

2001年11月14日
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本資料は日本の方々の便宜性のために作成した簡易版です。6 ページ目より正式決算発表資料(英文)が続きますので、そちらもあわせてご参照していただけますよう、お願い申し上げます。

IIJ2001年度第2四半期(7-9月)決算、営業損益の黒字化を実現

— 下半期においても大幅改善を予測、営業損益は 2001 年度通期でも黒字化へ —

本決算発表に伴うカンファレンス・コールの様子を 2001 年 11 月 14 日 23:00 よりインターネット上 (URL: www.vcall.com) で公開しております。

2001 年度第 2 四半期決算発表 要約

- 売上高は 95 億円(前年同期比 17.5%増、前期比 14.3%増)を達成。ハイエンド顧客層に対するトータル・ネットワーク・ソリューション戦略が、低迷する日本経済の中での成長維持に効を奏している。
- 日本国内におけるブロードバンド需要の取りこみを反映し、専用線サービス(Dedicated Access Services)の契約帯域数の総和は 6.4Gbpsと大幅増加(前年同期は 2.7Gbps、前期は 4.6Gbps)。
- コスト削減の最大ターゲットである国際バックボーンコストは、前年同期比で 51.4%減、前期比で 28.2%減に。
- 結果として、前期には▲300 百万円だった営業損益は、第 2 四半期において 16 百万円の黒字化を実現。粗利益率は引き続き改善し、14.1%(前年同期は 9.1%、前期は 12.5%)に。EBITDA も前期比 89.2%増の 712 百万円となった。
- 第 3 四半期はシステム・インテグレーション収入増が牽引要因となり、売上高は 100 億円 - 105 億円を達成する見込み。100 億円を超える四半期決算となるのは IIJ としては初めてのことであり、これは前年同期比約 40%の成長率となる。営業利益は 150 百万円 - 300 百万円、EBITDA は 890 百万円 - 1,040 百万円を予測。
- 下半期の利益改善の結果、2001 年度通期においても営業損益黒字化を達成する見込み。

第 2 四半期の概要と第 3 四半期見込みについて

<概況> 第2四半期、IIJは景気が低迷するなかで営業損益の黒字化を達成し、強い収益構造に向けての着実な成果を示した。第3四半期については売上高で前年同期比40%を達成すると同時に営業損益を更に改善させる予想であり、継続的な利益率改善の結果として2001年度通期においても営業損益の黒字化を達成できる見込み。

<コスト> 国際バックボーンコストは日米回線の調達交渉の結果、前期比で28.2%減と更なる削減を実現した。国際バックボーンコストの低下傾向は当面継続する見込みであり、2001年度通期で前年度比50%の削減が予想されている。一方、上昇傾向にあった国内バックボーンコストは、国内のブロードバンド需要の強い伸びを反映して、第2四半期において国際バックボーンコストを上回ったが、調達市場の需給関係により2001年度下半期より低下が予想されている。結果として、2001年度通期のバックボーンコスト総額(国際バックボーンコストと国内バックボーンコストの合計)は2000年度通期の同コスト総額を下回る見込みであり、利益率は着実に改善するであろう。

2001 年度第 3 四半期の見込み

売上高	10,000 百万円 - 10,500 百万円
営業利益	150 百万円 - 300 百万円
EBITDA	890 百万円 - 1,040 百万円

(ご参考) 統計値について

表 1. 契約数

	2Q01	1Q01	2Q00
<i>IP</i> サービス 64kbps - 128kbps	213	245	369
192kbps - 768kbps	49	61	104
1Mbps - 2Mbps	258	246	201
3Mbps - 1.2Gbps	123	115	92
<i>IIJ FiberAccess/F</i> ⁽¹⁾	2	N/A	N/A
<i>IIJ T1</i> スタンダード 1.5Mbps	690	662	386
IP Service 合計	1,335	1,329	1,152
<i>IIJ</i> エコノミー 64kbps - 128kbps	1,171	1,283	1,220
<i>IIJ DSL/F</i> ⁽²⁾ 1.5Mbps(最大)	286	45	N/A
専用線接続サービス 合計	2,792	2,657	2,372

⁽¹⁾ IIJ FiberAccess/F は 2001 年 8 月サービス開始 ⁽²⁾ IIJ DSL/F は、2001 年 5 月サービス開始

<i>IIJ4U</i> (個人向けダイヤルアップ接続サービス)	94,104	94,802	93,253
その他 ダイヤルアップ接続サービス	86,123	66,341	63,917
ダイヤルアップ接続サービス 合計	180,227	161,143	157,168

インターネットデータセンターサービス契約数	119	116	61
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表 2. 専用線サービス内訳

(百万円)

	2Q01	1Q01	2Q00
<i>IP</i> サービス (<i>IP</i> サービスおよび <i>IIJ T1</i> スタンダード)	3,081	3,048	2,829
<i>IIJ</i> エコノミー + <i>IIJ DSL/F</i>	350	339	316

表 3. 契約帯域数の総和

(単位: Gbps)

	2Q01	1Q01	2Q00
専用線接続サービス	6.4	4.6	2.7

表 4. バックボーンコスト

(百万円)

	2Q01	1Q01	2Q00
国際バックボーンコスト	623	867	1,283
国内バックボーンコスト	805	774	620

表 5. その他

(百万円)

	2Q01	1Q01	2Q00
EBITDA	712	376	10
設備投資 (capitalized leases を含む)	931	1,076	1,409
減価償却費	726	706	667

注意事項：この資料には、1995 年米国民事証券訴訟改革法 (Private Securities Litigation Reform Act of 1995) の「セーフハーバー」規定に定義する「将来性に関する見通しに関する記述 (forward-looking statements)」に該当する情報が記載されています。このプレゼンテーション資料の記載のうち、過去または現在の事実に関するもの以外は、将来の見通しに関する記述に該当します。将来の見通しに関する記述は、現在入手可能な情報に基づく IIJ 経営陣の仮定および判断に基づくものであり、これには既知または未知のリスクおよび不確実性が内在しています。IIJ の実際の活動または業績は、今後、将来の見通しに関する記述に示されたところと大きく異なる可能性があります。投資家の皆様におかれましては、1934 年米国証券取引法 (Securities Exchange Act of 1934) に基づく今後の報告書等において IIJ が行う開示をご参照ください。

