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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。7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いただけますよう、お願い申し上げます。

### 2002年度第3四半期(10-12月)の決算発表(抄訳)

本決算発表に伴うカンファレンス・コールの様子を2003年2月13日23:00よりインターネット上(URL: [www.vcall.com](http://www.vcall.com))で公開しております。

#### 2002年度第3四半期(10-12月)の決算発表 要約

- ・2002年度第3四半期の売上高は106億円(前年同期比6.3%増、前期と同値)を達成。
- ・営業損失は567百万円(前年同期は営業利益151百万円、前期は営業損失194百万円)。ブロードバンド接続の普及によるインターネット・トラフィックの急増を背景に、IIJでは昨年夏からCDN(ブロードバンド・コンテンツに特化した配信網)構築など戦略的なネットワーク・インフラ強化を実施しており、これに関連した先行費用負担が原因である。こうした諸施策は今後の更なる成長に資するものであるが、コストに合わせた売上高が実現するまでには6-9ヶ月のタイムラグがあり、一時的に営業損失が拡大した。
- ・EBITDAは349百万円。
- ・2002年度第4四半期の売上高は過去最高の125~130億円の見込み。営業損益は大幅改善見込み。
- ・2002年度通期の売上高は、前年度比10%の成長を達成する見込み。
- ・2003年3月末までの実施を目処に、IIJでは資本強化の準備を進めている。

#### 概況

**概況** 「ブロードバンド市場」「エンタープライズ市場」に引き続き注力している。最近では、ぷらら、パナソニック・ハイホー、日立グループ、リコーグループからの大型案件を受注した。

**顧客基盤** 今四半期におけるIIJ上位150顧客からの売上は、同売上高全体の約半分を占めている。この上位150社がどの程度幅広くIIJサービスを利用しているかを示す「サービス併用率」は以下のとおり

#### 2002年度第3四半期 IIJ上位150顧客のサービス併用率 (単位: %)

	付加価値サービス	システムインテグレーション	データセンターサービス
専用線接続サービス	67	53	25

例: 専用線接続サービスを契約している上位150社の顧客のうち、67%が併せて付加価値サービスも契約している

IIJグループではデータセンター関連サービスのマーケティング活動に注力しており、今後はこのサービス併用率が更にあがっていくことを予測している。

**ネットワーク・サービス** ネットワーク事業者向けのOEMサービスは、着実に契約数を増やしている。CATV事業者向けのインターネット接続サービスは顧客基盤を更に拡大しており、契約事業者数を46社に伸ばした。これは国内CATVインターネット市場の60%に相当する。中小企業向けの比較的安価な10M-100M接続サービスである「IIJ Fiber Access/F」が引き続き契約数を伸ばしている。

**データセンターサービス** 03年1月、「ネットワーク」「システム」「設備」「運用」の各サービス・リソースを完備したIIJグループの新しいデータセンターが稼働を開始した(横浜第一データセンター、埼玉第一データセンター)。各種ネットワークサービス提供の中核となる場所として、今後ともデータセンターサービスおよびデータセンター設備を活用した新サービスの開発を推進していく。

**SIサービス** コンポーネント型のSI事業で培ったノウハウをもとに、新しいデータセンターサービス「リソース・オンデマンドDCサービス」の本格的な開発に着手した。

**(ご参考)統計値について**

表 1. 契約数

	3Q02	2Q02	3Q01
<b>IP サービス</b>			
64kbps - 128kbps	130	111	176
192kbps - 768kbps	37	30	46
1Mbps - 2Mbps	279	266	269
3Mbps - 1.2Gbps	212	205	131
<b>インターネットデータセンター接続サービス契約数<sup>(*)3</sup></b>	<b>139</b>	129	100
<b>その他<sup>(*)4</sup></b>	<b>3,922</b>	3,568	2,516
<b>専用線接続サービス 合計</b>	<b>4,719</b>	4,309	3238

<sup>(\*)3</sup> インターネットデータセンター接続サービスに、ホスティングサービスは含まれていない。

<sup>(\*)4</sup> その他：IIJ FiberAccess/F、IIJ Ethernet Standard、IIJ DSL/F、IIJT1 スタンダード、IIJ エコノミー

<b>IIJ4U (個人向けダイヤルアップ接続サービス)</b>	<b>82,193</b>	84,432	91,924
<b>その他 ダイヤルアップ接続サービス</b>	<b>370,543</b>	309,950	114,676
<b>ダイヤルアップ接続サービス 合計</b>	<b>452,736</b>	394,382	206,600

表 2. 専用線サービスの売上高内訳

(百万円)

	3Q02	2Q02	3Q01
<b>IP サービス+インターネットデータセンター接続サービス</b>	<b>2,548</b>	2,657	2,520
<b>その他</b>	<b>856</b>	889	1020

表 3. 契約帯域数の総和

(単位: Gbps)

	3Q02	2Q02	3Q01
<b>専用線接続サービス</b>	<b>23.3</b>	18.0	7.7
<b>インターネットデータセンター接続サービス</b>	<b>7.0</b>	4.7	0.7
<b>契約帯域合計</b>	<b>30.3</b>	22.7	8.4

表 4. バックボーンコスト

(百万円)

	3Q02	2Q02	3Q01
<b>国際バックボーンコスト</b>	<b>432</b>	448	536
<b>国内バックボーンコスト</b>	<b>902</b>	815	772

表 5. その他

(百万円)

	3Q02	2Q02	3Q01
<b>Adjusted EBITDA</b>	<b>349</b>	662	904
<b>設備投資 (capitalized leases を含む)</b>	<b>1,519</b>	1,504	804
<b>減価償却費</b>	<b>943</b>	884	783

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「将来性の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(米国会計基準未監査)**

