications revenues through circuit switching systems.

Operating revenues totaled \(\xi_2,325.1\) billion (down 2.4% compared to the same period of the prior year).

Cellular services revenues decreased to ¥2,066.5 billion (down 2.2% compared to the same period of the prior year), due mainly to the adverse impact of initial application of estimates regarding recognizing as revenues during the same period of the prior year the portion of Nikagetsu Kurikoshi (two-month carry-over) allowances that are estimated to expire.

Voice revenues from FOMA services increased to ¥1,057.9 billion (up 25.3% compared to the same period of the prior year) and packet communications revenues from FOMA services increased to ¥602.8 billion (up 34.8% compared to the same period of the prior year) due to a significant increase in the number of FOMA services subscriptions to 40.04 million (up 37.6% compared to the same period of the prior year).

Equipment sales totaled ¥194.8 billion (down 6.8% compared to the same period of the prior year), as the amount accounted for as sales revenue per handset decreased while the number of handsets sold increased.

(3) Operating expenses

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Billions of yen (UNAUDITED) (UNAUDITED) Six months Six months ended ended Increase **September 30, 2006** September 30, 2007 (Decrease) Personnel expenses ¥ 124.5 ¥ (1.1) (0.8)%123.4 1,179.0 Non-personnel expenses 1,207.8 28.8 2.4 347.7 Depreciation and amortization 364.3 16.7 4.8 Loss on disposal of property, plant and equipment and intangible assets 18.1 25.0 7.0 38.6 Communication network charges 178.9 176.2 (2.7)(1.5)Taxes and public dues 18.3 19.8 1.5 7.9 Total operating expenses ¥ 1,866.5 1,916.6 ¥ 50.1 2.7%

Operating expenses were \(\frac{\pma}{1}\),916.6 billion (up 2.7% compared to the same period of the prior year).

Personnel expenses were \$123.4 billion (down 0.8% compared to the same period of the prior year). The number of employees as of September 30, 2007 was 22,006.

Non-personnel expenses increased to ¥1,207.8 billion (up 2.4% compared to the same period of the prior year) due mainly to an increase in cost of equipment sold, reflecting the increased number of FOMA handsets sold.

Depreciation and amortization increased to ¥364.3 billion (up 4.8% compared to the same period of the prior year) following intensive capital expenditures for expansion of FOMA service areas in the prior fiscal year.

(4) Operating income

Operating income decreased to ¥408.5 billion (down 21.0% compared to the same period of the prior year).

(5) Income before income taxes

Income before income taxes decreased to ¥410.9 billion (down 21.0% compared to the same period of the prior year), due to a decrease in operating income.

(6) Net income

Net income was ¥246.5 billion (down 20.4% compared to the same period of the prior year).

2. Key Performance Indicators

(1) Number of subscriptions and other indicators

<number by="" of="" services="" subscriptions=""></number>	Ten thousand subscriptions			
			Incr	rease
	March 31, 2007	September 30, 2007	(Deci	rease)
Cellular (FOMA+mova) services	5,262	5,294	32	0.6%
Cellular (FOMA) services	3,553	4,004	451	12.7
Cellular (mova) services	1,709	1,290	(419)	(24.5)
i-mode services	4,757	4,776	19	0.4
PHS services	45	31	(14)	(31.5)

Note:

Number of i-mode subscriptions = Cellular (FOMA) i-mode subscriptions + Cellular (mova) i-mode subscriptions

<number and="" churn="" handsets="" of="" rate="" sold=""></number>	Six months ended	Ten thousand units/% Six months ended	Increas	e
	September 30, 2006	September 30, 2007	(Decreas	se)
Cellular (FOMA+mova) services	1,182	1,280	98	8.3%
Cellular (FOMA) services				
New FOMA subscription	236	303	68	28.7
FOMA subscription by mova subscribers	442	355	(87)	(19.6)
Handset upgrade by FOMA subscribers	368	591	224	60.8
Cellular (mova) services				
New mova subscription	56	13	(43)	(76.5)
Handset upgrade by mova subscribers	81	17	(64)	(79.4)
Churn Rate	0.62%	0.90%	0.28 point	