株式会社インターネットイニシアティブ
四半期連結損益計算書(米国会計基準)
 2001年9月期、2000年9月期、2001年6月期
 JPY/千円単位、USD/千米ドル単位 (1)

Appendix 1

	前年同期比較						前期比較		
	2001年9月期			2000年9月期			2001年6月期		
	USD (1)	JPY	% of Total Revenues	JPY	% of Total Revenues	YOY Chg %	JPY	% of Total Revenues	QOQ Chg %
営業収益:									
インターネット接続及び付加価値サービス収入:									
専用線接続サービス	28,778	3,431,156	36.0%	3,145,493	38.8%	9.1%	3,386,912	40.6%	1.3%
ダイヤルアップ接続サービス	7,822	932,653	9.8	1,155,763	14.2	(19.3)	983,461	11.8	(5.2)
付加価値サービス:									
データセンタサービス	4,251	506,775	5.3	297,349	3.7	70.4	489,385	5.9	3.6
その他付加価値サービス	3,177	378,815	4.0	211,913	2.6	78.8	391,731	4.7	(3.3)
付加価値サービス合計	7,428	885,590	9.3	509,262	6.3	73.9	881,116	10.6	0.5
その他	2,545	303,481	3.2	109,935	1.4	176.1	452,126	5.4	(32.9)
インターネット接続及び付加価値サービス収入合	46,573	5,552,880	58.3	4,920,453	60.7	12.9	5,703,615	68.4	(2.6)
システムインテグレーション	28,117	3,352,363	35.2	2,892,535	35.7	15.9	2,279,854	27.4	47.0
機器販売	5,225	623,064	6.5	294,947	3.6	111.2	349,429	4.2	78.3
営業収益合計	79,915	9,528,307	100.0	8,107,935	100.0	17.5	8,332,898	100.0	14.3
営業費用:									
インターネット接続及び付加価値サービス原価	40,656	4,847,467	50.9	4,587,295	56.6	5.7	5,066,856	60.8	(4.3)
システムインテグレーション原価	23,484	2,799,940	29.4	2,529,957	31.2	10.7	1,914,254	23.0	46.3
機器販売原価	4,484	534,575	5.6	252,172	3.1	112.0	307,188	3.7	74.0
売上原価合計	68,624	8,181,982	85.9	7,369,424	90.9	11.0	7,288,298	87.5	12.3
販売費	6,876	819,799	8.6	888,159	10.9	(7.7)	818,786	9.8	0.1
一般管理費	3,579	426,792	4.5	411,643	5.1	3.7	439,030	5.3	(2.8)
研究開発費	702	83,736	0.8	71,011	0.9	17.9	86,598	1.0	(3.3)
営業費用合計	79,781	9,512,309	99.8	8,740,237	107.8	8.8	8,632,712	103.6	10.2
営業利益(損失)	134	15,998	0.2	(632,302)	(7.8)	(102.5)	(299,814)	(3.6)	(105.3)
その他の収益(費用)	(3,608)	(430,259)	(4.5)	440,388	5.4	(197.7)	(61,484)	(0.7)	599.8
税引前当期損失	(3,474)	(414,261)	(4.3)	(191,914)	(2.4)	115.9	(361,298)	(4.3)	14.7
法人税等、住民税及び事業税	10,622	1,266,458	13.3	(899,952)	(11.1)	(240.7)	127,197	1.5	895.7
少数株主損益	(46)	(5,533)	(0.1)	649	0.0	(952.5)	42,834	0.5	(112.9)
持分法による投資損失	(11,730)	(1,398,509)	(14.7)	(1,045,665)	(12.9)	33.7	(1,219,215)	(14.7)	14.7
当期損失	(25,872)	(3,084,761)	(32.4%)	(336,978)	(4.2%)	815.4%	(1,664,876)	(20.0%)	85.3%
1株あたり当期損失		(137,222)		(14,990)			(74,060)		
米国預託証券1単位あたり当期損失		(68.61)		(7.50)			(37.03)		
期中平均発行済株式総数		22,480		22,480			22,480		
期中平均発行済米国預託証券総数		44,960,000		44,960,000			44,960,000		

注記(1): 2001年9月期につきましては、米ドル換算レート119.23円=1米ドル(2001/9/28)にて参考表示しております。

株式会社インターネットイニシアティブ
 四半期連結貸借対照表(米国会計基準)
 2001年9月期、2000年9月期、2001年6月期
 JPY/千円単位、USD/千米ドル単位(1)