2002年12月期、2001年12月期、2002年9月期

JPY/千円単位、USD/千米ドル単位 (1)

	前年同四半期比較						前四半期比較		
	2002年12月期			2001年12月期			2002年9月期		
	USD (1)	JPY	対営業収益 %	JPY	対営業収益 %	対前年同四半期 %	JPY	対営業収益 %	対前四半期 %
<b>営業収益:</b>									
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(2)	28,665	3,404,016	32.2%	3,539,924	35.6%	(3.8%)	3,546,372	33.6%	(4.0%)
ダイヤルアップ接続サービス	6,536	776,173	7.4	883,698	8.9	(12.2)	791,738	7.5	(2.0)
付加価値サービス(2)	7,690	913,152	8.6	812,157	8.2	12.4	893,135	8.4	2.2
その他	3,938	467,629	4.4	379,188	3.8	23.3	467,976	4.4	(0.1)
インターネット接続及び付加価値サービス収入合計	46,829	5,560,970	52.6	5,614,967	56.5	(1.0)	5,699,221	53.9	(2.4)
システムインテグレーション	31,023	3,683,978	34.9	3,391,122	34.2	8.6	3,094,168	29.3	19.1
機器販売	11,104	1,318,630	12.5	927,545	9.3	42.2	1,774,953	16.8	(25.7)
<b>営業収益合計</b>	<b>88,956</b>	<b>10,563,578</b>	<b>100.0</b>	<b>9,933,634</b>	<b>100.0</b>	<b>6.3</b>	<b>10,568,342</b>	<b>100.0</b>	<b>0.0</b>
<b>営業費用:</b>									
インターネット接続及び付加価値サービス原価	43,620	5,179,920	49.0	4,774,788	48.1	8.5	5,081,186	48.1	1.9
システムインテグレーション原価	26,722	3,173,211	30.0	2,865,601	28.8	10.7	2,681,946	25.3	18.3
機器販売原価	10,561	1,254,073	11.9	832,972	8.4	50.6	1,648,106	15.6	(23.9)
売上原価合計	80,903	9,607,204	90.9	8,473,361	85.3	13.4	9,411,238	89.0	2.1
販売費	7,531	894,340	8.5	734,623	7.4	21.7	743,230	7.0	20.3
一般管理費	4,308	511,604	4.9	493,327	5.0	3.7	514,082	4.9	(0.5)
研究開発費	985	116,950	1.1	80,946	0.8	44.5	93,574	0.9	25.0
<b>営業費用合計</b>	<b>93,727</b>	<b>11,130,098</b>	<b>105.4</b>	<b>9,782,257</b>	<b>98.5</b>	<b>13.8</b>	<b>10,762,124</b>	<b>101.8</b>	<b>3.4</b>
<b>営業利益(損失)</b>	<b>(4,771)</b>	<b>(566,520)</b>	<b>(5.4)</b>	<b>151,377</b>	<b>1.5</b>	<b>(474.2)</b>	<b>(193,782)</b>	<b>(1.8)</b>	<b>192.3</b>
<b>その他の費用</b>	<b>(1,920)</b>	<b>(228,058)</b>	<b>(2.1)</b>	<b>(113,705)</b>	<b>(1.1)</b>	<b>100.6</b>	<b>(160,247)</b>	<b>(1.5)</b>	<b>42.3</b>
<b>税引前当期利益(損失)</b>	<b>(6,691)</b>	<b>(794,578)</b>	<b>(7.5)</b>	<b>37,672</b>	<b>0.4</b>	<b>(2,209.2)</b>	<b>(354,029)</b>	<b>(3.3)</b>	<b>124.4</b>
法人税等、住民税及び事業税	1,161	137,936	1.3	(154,239)	(1.5)	(189.4)	514,872	4.9	(73.2)
少数株主損益	352	41,813	0.4	(3,985)	0.0	(1,149.3)	23,146	0.2	80.6
持分法による投資損失	(11,582)	(1,375,338)	(13.0)	(1,217,755)	(12.3)	12.9	(1,480,411)	(14.0)	(7.1)
<b>当期損失</b>	<b>(19,082)</b>	<b>(2,266,039)</b>	<b>(21.4%)</b>	<b>(1,029,829)</b>	<b>(10.4%)</b>	<b>120.0%</b>	<b>(2,326,166)</b>	<b>(22.0%)</b>	<b>(2.6%)</b>
1株あたり当期損失		(100,802)		(45,811)			(103,477)		
米国預託証券1単位あたり当期損失		(50.40)		(22.91)			(51.74)		
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): 2002年12月期につきましては、米ドル換算レート118.75円=1米ドル(2002/12/31)にて参考表示しております。

注記(2): 2002年6月期よりIIJデータセンター接続サービス収入を付加価値サービスから専用線接続サービスに変更しております。2001年12月期についても現在の表示方法に合わせて組替えを行っており、その結果専用線接続サービス収入は組替前と比較し、201,554千円増加しております。

株式会社 インターネットイニシアティブ  
 四半期累計連結損益計算書(米国会計基準未監査)

Appendix 2

2002年12月期累計、2001年12月期累計

JPY/千円単位、USD/千米ドル単位 (1)