The aggregate number of cellular (FOMA+mova) services subscriptions was 52.94 million as of September 30, 2007, an increase of 0.32 million compared to the number as of March 31, 2007. The increase derived from our continued efforts to strengthen total competitiveness from a customer-centric viewpoint, including the offering of subscriber-friendly billing arrangements, enrichment of our handset lineup and network services and enhancement of network quality.

Due to the steady migration of subscribers from mova services to FOMA services, the number of FOMA services subscriptions as of September 30, 2007 increased to 40.04 million, up 4.51 million from the number as of March 31, 2007. The proportion of FOMA services subscriptions to the aggregate cellular (FOMA+mova) subscriptions increased to 75.6% as of September 30, 2007.

The number of handsets sold (FOMA+mova) increased to 12.80 million units (up 8.3% compared to the same period of the prior year), due to an increase in the number of handsets sold for new FOMA subscriptions and handset upgrades by FOMA subscribers.

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Churn rate for cellular (FOMA+mova) services for the six months ended September 30, 2007 was 0.90% (up 0.28 point compared to the same period of the prior year), due to the influence of the Mobile Number Portability.

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(2) Trend of ARPU

<arpu and="" data="" operation="" other=""></arpu>	Yen/Minutes/Ten thousand subscriptions				
	Six months ended	Six months ended Six months ended		ase	
	September 30, 2006	September 30, 2007	(Decre	ease)	
Aggregate ARPU (FOMA+mova)	¥ 6,810	¥ 6,550	¥ (260)	(3.8)%	
Voice ARPU	4,830	4,390	(440)	(9.1)	
Packet ARPU	1,980	2,160	180	9.1	
Aggregate ARPU (FOMA)	8,130	7,320	(810)	(10.0)	
Voice ARPU	5,290	4,640	(650)	(12.3)	
Packet ARPU	2,840	2,680	(160)	(5.6)	
MOU (FOMA+mova) (minutes)	145	140	(5)	(3.4)	
Number of i-channel subscriptions (ten					
thousand)	570	1,387	817	143.3%	
Number of subscriptions for flat-rate billing		2,00.	J.,	2 13 18 76	
plans for unlimited i-mode usage (ten thousand)	782	1,127	345	44.1%	
praise for uniffered 1 mode usage (ten urousand)	, 02	1,12,	0.0		

Note:

Number of subscriptions for flat-rate billing plans for unlimited i-mode usage: pake-hodai subscriptions + pake-hodai full subscriptions

*See Definition and Calculation Methods of ARPU and MOU on page 43 for details of definitions and calculation methods of ARPU and MOU.

Aggregate ARPU of cellular (FOMA+mova) services decreased to ¥6,550 for the six months ended September 30, 2007 (down 3.8% compared to the same period of the prior year) as an increase in Packet ARPU was more than offset by a combination of a decrease in Voice ARPU and the adverse impact of initial application of estimates regarding recognizing as revenues during the same period of the prior year the portion of Nikagetsu Kurikoshi (two-month carry-over) allowances that are estimated to expire.

(3) Trend of capital expenditure

<breakdown capital="" expenditures="" of=""></breakdown>	Billions of yen				
	(UNAUDITED)				
		(UNA	(UDITED)		
	Six months ended	~	months ended	Increa	ase
	September 30, 200	6 Septem	ber 30, 2007	(Decrea	ase)
Mobile phone business	¥ 406.2	¥	256.9	¥ (149.3)	(36.7)%
PHS business	0.7		0.1	(0.6)	(85.2)
Other (including information systems)	55.9		58.8	2.9	5.2
Total capital expenditures	¥ 462.8	¥	315.8	¥ (147.0)	