Appendix 2

	2001年9月期			2000年9月期		2001年6月期	
	USD (1)	JPY	%	JPY	%	JPY	%
資産の部							
流動資産:							
現金及び現金同等物	95,714	11,411,967	25.5%	12,970,293	23.3%	12,574,744	25.9%
短期投資	0	0	0.0	6,196,408	11.1	0	0.0
売掛金	49,815	5,939,468	13.3	4,640,987	8.3	5,381,435	11.1
棚卸資産	8,491	1,012,403	2.3	315,751	0.6	263,553	0.5
前払費用	3,388	403,982	0.9	269,900	0.5	473,154	1.0
その他流動資産	3,279	390,966	0.9	347,245	0.6	493,692	1.0
流動資産合計	160,687	19,158,786	42.9	24,740,584	44.4	19,186,578	39.5
関連会社投資等	97,364	11,608,736	26.0	12,941,280	23.3	12,690,980	26.2
その他投資	39,650	4,727,410	10.6	9,997,623	18.0	7,766,900	16.0
有形固定資産等	63,621	7,585,480	17.0	6,376,357	11.5	7,348,823	15.1
敷金保証金	7,468	890,444	2.0	848,089	1.5	887,636	1.8
その他資産	5,575	664,675	1.5	733,160	1.3	671,331	1.4
資産合計	374,365	44,635,531	100.0%	55,637,093	100.0%	48,552,248	100.0%
負債及び資本の部							
流動負債:							
短期借入金	31,623	3,770,445	8.5%	7,010,000	12.6%	5,020,000	10.3%
買掛金及び未払金	37,961	4,526,061	10.1	4,825,858	8.7	4,012,148	8.3
未払費用	1,862	222,003	0.5	189,682	0.3	281,105	0.6
その他流動負債	3,066	365,625	0.8	279,539	0.5	481,994	1.0
1年以内に期限到来の長期借入金	8,387	1,000,000	2.2	290,000	0.5	0	0.0
短期リース債務	15,543	1,853,146	4.2	1,575,712	2.8	1,787,436	3.7
流動負債合計	98,442	11,737,280	26.3	14,170,791	25.4	11,582,683	23.9
長期借入金	31,871	3,800,000	8.5	1,200,000	2.2	3,400,000	7.0
転換社債	125,807	15,000,000	33.6	15,000,000	27.0	15,000,000	30.9
長期リース債務	24,651	2,939,079	6.6	2,546,805	4.6	2,963,868	6.1
退職給付引当金	1,049	125,099	0.2	132,557	0.2	124,368	0.2
その他固定負債	221	26,306	0.1	1,282,971	2.3	25,941	0.1
負債合計	282,041	33,627,764	75.3	34,333,124	61.7	33,096,860	68.2
少数株主持分	8,554	1,019,912	2.3	802,466	1.5	633,262	1.3
資本:							
資本金	59,401	7,082,336	15.9	7,082,336	12.7	7,082,336	14.6
資本準備金	143,155	17,068,353	38.2	17,068,353	30.7	17,068,353	35.1
欠損金	(130,101)	(15,511,971)	(34.7)	(8,430,378)	(15.2)	(12,427,210)	(25.6)
その他有価証券評価差額金等	11,315	1,349,137	3.0	4,781,192	8.6	3,098,647	6.4
資本合計	83,770	9,987,855	22.4	20,501,503	36.8	14,822,126	30.5
負債、少数株主持分及び資本合計	374,365	44,635,531	100.0%	55,637,093	100.0%	48,552,248	100.0%

注記(1): 2001年9月期につきましては、米ドル換算レート119.23円=1米ドル(2001/9/28)にて参考表示しております。

株式会社インターネットイニシアティブ
四半期連結キャッシュフロー計算書(米国会計基準)

Appendix 3

2001年9月期、2000年9月期、2001年6月期

JPY/千円単位、USD/千米ドル単位 (1)

	2001年9月期		2000年9月期	2001年6月期
	USD (1)	JPY	JPY	JPY
営業活動によるキャッシュフロー:				
当期損失	(25,872)	(3,084,761)	(336,978)	(1,664,876)
減価償却費等	6,091	726,278	666,798	706,463
持分法による投資損失	11,730	1,398,509	1,045,665	1,219,215
少数株主損益	46	5,533	(649)	(42,834)
為替差損(差益)	1,498	178,577	(255,921)	(22,776)
売掛金の減少(増加)額	(4,752)	(566,601)	(155,613)	15,781
買掛金及び未払金の増加(減少)額	4,309	513,802	1,659,494	(298,183)
法人税等調整額	10,607	1,264,707	(903,938)	121,705
その他	(6,036)	(719,638)	(155,226)	(265,574)
営業活動によるキャッシュフロー	(2,379)	(283,594)	1,563,632	(231,079)
投資活動によるキャッシュフロー:				
有形固定資産等の取得による支出	(3,303)	(393,770)	(524,792)	(179,145)
関連会社投資等の取得による支出	(2,693)	(321,094)	(4,565,400)	-
短期投資の取得による支出	-	-	(8,291,392)	-
その他投資の取得による支出	(1)	(100)	(70,000)	(49,500)
短期投資の売却による収入	-	-	8,291,424	-
敷金保証金支出	(23)	(2,794)	(43,732)	(50,353)
その他	(169)	(20,141)	138,746	(23,265)
投資活動によるキャッシュフロー	(6,189)	(737,899)	(5,065,146)	(302,263)
財務活動によるキャッシュフロー:				
長期借入れによる収入	11,742	1,400,000	1,000,000	600,000
長期借入金の返済による支出	-	-	(400,000)	-
リース債務の元本返済による支出	(4,152)	(494,991)	(485,264)	(475,813)
短期借入金の純減額	(10,480)	(1,249,555)	(1,410,260)	(600,000)
少数株主の増資引受けによる払込額	3,145	375,000	-	-
財務活動によるキャッシュフロー	255	30,454	(1,295,524)	(475,813)
現金及び現金同等物に係る換算差額	(1,439)	(171,738)	106,449	13,192
現金及び現金同等物の減少額	(9,752)	(1,162,777)	(4,690,589)	(995,963)
現金及び現金同等物の期首残高	105,466	12,574,744	17,660,882	13,570,707
現金及び現金同等物の期末残高	95,714	11,411,967	12,970,293	12,574,744

注記(1): 2001年9月期につきましては、米ドル換算レート119.23円=1米ドル(2001/9/28)にて参考表示しております。



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IIJ Announces Positive Operating Income for the 2nd Quarter 2001 Results

- Expects Further Improvement in Operating Income for Full Fiscal 2001 Year -

Tokyo and New York, November 13, 2001 – Internet Initiative Japan Inc. (Nasdaq: IJJI) (“IIJ”), one of Japan’s leading Internet access and comprehensive network solutions providers, today announced its financial results for the second quarter ended September 30, 2001. On November 14 at 9:00am (EST), the Company will host a conference call, which will be simultaneously webcasted over the Internet at www.vcall.com. Replay will also be available at the same URL.