	前年同四半期累計比較					
	2002年12月期累計			2001年12月期累計		
	USD (1)	JPY	対営業収益 %	JPY	対営業収益 %	対前年同四半期 %
<b>営業収益:</b>						
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(2)	88,200	10,473,722	33.8%	10,660,201	38.3%	(1.7%)
ダイヤルアップ接続サービス	20,128	2,390,179	7.7	2,799,812	10.1	(14.6)
付加価値サービス(2)	22,497	2,671,448	8.6	2,276,654	8.2	17.3
その他	11,322	1,344,530	4.4	1,134,795	4.1	18.5
インターネット接続及び付加価値サービス収入合計	142,147	16,879,879	54.5	16,871,462	60.7	0.0
システムインテグレーション	85,113	10,107,204	32.6	9,023,339	32.5	12.0
機器販売	33,634	3,994,039	12.9	1,900,038	6.8	110.2
<b>営業収益合計</b>	<b>260,894</b>	<b>30,981,122</b>	<b>100.0</b>	<b>27,794,839</b>	<b>100.0</b>	<b>11.5</b>
<b>営業費用:</b>						
インターネット接続及び付加価値サービス原価	129,294	15,353,621	49.6	14,689,111	52.9	4.5
システムインテグレーション原価	74,463	8,842,530	28.5	7,579,795	27.3	16.7
機器販売原価	31,816	3,778,191	12.2	1,674,735	6.0	125.6
売上原価合計	235,573	27,974,342	90.3	23,943,641	86.2	16.8
販売費	20,101	2,386,931	7.7	2,373,208	8.5	0.6
一般管理費	12,994	1,543,002	5.0	1,359,149	4.9	13.5
研究開発費	2,537	301,304	1.0	251,280	0.9	19.9
<b>営業費用合計</b>	<b>271,205</b>	<b>32,205,579</b>	<b>104.0</b>	<b>27,927,278</b>	<b>100.5</b>	<b>15.3</b>
<b>営業損失</b>	<b>(10,311)</b>	<b>(1,224,457)</b>	<b>(4.0)</b>	<b>(132,439)</b>	<b>(0.5)</b>	<b>824.5</b>
<b>その他の費用</b>	<b>(7,656)</b>	<b>(909,141)</b>	<b>(2.9)</b>	<b>(605,448)</b>	<b>(2.2)</b>	<b>50.2</b>
<b>税引前当期損失</b>	<b>(17,967)</b>	<b>(2,133,598)</b>	<b>(6.9)</b>	<b>(737,887)</b>	<b>(2.7)</b>	<b>189.1</b>
法人税等、住民税及び事業税	6,856	814,109	2.6	1,239,416	4.4	(34.3)
少数株主損益	1,111	131,909	0.4	33,316	0.1	295.9
持分法による投資損失	(36,812)	(4,371,424)	(14.1)	(3,835,479)	(13.8)	14.0
<b>当期損失</b>	<b>(60,524)</b>	<b>(7,187,222)</b>	<b>(23.2%)</b>	<b>(5,779,466)</b>	<b>(20.8%)</b>	<b>24.4%</b>
1株あたり当期損失		(319,716)		(257,094)		
米国預託証券1単位あたり当期損失		(159.86)		(128.55)		
期中平均発行済株式総数		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		

注記(1): 2002年12月期につきましては、米ドル換算レート118.75円=1米ドル(2002/12/31)にて参考表示しております。

注記(2): 2002年6月期よりIJデータセンター接続サービスを付加価値サービスから専用線接続サービスに変更しております。2001年12月期累計についても現在の表示方法に合わせて組替えを行っており、その結果専用線接続サービス収入は組替前と比較し、503,763千円増加しております。

**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(米国会計基準未監査)**  
 2002年12月期、2001年12月期、2002年9月期  
 JPY/千円単位、USD/千ドル単位<sup>(1)</sup>

Appendix 3

	2002年12月期			2001年12月期		2002年9月期	
	USD <sup>(1)</sup>	JPY	%	JPY	%	JPY	%
<b>資産の部</b>							
<b>流動資産:</b>							
現金及び現金同等物	35,963	4,270,613	11.4%	11,166,077	25.9%	4,772,753	12.2%
売掛金	61,517	7,305,169	19.5	5,830,688	13.5	7,844,256	20.1
棚卸資産	6,854	813,863	2.2	228,063	0.5	415,771	1.1
前払費用	7,434	882,854	2.4	806,515	1.9	498,668	1.3
その他流動資産	1,144	135,828	0.4	425,411	1.0	141,923	0.3
<b>流動資産合計</b>	<b>112,912</b>	<b>13,408,327</b>	<b>35.9</b>	<b>18,456,754</b>	<b>42.8</b>	<b>13,673,371</b>	<b>35.0</b>
関連会社投資等	38,085	4,522,602	12.1	10,386,964	24.1	5,896,219	15.1
その他投資	29,151	3,461,695	9.2	4,814,114	11.1	3,751,532	9.6
有形固定資産等	74,932	8,898,123	23.8	7,609,238	17.6	8,617,873	22.1
拘束預金 <sup>(2)</sup>	42,105	5,000,000	13.4	0	0.0	5,000,000	12.8
敷金保証金	11,533	1,369,596	3.7	1,263,819	2.9	1,392,519	3.6
その他資産	5,895	699,998	1.9	638,652	1.5	706,828	1.8
<b>資産合計</b>	<b>314,613</b>	<b>37,360,341</b>	<b>100.0%</b>	<b>43,169,541</b>	<b>100.0%</b>	<b>39,038,342</b>	<b>100.0%</b>
<b>負債及び資本の部</b>							
<b>流動負債:</b>							
短期借入金	37,979	4,510,000	12.1%	3,700,214	8.6%	4,832,286	12.4%
買掛金及び未払金	49,287	5,852,779	15.7	3,428,098	7.9	5,131,068	13.1
未払費用	3,068	364,366	1.0	292,996	0.7	271,557	0.7
その他流動負債	4,806	570,719	1.5	696,682	1.6	442,564	1.1
1年以内に期限到来の長期借入金	10,105	1,200,000	3.2	1,200,000	2.8	1,400,000	3.6
短期リース債務	20,419	2,424,701	6.5	1,928,505	4.5	2,271,145	5.8
<b>流動負債合計</b>	<b>125,664</b>	<b>14,922,565</b>	<b>40.0</b>	<b>11,246,495</b>	<b>26.1</b>	<b>14,348,620</b>	<b>36.7</b>
長期借入金	28,631	3,400,000	9.1	3,600,000	8.3	3,400,000	8.7
転換社債	126,316	15,000,000	40.1	15,000,000	34.7	15,000,000	38.4
長期リース債務	29,163	3,463,132	9.3	2,969,253	6.9	3,250,922	8.4
退職給付引当金	632	75,047	0.2	126,085	0.3	83,058	0.2
その他固定負債	1,557	184,847	0.5	34,238	0.1	153,993	0.4
<b>負債合計</b>	<b>311,963</b>	<b>37,045,591</b>	<b>99.2</b>	<b>32,976,071</b>	<b>76.4</b>	<b>36,236,593</b>	<b>92.8</b>
少数株主持分	7,586	900,837	2.4	1,023,897	2.4	942,650	2.4
<b>資本:</b>							
資本金	59,641	7,082,336	18.9	7,082,336	16.4	7,082,336	18.1
資本準備金	143,733	17,068,353	45.7	17,068,353	39.5	17,068,353	43.7
欠損金	(213,859)	(25,395,691)	(68.0)	(16,541,800)	(38.3)	(23,129,652)	(59.2)
その他有価証券評価差額金等	5,549	658,915	1.8	1,560,684	3.6	838,062	2.2
<b>資本合計</b>	<b>(4,936)</b>	<b>(586,087)</b>	<b>(1.6)</b>	<b>9,169,573</b>	<b>21.2</b>	<b>1,859,099</b>	<b>4.8</b>
<b>負債、少数株主持分及び資本合計</b>	<b>314,613</b>	<b>37,360,341</b>	<b>100.0%</b>	<b>43,169,541</b>	<b>100.0%</b>	<b>39,038,342</b>	<b>100.0%</b>

注記(1): 2002年12月期につきましては、米ドル換算レート118.75円=1米ドル(2002/12/31)にて参考表示しております。

注記(2): 2002年5月末において、株式会社クロスウェイコミュニケーションズと日本の四銀行との間で締結したキャッシュディフィシエンシーサポート契約に基づき、四銀行中の一行の拘束勘定に50億円を預金しております。

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(米国会計基準未監査)  
 2002年12月期、2001年12月期、2002年9月期  
 JPY/千円単位、USD/千米ドル単位 (1)

Appendix 4

	2002年12月期		2001年12月期	2002年9月期
	USD (1)	JPY	JPY	JPY
<b>営業活動によるキャッシュフロー:</b>				
当期損失	(19,083)	(2,266,039)	(1,029,829)	(2,326,166)
減価償却費等	7,940	942,854	783,194	883,732
持分法による投資損失	11,582	1,375,338	1,217,755	1,480,411
少数株主損益	(352)	(41,813)	3,985	(23,146)
為替差損(差益)	276	32,834	(379,315)	(39,060)
投資有価証券評価損等	-	-	299,428	13,620
売掛金の減少(増加)額	4,160	493,961	175,291	(972,056)
買掛金及び未払金の増加(減少)額	8,707	1,033,939	(1,103,244)	7,462
棚卸資産の減少(増加)額	(3,352)	(398,092)	784,340	(142,950)
法人税等調整額	1,113	132,230	(159,611)	509,228
その他	(446)	(52,956)	(8,113)	(8,051)
<b>営業活動によるキャッシュフロー</b>	<b>10,545</b>	<b>1,252,256</b>	<b>583,881</b>	<b>(616,976)</b>
<b>投資活動によるキャッシュフロー:</b>				
有形固定資産等の取得による支出	(4,254)	(505,169)	(162,852)	(222,308)
関連会社への投資および貸付	-	-	(17,497)	-
その他投資の取得による支出	(239)	(28,377)	-	(33,294)
敷金保証金の返還(支出)	194	22,972	(373,471)	(87,518)
その他	(257)	(30,506)	(7,718)	2,953
<b>投資活動によるキャッシュフロー</b>	<b>(4,556)</b>	<b>(541,080)</b>	<b>(561,538)</b>	<b>(340,167)</b>
<b>財務活動によるキャッシュフロー:</b>				
長期借入金の返済による支出	(1,684)	(200,000)	-	-
リース債務の元本返済による支出	(5,487)	(651,546)	(530,423)	(601,144)
短期借入金の純増減額	(2,714)	(322,254)	(70,231)	282,164
<b>財務活動によるキャッシュフロー</b>	<b>(9,885)</b>	<b>(1,173,800)</b>	<b>(600,654)</b>	<b>(318,980)</b>
<b>現金及び現金同等物に係る換算差額</b>	<b>(333)</b>	<b>(39,516)</b>	<b>332,421</b>	<b>34,183</b>
<b>現金及び現金同等物の減少額</b>	<b>(4,229)</b>	<b>(502,140)</b>	<b>(245,890)</b>	<b>(1,241,940)</b>
<b>現金及び現金同等物の期首残高</b>	<b>40,192</b>	<b>4,772,753</b>	<b>11,411,967</b>	<b>6,014,693</b>
<b>現金及び現金同等物の期末残高</b>	<b>35,963</b>	<b>4,270,613</b>	<b>11,166,077</b>	<b>4,772,753</b>

注記(1): 2002年12月期につきましては、米ドル換算レート118.75円=1米ドル(2002/12/31)にて参考表示しております。



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***IIJ Announces 3<sup>rd</sup> Quarter 2002 Results for the Quarter Ended December 31, 2002***

*-- IIJ continues pursuit of broadband strategies for further growth --*

**Tokyo, February 13, 2003 / New York, February 12, 2003** – Internet Initiative Japan Inc. (Nasdaq: IIJ) (“IIJ”), one of Japan’s leading Internet access and comprehensive network solutions providers, today announced its financial results for the 3<sup>rd</sup> quarter of the fiscal year ending March 31, 2003 (“fiscal 2002”). On February 13 at 9:00 am (EST), the Company will host a conference call to discuss the results and its outlook. There will be a simultaneous webcast available at [www.vcall.com](http://www.vcall.com). A replay will also be available at the same URL.