The 2nd Quarter of FY2001 Results Summary

- Total revenues for 2Q01 were 9.5 billion, an increase of 17.5% from 2Q00, and 14.3% from 1Q01, which is on the upper end of the Company’s revenue target for the 2nd quarter. Despite the lagging economy in Japan, this successful growth was mainly due to stronger Systems Integration (SI) revenues in conjunction with the Company’s total network solutions approach for its targeted high-end corporate customers.
- Contracted bandwidth in Dedicated Access Services was 6.4Gbps, an increase from 2.7Gbps from 2Q00 and 4.6Gbps from 1Q01, demonstrating the strength of the Company’s broadband network services, which serve as the basis to grow its network solutions business.
- International backbone costs, the Company’s largest cost reduction target, further declined by 51.4% from 2Q00 and 28.2% from 1Q01 through the Company’s continuous focus on cost reduction initiatives to improve profitability.
- The Company turned positive on an operating basis with JPY16 million in operating income from an operating loss of (-) JPY300 million in 1Q01. Gross margin for 2Q01 continued to improve to 14.1% from 9.1% in 2Q00 and from 12.5% in 1Q01. EBITDA^(*) also continued to improve to JPY712 million, a 89.2% increase from 1Q01.
- For 3Q01, IIJ expects total revenues to be between JPY10.0 billion and JPY10.5 billion, exceeding the JPY10 billion mark for the first time in IIJ’s history and representing approximately 40% growth from 3Q00. Growth is expected to be driven by stronger SI revenues despite the typical seasonality experienced in the third quarter. Operating income is expected to be between JPY150 million and JPY300 million, and EBITDA between JPY890 and JPY1,040 million.
- IIJ reaffirms that it continues to expect to report positive operating income for the fiscal 2001.

^(*) EBITDA represents operating income (loss) plus depreciation and amortization.

Overview and Business Outlook

Overview of the 2Q Results and Business Outlook

“This quarter marked a milestone for the Company by achieving positive operating income, thus demonstrating our capability to turn the business profitable despite the lagging macro economy in Japan,” said Koichi Suzuki, President and CEO of IIJ. “A key advantage of our industry is that backbone operators, in general, can continue to enjoy stable profitability once their cost structure is improved. Today, thanks to steady revenue growth and the easing burden of our international backbone costs, we expect total revenues in the next quarter to grow by 40% from 3Q00, and further improvement in operating income in the 3Q01 and thereafter. Thus, we expect to achieve positive operating income for the full fiscal 2001 year.”

“In this quarter, we successfully realized a further decline in our international backbone costs by 28.2% from 1Q01, through continuous renegotiations of Japan-US bandwidth procurement contracts with several cable carriers. We expect further declines in our international backbone costs over the next couple of quarters, and expect an approximate 50% decline in this segment for the full fiscal 2001 on a year over year basis,” said Yasuhiro Nishi, CFO of IIJ. “On the other hand, the amount of domestic backbone costs surpassed that of international backbone costs in this quarter, reflecting the growth of the Japanese broadband sector. However, we foresee a gradual decrease in the domestic backbone costs in the second half of the year as we are already benefiting from the price reductions driven by competition in the domestic bandwidth procurement market. We expect total cost of connectivity services, which includes domestic and international backbone costs, for full fiscal 2001 to be less than that of last fiscal year, and thus steadily contribute to improving our profitability.”

Anticipated Financial Performance for the 3rd Quarter (JPY in millions)

	The 3rd Quarter of the Fiscal 2001
Revenues	10,000 to 10,500
Operating Income	150 to 300
EBITDA	890 to 1,040

Strategies under Sluggish Economy in Japan for the Second Half of Fiscal 2001 Year

Although the macro economy in Japan remains soft, IIJ expects further top line growth in the second half of fiscal 2001 by continuously capturing strong demand for newly introduced network architectures for mission critical network systems. To address the growing market, IIJ continues to leverage its expertise in IP (Internet Protocol) technologies and its leading position in the high-end corporate market by strengthening its quality-focused broadband network services, reinforcing its total network solutions approach, and enhancing its customer relations.

Strengthening Quality-focused Broadband Network Services:

As a result of success in capturing the growing demand for IIJ’s quality-focused broadband network services, within IP Services, average bandwidth per contract increased by 2.5 times from 2Q00, as did the average revenue per contract by 15% from 2Q00. “Despite strong growth for our higher bandwidth services, we anticipate revenue growth from Connectivity Services for the second half of 2001 to be modest due to the decrease in unit price per bit,” said Nishi. “However, IIJ’s success in promoting its broadband network services, which utilize the Company’s IP technological expertise, continues to serve as the basis for capitalizing other IIJ services.”

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In order to expand its operation in broadband services, IIJ has leveraged its strategic relations in various fields. For example, in October, IIJ announced a tie-up with Japan Research Institute (“JRI”), a think-tank of the Sumitomo-Mitsui Banking Corporation group, to provide one-stop corporate reengineering solutions, through which IIJ provides broadband network services to JRI customers. Also, in November, IIJ announced that a content delivery consortium, CDN JAPAN, started distribution of broadband content over IIJ broadband platform HSMN (High Speed Media Network). By leveraging strategic relations with CDN JAPAN, IIJ is able to further promote its connectivity services for regional broadband network operators in Japan, as well as its Internet data center services and SI services for broadband content providers.

Reinforcement of its Total Network Solutions Approach

IIJ continues to reengineer its total network solutions approach through cooperation with the IIJ Group companies, whereby combining the three business operations, namely “network services,” “SI services” and “operation and management services”. Within network services, the IIJ Group provides comprehensive network services, with Internet services by IIJ, nationwide LAN service by Crosswave (its 37.9% affiliate), intra-Asia connectivity by Asia Internet Holding (its 26.7% affiliate), and value-added Internet connectivity in the U.S. by IIJ America (its 88.2% subsidiary). For the SI services, IIJ and IIJ Technology (its 64.1% subsidiary) have newly allocated their top-tier human resources to the growing new network systems market for corporations. With this new operational focus, revenues from SI services are expected to be stronger in the second half of the year, as IIJ acquires contracts for large-scale SI projects by leveraging its SI know-how in mission critical network systems. Within operation and management services, IIJ is strengthening the operation of Net Care (its 52.5% subsidiary) by closely aligning itself with its strategic shareholders, including JGC Corporation, one of the world’s six largest engineering groups.

Enhancement of Customer Relations

IIJ’s strong customer base has enabled the Company to maintain strong revenue growth, while strategically positioning itself to capitalize on the anticipated increase in corporate investment in new network systems. “We continue to strengthen our corporate customer base of 6,000 by enhancing customer satisfaction levels through offering our total network solutions,” said Suzuki. IIJ’s top 40 customers operate in manufacturing, financial services and telecommunications and include Toyota, Sharp, Sanwa Bank, NTT Docomo and Japan Telecom.

Status of Overview and Business Outlook

This Overview and Business Outlook contains certain forward-looking statements and projections that are subject to known and unknown risks and uncertainties that could cause actual results to differ materially from those expressed or implied by such statements. These risks and uncertainties include, but are not limited to, the factors noted at the end of this release and to the risk factors and other information contained in IIJ’s filings with and other documents furnished to the Securities and Exchange Commission on, e.g., Form 20-F and Form 6-K. IIJ will keep this press release publicly available on its Web site (www.ij.ad.jp). Unless IIJ is in a quiet period or unless IIJ publishes an update press release stating otherwise, the public can continue to rely on the Overview and Business Outlook announced in this 2Q01 press release as being IIJ’s current expectations on matters covered. IIJ intends to publish its next Overview and Business Outlook in its 3Q01 earnings release, presently scheduled for February 12, 2001. In conjunction with the 3Q01 earnings announcement, IIJ will hold a webcasted conference call, that will be made available to the public for listening over the Company’s website. Additionally, IIJ will observe a quiet period from February 1, 2001 until publication of the 3Q01 earnings release. During the quiet period, readers are referred to the documents filed with or furnished to the SEC by IIJ, specifically the most recent reports on Forms 20-F and 6-K. These documents speak to the timeframe prior to the quiet period only, and are not subject to update by the Company. During the quiet period, IIJ representatives will not comment on IIJ’s financial results or expectations.

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The 2nd Quarter of FY2001 Operating Highlights

Network Infrastructure

In the quarter, IIJ increased the number of its dial-up access points to 75 from 74. Also, IIJ expanded its IPv6 (Internet Protocol Version 6, or the next generation Internet protocol) network operation by linking its IPv6 network to NY6IX, 6IIX-NY and 6TAP Palo Alto, which are US-based IPv6 IXs (Internet eXchange points).

Service Development under Total Network Solutions Approach

In the quarter, IIJ launched 7 new services in various network-related markets to enhance its total network solutions.

Virtual Private Network (VPN) Services: IIJ began offering a Japan-US VPN service, in cooperation with IIJ America and U.S.-based leading Internet infrastructure provider Genuity Inc. The VPN service enables Japan-based businesses and organizations to establish secure Internet communications between locations in Japan and the United States via the Internet.

ADSL and FTTH Services: IIJ launched a new connectivity service "IIJ Fiber Access/F" for regional NTT's FTTH (Fiber to The Home) lines, with a focus on small and medium sized enterprise (SME) users. Additionally, IIJ started accommodating regional NTT's ISDN/ADSL open lines for its corporate dialup service.

New Consumer Lineup: IIJ introduced a new brand for consumers, "IIJmio," which enables users to freely combine a variety of Internet-related functions. In the quarter, IIJ released "IIJmio Prime Mail Service," a premium email account service and "IIJmio DSL/De Service," an Internet connectivity service offered over eAccess's ADSL open lines.

IPv6: IIJ completed the IPv6-adaptation for all Dedicated Access Services in September 2001.

Customer Relations

IIJ waived its charges on dialup Internet connections in the United States from September 11 to September 30, 2001, in recognition of the September 11th tragedies. IIJ also enhanced its Service Level Agreements ("SLA") with all its customers by raising the benchmark for an average round trip time across the IIJ entire domestic backbone network to 30 milliseconds from 40 milliseconds.

Investment

To further strengthen its operation in the Asia Pacific region, IIJ increased its stake in AIH, which operates a pan-Asian Internet backbone network, from 20.6% to 26.7%. IIJ acquired an additional 1,966 shares of common stock of AIH in August 2001. During the quarter, IIJ also purchased 6,000 shares in Net Care, its subsidiary specializing in the customer support business, increasing its equity stake from 50.0% to 52.5%. With the increased investment in Net Care, it is IIJ's objective to strengthen network and systems management services under its total network solutions approach.

Development of IIJ Group Companies

During the quarter, Crosswave added a new 512kbps bandwidth to its Wide-area Ethernet Platform Services, to address a broader range of customer bandwidth needs. Crosswave also launched Metro Wave Service to offer end-to-end broadband platforms for the Tokyo metropolitan area, and added a 10Mbps service to its High-speed Backbone Service, which is Japan's first long distance point-to-point service offered with an Ethernet interface.

Internet Multifeed, a 26.0% affiliate, announced that it will launch "JPNAP Osaka", an Internet exchange service, in Osaka later this fiscal year. The expansion aims to diversify Japan's Internet

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traffic, which is currently heavily weighted towards Tokyo.

AIH upgraded their A-Bone capacity of its Japan-China Internet backbone, to a total 90Mbps.

The 2nd Quarter of FY2001 Financial Results

Revenues

Revenues in 2Q01 totaled JPY 9,528 million, up 17.5% compared with 2Q00, and up 14.3% compared with 1Q01.

Connectivity services and value-added services revenues increased 12.9% to JPY 5,553 million from 2Q00, and decreased 2.6% from 1Q01.

Dedicated access services increased 9.1% to JPY 3,431 million from 2Q00, and by 1.3% from 1Q01. In comparison to 1Q01, IIJ's T1 Standard and IIJ DSL/F service increased steadily, which more than offset a decline in the IIJ Economy service.

Dial-up access service decreased 19.3% to JPY 933 million from 2Q00, and by 5.2% from 1Q01. Both the year-over-year and sequential declines were due mainly to the decrease in conventional dial up services revenues, as the Company's corporate dial-up customers shift to IIJ's DSL/F services.

Value-added services increased 73.9% to JPY886 million from 2Q00, and by 0.5% from 1Q01. While IIJ has substantially increased the number of value-added services from last year, the slight increase from 1Q01 was due mainly to significant increase in registration fees for DNS services in 1Q01.