**The 3<sup>rd</sup> Quarter of FY2002 Results Summary**

- In 3Q02, total revenues totaled to JPY10.6 billion (\$89.0 million) despite the prolonged sluggishness of Japan’s economy. This represents an increase of 6.3% compared to 3Q01 and no change from 2Q02.
- IIJ reported an operating loss of JPY567 million (\$4.8 million) in 3Q02. This represents a decrease from JPY151 million of operating profit in 3Q01, and a decrease from the JPY194 million operating loss in 2Q02. The results reflected IIJ’s evolving strategic initiatives in Japan’s growing broadband market, which includes reinforcing IIJ’s network infrastructure for broadband transmission.
- Adjusted EBITDA<sup>(1)</sup> was JPY349 million.
- For 4Q02, IIJ expects total revenues to be between JPY12.5 billion (\$105.3 million) and JPY13.0 billion (\$109.5 million), the highest amount of quarterly revenue in IIJ’s history. The revenue growth is expected to be driven by a strong Systems Integration (SI) business. The Company expects its operating profitability to improve in 4Q02.
- For the full 2002 fiscal year, IIJ expects total revenues to grow by approximately 10% compared to fiscal 2001.
- IIJ is currently preparing for a series of improvements to its capital structure, which will be effective by the end of March 2003.

<sup>(1)</sup> Adjusted EBITDA represents operating income (loss) plus depreciation and amortization. Adjusted EBITDA is provided because it is a measure commonly used by investors to analyze and compare companies on the basis of operating performance. Adjusted EBITDA is not a measurement of financial performance under generally accepted accounting principles and should not be construed as a substitute for operating income, net income or cash flows from operating activities for purposes of analyzing our operating performance, financial position and cash flows. Our adjusted EBITDA is not necessarily comparable with similarly titled measures for other companies.

Note: Translations of Japanese yen amounts into US dollars are solely for the convenience of readers outside of Japan and have been made at the rate of JPY118.75 = US\$1, the approximate exchange rate on December 31, 2002.

**Overview of 3Q02 Results and Business Outlook**

**Overview** “The 3Q02 results demonstrate that our strategic focus on the “broadband” and “enterprise markets” is successfully contributing to our steady growth, despite the prolonged sluggishness of Japan’s economy,” said Koichi Suzuki, President and CEO of IIJ. “In the changing environment for IP-based technology, the IIJ Group will continue to strengthen its position as a top IP engineering company, while capitalizing on the demand in the high-end corporate market.”

Recently, IIJ acquired various large-scale outsourcing contracts, including contracts with Plala Networks- an affiliate of NTT East, Panasonic hi-ho of Matsushita Electronic group, Hitachi group and Ricoh group.

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**Operating Profitability** Although IIJ expects improvements in its operating profitability in 4Q02, it has posted operating losses for the past three consecutive quarters. “For our revenues to grow further in fiscal 2003, we decided to pursue a strategy of strengthening our network infrastructure through the construction of the CDN (Content Delivery Network) platform, which is the primary cause of our increased expenses,” said Yasuhiro Nishi, CFO of IIJ. “We expect that there is approximately a six to nine month time-lag until such broadband projects becoming profitable. We believe that the current strategy will strengthen our position as a leader in the broadband market in Japan.”

**Capital Improvement Plan** IIJ is currently preparing for a series of capital improvements that will secure the financial means to allow IIJ to continue the implementation of its growth strategy, which will be effective by the end of March 2003. Details for the plan will be announced when finalized.

**Discussion with PoweredCom** IIJ, its 37.9% affiliate Crosswave Communications (“Crosswave”) and PoweredCom, Inc. (“PoweredCom”) agreed to extend the period for discussions regarding a possible integration of their businesses until the end of March 2003.

### Market Prospects

**Customer Base** In 3Q02, revenues from IIJ’s top 150 customers accounted for approximately half of total revenues. IIJ has been actively cross-selling its Value-added Services, SI services and Data Center Services to existing users of its Dedicated Access Services. Cross-selling rates for 3Q02 are detailed in the following table. Going forward, IIJ expects its strategic marketing focus on Data Center Services to further increase the cross-selling rates.

#### IIJ Approximate Cross-selling rates among Top150 Customers in 3Q02 (Unit: %)

	Value-added Service	SI	Data Center Service
Dedicated Access Service	67	53	25

For example, in 3Q02, 67% of customers who use IIJ’s Dedicated Access Service also signed up for IIJ’s Value-added Service.

**Broadband Solutions** In the ISP market, IIJ expects to continue acquiring network-outsourcing contracts from major ISPs and network operators in Japan. In the CATV market, IIJ expects to continue increasing the number of its CATV customers. As of December 2002, the number of CATV operators connected to IIJ was 46, which represents approximately 60% of Japan’s CATV Internet market. In the SME (Small and Medium-sized Enterprise) market, IIJ expects to increase the number of contracts in second-tier package services with 10Mbps or 100Mbps access, such as with IIJ Fiber Access/F service. The number of contracts for 3Q02 is provided in Table 1 in the financial section.

#### Number of broadband subscribers in Japan (Unit: Thousand)

Type of broadband connectivity	December 02	September 02	December 01
ADSL (Asymmetric Digital Subscriber Line)	5,646	4,223	1,525
CATV Internet	1,954	1,800	1,303
FTTH (Fiber to The Home )	206	114	n.a

Source: Ministry of Public Management, Home Affairs, Posts and Telecommunications.