Systems integration services revenues increased 15.9% to JPY3,352 million from 2Q00, and by 47.0% from 1Q01

Table 1. Number of Contracts

Internet Access Services	2Q01	1Q01	2Q00
<i>IP Service</i> 64kbps – 128kbps	213	245	369
192kbps – 768kbps	49	61	104
1Mbps – 2Mbps	258	246	201
3Mbps – 1.2Gbps	123	115	92
<i>IIJ FiberAccess/F</i> ^(*)	2	N/A	N/A
<i>IIJ T1 Standard</i> 1.5Mbps	690	662	386
Total IP Service	1,335	1,329	1,152
<i>IIJ Economy</i> 64kbps – 128kbps	1,171	1,283	1,220
<i>IIJ DSL/F</i> ^(*) Maximum 1.5Mbps	286	45	N/A
Total Dedicated Access Services Contracts	2,792	2,657	2,372

^(*) IIJ FiberAccess/F is a new service launched in August 2001.

^(*) IIJ DSL/F is a new service launched in May 2001.

<i>IIJ4U</i> (dialup service for individuals)	94,104	94,802	93,253
Others	86,123	66,341	63,917
Total Dial-up Access Services Contracts	180,227	161,143	157,168

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Total Data Center Services Contracts	119	116	61
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Table 2. Revenue Breakdown in Dedicated Access Services (JPY in millions)

	2Q01	1Q01	2Q00
Total IP Service (IP Service and IIJ T1 Standard)	3,081	3,048	2,829
IIJ Economy + IIJ DSL/F	350	339	316

Table 3. Contracted Bandwidth (Unit: Gbps)

	2Q01	1Q01	2Q00
Dedicated Access Services	6.4	4.6	2.7

Cost and expenses

Cost of total revenues increased 11.0% to JPY 8,182 million from 2Q00, and by 12.3% from 1Q01.

International backbone costs decreased 51.4% to JPY 623 million from 2Q00, and by 28.2% from 1Q01. These decreases on both a year-over-year and sequential basis reflect the sharp price reduction in Japan-US backbone lines. Monthly unit backbone cost declined by approximately 66% in the year-over-year comparison, and by approximately 41% in the sequential comparison.

Domestic backbone costs increased 29.9% to JPY805 million from 2Q00, and by 4.0% from 1Q01, reflecting the growth of the Japanese broadband sector.

Table 4. Backbone Costs (JPY in millions)

	2Q01	1Q01	2Q00
International Backbone Costs	623	867	1,283
Domestic Backbone Costs	805	774	620

Cost of SI revenues increased 10.7% to JPY2,800 million from 2Q00, by 46.3% from 1Q01. The gross margin ratio for SI improved steadily, reflecting the increase in monitoring, maintenance and other operation services revenues, which are more profitable than system development revenues.

Sales and marketing expenses decreased 7.7% to JPY820 million from 2Q00, and up by 0.1% from 1Q01. While advertisement expenses decreased by 55.6% to JPY119 million from 2Q00 and by 0.9% from 1Q01, IIJ increased sales personnel as part of its total network solution strategy to enhance customer relations. As a result, sales personnel expenses increased 26.9% to JPY363 million from 2Q00, and by 6.5% from 1Q01.

Primarily as a result of growth in the SI revenues and the decrease in international backbone costs, IIJ achieved operating income of JPY16 million in 2Q01, compared to a loss of JPY 632 million in 2Q00, and a loss of JPY 300 million in 1Q01. The operating income ratio against revenues for 2Q01 was 0.2%, compared to (-)7.8% in 2Q00, and to (-)3.6% in 1Q01.

Other income (expenses)

Other expenses for 2Q01 was JPY 430 million, compared to other income of JPY 440 million in 2Q00, and to other expenses of JPY 61 million in 1Q01. IIJ recorded a foreign exchange loss of JPY179 million in 2Q01, a gain of JPY 256 million in 2Q00 and a gain of JPY 23 million in 1Q01. Interest and dividend income decreased to JPY 41 million in 2Q01, compared to JPY 144 million in 2Q00, and to JPY105 million in 1Q01.

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Equity in net loss of affiliated companies

Equity in the net loss of affiliated companies increased to JPY1,399 million in 2Q01, compared to JPY1,046 million in 2Q00, and to JPY1,219 million in 1Q01, mainly resulting from the equity loss in Crosswave.

Income tax expense (benefit)

Income tax expense for 2Q01 was JPY 1,266 million, compared to an income tax benefit of JPY 900 million in 2Q00, and to an income tax expense of JPY 127 million in 1Q01. The increase in income tax expense in 2Q01 was a result of an increase in the valuation allowance for deferred tax assets. The increase in the valuation allowance was attributable to the income tax effect of unrealized gains on certain available-for-sale securities, which have been decreasing in recent quarters.

Net loss

Mainly as a result of the increase in foreign exchange loss, the equity loss in Crosswave and the income tax expense, net loss increased to JPY3,085 million in 2Q01, compared to JPY 337 million in 2Q00, and JPY 1,665 million in 1Q01. Basic net loss per ADS equivalent was JPY(-)68.61 in 2Q01, compared to JPY(-)7.50 in 2Q00 and JPY(-)37.03 in 1Q01.

Table 5. Other Financial Statistics (JPY in millions)

	2Q01	1Q01	2Q00
EBITDA	712	376	10
CAPEX, including capitalized leases	931	1,076	1,409
Depreciation and amortization ^(*)	726	706	667

^(*) Depreciation and amortization includes amortization of issuance cost of convertible notes.

Company Information

Internet Initiative Japan Inc. is one of Japan's leading Internet-access and comprehensive Internet solution providers mainly targeting high-end corporate customers. Founded in 1992, IIJ has built one of the largest Internet backbone networks in Japan and between Japan and the United States. IIJ and its group of companies provide total solutions ranging from new generation network services over optical-fiber infrastructure optimized for data communications to construction of Asia-wide IP backbone networks, high-quality Internet access, security system services, hosting/housing, content design and systems integration.

Statements made in this press release that state IIJ's or management's intentions, beliefs, expectations, or predictions for the future are forward-looking statements that are based on IIJ's and managements' current expectations, assumptions, estimates and projections about its business and the industry. These forward-looking statements are subject to various risks, uncertainties and other factors that could cause IIJ's actual results to differ materially from those contained in any forward-looking statement. These risks, uncertainties and other factors include: IIJ's ability to continue to increase subscribers to its connectivity services, particularly at higher bandwidths; IIJ's ability to generate significant revenues from its other services such as systems integration; the success of IIJ's investments in Crosswave; the ability to compete in a rapidly evolving and competitive marketplace; the impact of technological changes in its industry; and other risks referred from time to time in IIJ's filings with the Securities and Exchange Commission.

Tables to follow

INTERNET INITIATIVE JAPAN INC.
CONSOLIDATED STATEMENTS OF OPERATIONS

Appendix 1

For the Three Months Ended Sept 30, 2001, Sept 30, 2000 and Jun 30, 2001

(Expressed in Thousands of Japanese Yen (JPY) and U.S. Dollars (USD) Except for Per Share and ADS Data) (1)

	Year-over-year Comparison						Sequential Comparison		
	Sept 30, 2001		% of Total Revenues	Sept 30, 2000		YOY Chg %	Jun 30, 2001		QOQ Chg %
	USD (1)	JPY		JPY	% of Total Revenues		JPY	% of Total Revenues	
Revenues:									
Connectivity and value-added services:									
Dedicated access services	28,778	3,431,156	36.0%	3,145,493	38.8%	9.1%	3,386,912	40.6%	1.3%
Dial-up access services	7,822	932,653	9.8	1,155,763	14.2	(19.3)	983,461	11.8	(5.2)
Value-added services:									
Internet datacenter services	4,251	506,775	5.3	297,349	3.7	70.4	489,385	5.9	3.6
Other value-added services	3,177	378,815	4.0	211,913	2.6	78.8	391,731	4.7	(3.3)
Total value-added services	7,428	885,590	9.3	509,262	6.3	73.9	881,116	10.6	0.5
Other	2,545	303,481	3.2	109,935	1.4	176.1	452,126	5.4	(32.9)
Total connectivity and value-added services	46,573	5,552,880	58.3	4,920,453	60.7	12.9	5,703,615	68.4	(2.6)
Systems integration revenues	28,117	3,352,363	35.2	2,892,535	35.7	15.9	2,279,854	27.4	47.0
Equipment sales	5,225	623,064	6.5	294,947	3.6	111.2	349,429	4.2	78.3
Total revenues	79,915	9,528,307	100.0	8,107,935	100.0	17.5	8,332,898	100.0	14.3
Costs and expenses:									
Cost of connectivity and value-added services	40,656	4,847,467	50.9	4,587,295	56.6	5.7	5,066,856	60.8	(4.3)
Cost of systems integration revenues	23,484	2,799,940	29.4	2,529,957	31.2	10.7	1,914,254	23.0	46.3
Cost of equipment sales	4,484	534,575	5.6	252,172	3.1	112.0	307,188	3.7	74.0
Total costs	68,624	8,181,982	85.9	7,369,424	90.9	11.0	7,288,298	87.5	12.3
Sales and marketing	6,876	819,799	8.6	888,159	10.9	(7.7)	818,786	9.8	0.1
General and administrative	3,579	426,792	4.5	411,643	5.1	3.7	439,030	5.3	(2.8)
Research and development	702	83,736	0.8	71,011	0.9	17.9	86,598	1.0	(3.3)
Total costs and expenses	79,781	9,512,309	99.8	8,740,237	107.8	8.8	8,632,712	103.6	10.2
Operating income (loss)	134	15,998	0.2	(632,302)	(7.8)	(102.5)	(299,814)	(3.6)	(105.3)
Other income (expenses)	(3,608)	(430,259)	(4.5)	440,388	5.4	(197.7)	(61,484)	(0.7)	599.8
Loss before income tax expense (benefit)	(3,474)	(414,261)	(4.3)	(191,914)	(2.4)	115.9	(361,298)	(4.3)	14.7
Income tax expense (benefit)	10,622	1,266,458	13.3	(899,952)	(11.1)	(240.7)	127,197	1.5	895.7
Minority interests in consolidated subsidiaries	(46)	(5,533)	(0.1)	649	0.0	(952.5)	42,834	0.5	(112.9)
Equity in net loss of affiliated companies	(11,730)	(1,398,509)	(14.7)	(1,045,665)	(12.9)	33.7	(1,219,215)	(14.7)	14.7
Net loss	(25,872)	(3,084,761)	(32.4%)	(336,978)	(4.2%)	815.4%	(1,664,876)	(20.0%)	85.3%
Basic Net Loss Per Share		(137,222)		(14,990)			(74,060)		
Basic Net Loss Per ADS Equivalent		(68.61)		(7.50)			(37.03)		
Weighted Average Number of Shares		22,480		22,480			22,480		
Weighted Average Number of ADS Equivalents		44,960,000		44,960,000			44,960,000		

Note (1): The translations of Japanese yen amounts into US dollar amounts with respect to the three months ended Sept 30, 2001 are included solely for the convenience of readers outside Japan and have been made at the rate of JPY 119.23 = \$1, the approximate rate of exchange on Sept 28, 2001.

INTERNET INITIATIVE JAPAN INC.
CONSOLIDATED BALANCE SHEETS

Appendix 2

As of Sept 30, 2001, Sept 30, 2000 and Jun 30, 2001

(Expressed in Thousands of Japanese Yen (JPY) and U.S. Dollars (USD)) (1)