**WAN Solutions** In response to the growing demand in the enterprise WAN (Wide Area Network) market, IIJ continues to maintain its marketing focus on IIJ VPN Standard, a VPN (Virtual Private Network) service for SMEs. At the same time, IIJ is also focusing on supporting sales activities of Crosswave’s WAN solution, Wide-area Ethernet Standard, which is for larger-scale customers.

**Data Center Solutions** IIJ recently opened two data centers in Yokohama and Saitama. The Company expects the new data centers to function as the hub for the IIJ Group’s suite of total network solution services, and to help differentiate the Company from other conventional service providers. As operations for network applications become more mission-critical, IIJ expects revenues from its application gateway services that utilize data center facilities to grow. The IIJ Group’s gateway solutions include IIJ Mail Gateway Service (email virus check, email audit and email archive), IIJ Web Filtering Service (web access control) and IIJ ID Gateway Service (remote access to internal network).



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In February 2003, the IIJ Group acquired a large-scale email-outsourcing contract from the Ricoh group.

**Systems Integration (SI) Services** Drawing upon its accumulated experience in component-based SI service offerings, IIJ Technology, IIJ's 64.0% subsidiary specializing in the SI business, announced the development of a new data center service called the Resource on Demand Data Center Service (see details in the "3<sup>rd</sup> Quarter FY2002 Operating Highlights" section). IIJ is positioning the new DC service as the key feature for data center marketing for the IIJ Group.

**Forecasted Financial Performance for 4Q02** For 4Q02, IIJ expects total revenues to be between JPY12.5 billion and JPY13.0 billion, the highest amount of quarterly revenues in IIJ's history. The revenue growth is expected to be driven by strength in the SI business. The Company expects operating profitability to improve in 4Q02. For the full 2002 fiscal year, IIJ expects total revenues to grow by approximately 10% compared to fiscal 2001.

### **Status of Overview and Business Outlook**

This Overview and Business Outlook contains forward-looking statements and projections such as statement regarding 4Q02 total revenues and operating profitability that are subject to known and unknown risks and uncertainties that could cause actual results to differ materially from those expressed or implied by these 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 on Form 20-F and Form 6-K, as well as other filings and documents furnished to the Securities and Exchange Commission. IIJ plans to keep this press release publicly available on its Web site ([www.iij.ad.jp](http://www.iij.ad.jp)), but may discontinue this practice at any time. IIJ intends to publish its next Overview and Business Outlook in its 4Q02 earnings release, presently scheduled for May 20, 2003. In conjunction with the 3Q02 earnings announcement, IIJ will hold a webcasted conference made available to the public at [www.vcall.com](http://www.vcall.com).

## **3<sup>rd</sup> Quarter FY2002 Operating Highlights**

### **Best Service Provider Award**

In December 2002, IIJ was named the "best service provider of year 2002" in a major annual survey conducted by Nikkei Communications, a leading telecom industry trade magazine. According to the survey, which was based on responses from 856 corporations in Japan, IIJ was ranked number one in three of the four total qualifying categories, including "broadband service", "dedicated access service" and "dialup access service."

### **Ranking of best service provider survey 2002**

	Broadband service	Dedicated access service	Dialup access service
1	IIJ	IIJ	IIJ
2	Nifty	Poweredcom	NEC
3	NTT Communications	Jens	Nifty
4	KDDI	Cable & Wireless IDC	AT&T
5	Japan Telecom	Fujitsu	NTT Communications

Source: Nikkei Communications December 2002

### **New Service Developments under the Total Network Solutions Approach**

**Broadband Solutions** In December 2002, IIJ won an outsourcing contract from Plala Networks Inc. ("Plala"), one of Japan's leading ISPs (Internet Service Provider), and an affiliate of NTT East. By utilizing a part of the CDN platform, IIJ provides network infrastructure and account management functions for Plala's new service for the retail market. Revenues from CDN services are recognized as a part of the "Connectivity and value-added services" and "Systems integration services" categories in IIJ's financial statements, depending on the specific service requirements.

**WAN Solutions** In November 2002, IIJ launched an Internet-VPN service called "IIJ VPN Standard", which enables corporate customers to construct private networks by utilizing inexpensive broadband access lines such as ADSL and FTTH. Revenues from this service are recognized as Value-added services in IIJ's financial statements. In addition, IIJ expects revenues to increase for its Connectivity Services since customers also need Internet connectivity for their VPN constructions.

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*Data Center Solutions* In November 2002, IIJ announced that it would begin a new data center service called "Resource on Demand DC Service" starting February 2003. The new service will be comprised of various network, facility and engineering resources that enable customers to utilize these resources as much as they need, whenever they need. Fees for the service will depend on customer requirements.

*Security Solutions* In December 2002, IIJ started a low-cost managed firewall service called "IIJ Security Lite" that targets SMEs. Also in December 2002, IIJ started a free security scanning service called "Network Sweep", which is a promotional service and is available to all customers of IIJ's security services at no extra charge. Revenues from IIJ security solutions are recognized under "Connectivity and Value-added Services" in IIJ's financial statements.

*Router Solutions* In November 2002, IIJ introduced a new router product called "SEIL/neu ATM", which provides various control functions that are optimized for high quality ATM (Asynchronous Transfer Mode)-based networks for enterprises and telecom carriers. Revenue from SEIL/neu ATM is recognized as a part of the "Equipment Sales" category in IIJ's financial statements.

### *Network Infrastructure Development*

In 3Q02, IIJ increased the capacity of eleven of its domestic backbone network lines. IIJ also upgraded its US backbone network that runs between Los Angeles, California and Ashburn, Virginia.