	Sept 30, 2001			Sept 30, 2000		Jun 30, 2001	
	USD (1)	JPY	%	JPY	%	JPY	%
ASSETS							
Current Assets:							
Cash	95,714	11,411,967	25.5%	12,970,293	23.3%	12,574,744	25.9%
Short-term investments	0	0	0.0	6,196,408	11.1	0	0.0
Accounts receivable, net	49,815	5,939,468	13.3	4,640,987	8.3	5,381,435	11.1
Inventories	8,491	1,012,403	2.3	315,751	0.6	263,553	0.5
Prepaid expenses	3,388	403,982	0.9	269,900	0.5	473,154	1.0
Other current assets	3,279	390,966	0.9	347,245	0.6	493,692	1.0
Total current assets	160,687	19,158,786	42.9	24,740,584	44.4	19,186,578	39.5
Investments in and Advances to Affiliated Companies	97,364	11,608,736	26.0	12,941,280	23.3	12,690,980	26.2
Other Investments	39,650	4,727,410	10.6	9,997,623	18.0	7,766,900	16.0
Property and Equipment, net	63,621	7,585,480	17.0	6,376,357	11.5	7,348,823	15.1
Guarantee Deposits	7,468	890,444	2.0	848,089	1.5	887,636	1.8
Other Assets	5,575	664,675	1.5	733,160	1.3	671,331	1.4
Total assets	374,365	44,635,531	100.0%	55,637,093	100.0%	48,552,248	100.0%
LIABILITIES AND SHAREHOLDERS' EQUITY							
Current Liabilities:							
Short-term borrowings	31,623	3,770,445	8.5%	7,010,000	12.6%	5,020,000	10.3%
Accounts payable	37,961	4,526,061	10.1	4,825,858	8.7	4,012,148	8.3
Accrued expenses	1,862	222,003	0.5	189,682	0.3	281,105	0.6
Other current liabilities	3,066	365,625	0.8	279,539	0.5	481,994	1.0
Long-term borrowings-current portion	8,387	1,000,000	2.2	290,000	0.5	0	0.0
Capital lease obligations-current portion	15,543	1,853,146	4.2	1,575,712	2.8	1,787,436	3.7
Total current liabilities	98,442	11,737,280	26.3	14,170,791	25.4	11,582,683	23.9
Long-term Borrowings	31,871	3,800,000	8.5	1,200,000	2.2	3,400,000	7.0
Convertible Notes	125,807	15,000,000	33.6	15,000,000	27.0	15,000,000	30.9
Capital Lease Obligations-Noncurrent	24,651	2,939,079	6.6	2,546,805	4.6	2,963,868	6.1
Accrued Retirement and Pension Costs	1,049	125,099	0.2	132,557	0.2	124,368	0.2
Other Noncurrent Liabilities	221	26,306	0.1	1,282,971	2.3	25,941	0.1
Total liabilities	282,041	33,627,764	75.3	34,333,124	61.7	33,096,860	68.2
Minority Interest	8,554	1,019,912	2.3	802,466	1.5	633,262	1.3
Shareholders' Equity:							
Common stock	59,401	7,082,336	15.9	7,082,336	12.7	7,082,336	14.6
Additional paid-in capital	143,155	17,068,353	38.2	17,068,353	30.7	17,068,353	35.1
Accumulated deficit	(130,101)	(15,511,971)	(34.7)	(8,430,378)	(15.2)	(12,427,210)	(25.6)
Accumulated other comprehensive income	11,315	1,349,137	3.0	4,781,192	8.6	3,098,647	6.4
Total shareholders' equity	83,770	9,987,855	22.4	20,501,503	36.8	14,822,126	30.5
Total liabilities and shareholders' equity	374,365	44,635,531	100.0%	55,637,093	100.0%	48,552,248	100.0%

Note (1): The translations of Japanese yen amounts into US dollar amounts with respect to Sept 30, 2001 are included solely for the convenience of readers outside Japan and have been made at the rate of JPY119.23 = \$1, the approximate rate of exchange on Sept 28, 2001.

INTERNET INITIATIVE JAPAN INC.

Appendix 3

CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS

For the Three Months Ended Sept 30, 2001, Sept 30, 2000 and Jun 30, 2001

(Expressed in Thousands of Japanese Yen (JPY) and U.S. Dollars (USD)) (1)

	Sept 30, 2001		Sept 30, 2000	Jun 30, 2001
	USD (1)	JPY	JPY	JPY
Operating Activities:				
Net loss	(25,872)	(3,084,761)	(336,978)	(1,664,876)
Depreciation and amortization	6,091	726,278	666,798	706,463
Equity in net loss of affiliated companies	11,730	1,398,509	1,045,665	1,219,215
Minority interests in consolidated subsidiaries	46	5,533	(649)	(42,834)
Foreign exchange losses (gains)	1,498	178,577	(255,921)	(22,776)
Decrease (increase) in accounts receivable	(4,752)	(566,601)	(155,613)	15,781
Increase (decrease) in accounts payable	4,309	513,802	1,659,494	(298,183)
Deferred income tax	10,607	1,264,707	(903,938)	121,705
Other	(6,036)	(719,638)	(155,226)	(265,574)
Net cash provided by (used in) operating activities	(2,379)	(283,594)	1,563,632	(231,079)
Investing Activities:				
Purchase of property and equipment	(3,303)	(393,770)	(524,792)	(179,145)
Investments in and advances to affiliated companies	(2,693)	(321,094)	(4,565,400)	-
Purchase of short-term investments	-	-	(8,291,392)	-
Purchase of other investments	(1)	(100)	(70,000)	(49,500)
Proceeds from redemption of short-term investments	-	-	8,291,424	-
Payment of guarantee deposits-net	(23)	(2,794)	(43,732)	(50,353)
Other	(169)	(20,141)	138,746	(23,265)
Net cash used in investing activities	(6,189)	(737,899)	(5,065,146)	(302,263)
Financing Activities:				
Proceeds from long-term borrowings	11,742	1,400,000	1,000,000	600,000
Repayments of long-term borrowings	-	-	(400,000)	-
Principal payments under capital leases	(4,152)	(494,991)	(485,264)	(475,813)
Net decrease in short-term borrowings	(10,480)	(1,249,555)	(1,410,260)	(600,000)
Proceeds from issuance of common stock of a subsidiary	3,145	375,000	-	-
Net cash provided by (used in) financing activities	255	30,454	(1,295,524)	(475,813)
Effect of Exchange Rate Changes on Cash	(1,439)	(171,738)	106,449	13,192
Net Decrease in Cash	(9,752)	(1,162,777)	(4,690,589)	(995,963)
Cash, Beginning of Period	105,466	12,574,744	17,660,882	13,570,707
Cash, End of Period	95,714	11,411,967	12,970,293	12,574,744

Note (1): The translations of Japanese yen amounts into US dollar amounts with respect to the three months ended Sept 30, 2001 are included solely for the convenience of readers outside Japan and have been made at the rate of JPY119.23 = \$1, the approximate rate of exchange on Sept 28, 2001.