### *R&D (IPv6)*

With IPv6 multicast streaming technologies, IIJ broadcasted a part of the Global IPv6 Summit programs in December 2002, which marked the first time in Japan that the IPv6 multicast streaming technologies were used nationwide for IPv6 users, including consumer households.

### *Key Developments of IIJ Group Companies*

Asia Internet Holding Co., Ltd., the Company's 26.7% affiliate, has completed a capacity increase for its link with Malaysia's Jaring to 45Mbps. Jaring is one of the largest ISPs in Malaysia.

IIJ America Inc., the Company's 91.3% owned subsidiary, launched a new security monitoring service called "Security CheckUp" for companies in the U.S. The new service scans for security holes in customers' servers and enterprise networks.

IIJ Media Communications, the Company's 50.1% owned subsidiary, launched "Easy Pack Live", an economical Internet broadcasting service. Revenues from the IIJ-MC service are recognized as a part of the "Systems Integration" category in IIJ's income statement.

Internet Multifeed Co., the Company's 26.0% owned affiliate, announced that it would introduce Japan's first 10Gbps ethernet interface as a part of its JPNAP Service, Japan's major distributed IX (Internet exchange) service, starting in January 2003.

## **3<sup>rd</sup> Quarter FY2002 Financial Results**

### ***Revenues***

Revenues in 3Q02 totaled JPY10,564 million, an increase of 6.3% compared to 3Q01, though flat compared to 2Q02.

**Connectivity services and value-added services** revenues were JPY5,561 million in 3Q02, a decrease of 1.0% compared to 3Q01 and a decrease of 2.4% compared to 2Q02.

Dedicated access services revenues were JPY3,404 million in 3Q02, a decrease of 3.8% compared to 3Q01 and a decrease of 4.0% compared to 2Q02. IP services, including Data center connectivity services, decreased 4.1% in 3Q02 compared to 2Q02, due to the cancellation by a telecom service arm of a regional electric power company. Conventional second-tier services, IIJ Economy Service (64-128kbps) and IIJ T1 Standard Service (1.5Mbps), also decreased, because customers in the category have gradually been migrating to new services such as the IIJ FiberAccess/F service (10-100Mbps) and IIJ DSL/F service (1.5-12Mbps).

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Dial-up access service revenues were JPY776 million in 3Q02, a decrease of 12.2% compared to 3Q01 and a decrease of 2.0% compared to 2Q02. The decline in revenues from Dial-up access services has been offset by the steady revenue growth of IIJ's various OEM services, which include NTT's regional L-mode service and other network services through the CDN platform.

**Value-added services** revenues increased 12.4% to JPY913 million in 3Q02 compared to 3Q01 and 2.2% compared to 2Q02. These increases were mainly due to the revenue growth of security related services.

**Systems integration services** revenues increased 8.6% to JPY3,684 million in 3Q02 compared to 3Q01 and 19.1% compared to 2Q02, as revenues from customers in the financial service sector continued to increase steadily.

**Equipment sales** revenues were JPY1,319 million in 3Q02, an increase of 42.2% compared to 3Q01 and a decrease of 25.7% compared to 2Q02.

**Table 1. Number of Contracts**

<b>Internet Access Services</b>	<b>3Q02</b>	<b>2Q02</b>	<b>3Q01</b>
<i>IP Service</i> 64kbps – 128kbps	<b>130</b>	111	176
192kbps – 768kbps	<b>37</b>	30	46
1Mbps – 2Mbps	<b>279</b>	266	269
3Mbps – 1.2Gbps	<b>212</b>	205	131
<i>Internet Data Center Connectivity Services</i> <sup>(2)</sup>	<b>139</b>	129	100
<i>Others</i> <sup>(3)</sup>	<b>3,922</b>	3,568	2,516
<b>Total Dedicated Access Services Contracts</b>	<b>4,719</b>	4,309	3,238

<sup>(2)</sup> The figures of Internet data center connectivity services do not include contracts for data center housing services.

<sup>(3)</sup> Others include, IIJ FiberAccess/F, IIJ Ethernet Standard, IIJ DSL/F, IIJT1 Standard and IIJ Economy.

<i>IIJ4U</i> (dialup services for individuals)	<b>82,193</b>	84,432	91,924
<b>Others</b>	<b>370,543</b>	309,950	114,676
<b>Total Dial-up Access Services Contracts</b>	<b>452,736</b>	394,382	206,600

**Table 2. Revenue Breakdown in Dedicated Access Services** (JPY in millions)

	<b>3Q02</b>	<b>2Q02</b>	<b>3Q01</b>
<b>Total IP Service + DC connectivity</b>	<b>2,548</b>	2,657	2,520
<b>Others</b>	<b>856</b>	889	1,020

**Table 3. Contracted Bandwidth** (Unit: Giga bits per second)

	<b>3Q02</b>	<b>2Q02</b>	<b>3Q01</b>
<b>Dedicated Access Services</b>	<b>23.3</b>	18.0	7.7
<b>Internet Data Center Connectivity Service</b>	<b>7.0</b>	4.7	0.7
<b>Total Contracted Bandwidth</b>	<b>30.3</b>	22.7	8.4

### *Cost and expenses*

**Cost of total revenues** was JPY9,607 million in 3Q02, an increase of 13.4% compared to 3Q01, and an increase of 2.1% compared to 2Q02.

### Backbone Costs

International backbone costs were JPY432 million, a decrease of 19.4% compared to 3Q01 and a decrease of 3.6% compared to 2Q02.

Domestic backbone costs were JPY902 million, an increase of 16.7% compared to 3Q01 and an increase of 10.7% compared to 2Q02. These increases were a result of an increase in connection fees

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with NTT's regional access networks (Flets), along with the implementation of its broadband strategy to strengthen its backbone network for providing various broadband network services and solutions nationwide.

**Table 4. Backbone Costs** (JPY in millions)

	3Q02	2Q02	3Q01
<b>International Backbone Costs</b>	<b>432</b>	448	536
<b>Domestic Backbone Costs</b>	<b>902</b>	815	772

### Cost of SI (Systems Integration) revenues

Cost of SI revenues was JPY3,173 million in 3Q02, an increase of 10.7% compared to 3Q01 and an increase of 18.3% compared to 2Q02. The gross margin ratio for SI deteriorated to 13.9% in 3Q02 compared to 15.5% in 3Q01, but improved from 13.3% in 2Q02.

### Sales and Marketing Expenses

Sales and marketing expenses were JPY894 million in 3Q02, an increase of 21.7% compared to 3Q01 and an increase of 20.3% compared to 2Q02. These increases were a result of the increase in promotional expenses for the CDN platform services and bad debt expenses of JPY50 million for certain customers.

### General and administrative expenses

General and administrative expenses were JPY512 million in 3Q02, an increase of 3.7% compared to 3Q01 but a decrease of 0.5% compared to 2Q02.

### ***Operating loss***

Primarily as a result of the decrease of Dedicated access service revenues and the increase of domestic backbone costs and sales and marketing expenses, the operating loss increased to JPY567 million in 3Q02 compared to operating income of JPY151 million in 3Q01 and a loss of JPY194 million in 2Q02. The operating income (loss)-to-revenue ratio for 3Q02 was (-)5.4%, compared to 1.5% in 3Q01, and to (-)1.8% in 2Q02.

### ***Other expenses***

Other expenses for 3Q02 were JPY228 million, compared to JPY114 million in 3Q01 and JPY160 million in 2Q02. IIJ recorded a foreign exchange loss of JPY35 million on dollar denominated monetary assets due to the appreciation of the Japanese Yen against the U.S. dollar in 3Q02. This compared to exchange gain of JPY379 million in 3Q01 and to exchange gain of JPY54 million in 2Q02. In 3Q01, IIJ recorded a JPY299 million of impairment loss on marketable equity security investment, which offset a foreign exchange gain of JPY379 million.

### ***Income tax expense***

Income tax expense for 3Q02 was JPY138 million, compared to benefit of JPY154 million in 3Q01 and an expense of JPY515 million in 2Q02. This is a result of an increase in the valuation allowance for deferred tax assets attributable primarily to the income tax effect of decreasing unrealized gains during the quarter on certain available-for-sale-securities.

### ***Equity in net loss of equity method investees***

Equity in net loss of equity method investees amounted to JPY1,375 million in 3Q02, compared to JPY1,218 million in 3Q01, and JPY1,480 million in 2Q02. This is mostly attributed to the equity loss in Crosswave.

### ***Net loss***

Net loss was JPY2,266 million in 3Q02, compared to JPY1,030 million in 3Q01 and JPY2,326 million in 2Q02. Basic net loss per ADS equivalent was JPY(-)50.40 in 3Q02, compared to JPY(-)22.91 in 3Q01 and JPY(-)51.74 in 2Q02.

## Internet Initiative Japan Inc.

February 12, 2003

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**Table 5. Other Financial Statistics** (JPY in millions)

	3Q02	2Q02	3Q01
Adjusted EBITDA	349	662	904
CAPEX, including capitalized leases	1,519	1,504	804
Depreciation and amortization <sup>(4)</sup>	943	884	783

<sup>(4)</sup> Depreciation and amortization includes amortization of issuance cost of convertible notes.

### Company Information

Founded in 1992, Internet Initiative Japan Inc. (IIJ, NASDAQ: IJJ) is Japan's leading Internet-access and comprehensive network solutions provider. The company 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 network solutions that mainly cater to high-end corporate customers. Services range from the delivery of new generation network services over an optical-fiber infrastructure that is optimized for data communications, to the construction of pan-Asian IP backbone networks. The company also offers high-quality systems integration and security services, internet access, hosting/housing, and content design.

*Statements made in this press release regarding 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, such as statements regarding 4Q02 and fiscal year 2002 total revenues and operating profitability, 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 expectation that net losses will continue; IIJ's ability to raise additional capital to cover its accumulated deficit; 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 to from time to time in IIJ's filings on Form 20F of its annual report and other filings with the United States Securities and Exchange Commission.*

**Tables to follow**

**INTERNET INITIATIVE JAPAN INC.**  
**CONSOLIDATED STATEMENTS OF OPERATIONS (UNAUDITED)**

For the Three Months Ended Dec 31, 2002, Dec 31, 2001 and Sept 30, 2002

(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		
	Dec 31, 2002			Dec 31, 2001			Sept 30, 2002		
	USD (1)	JPY	% of Total Revenues	JPY	% of Total Revenues	YOY Chg %	JPY	% of Total Revenues	QOQ Chg %
<b>Revenues:</b>									
Connectivity and value-added services:									
Dedicated access services(2)	28,665	3,404,016	32.2%	3,539,924	35.6%	(3.8%)	3,546,372	33.6%	(4.0%)
Dial-up access services	6,536	776,173	7.4	883,698	8.9	(12.2)	791,738	7.5	(2.0)
Value-added services(2)	7,690	913,152	8.6	812,157	8.2	12.4	893,135	8.4	2.2
Other	3,938	467,629	4.4	379,188	3.8	23.3	467,976	4.4	(0.1)
Total connectivity and value-added services	46,829	5,560,970	52.6	5,614,967	56.5	(1.0)	5,699,221	53.9	(2.4)
Systems integration revenues	31,023	3,683,978	34.9	3,391,122	34.2	8.6	3,094,168	29.3	19.1
Equipment sales	11,104	1,318,630	12.5	927,545	9.3	42.2	1,774,953	16.8	(25.7)
<b>Total revenues</b>	<b>88,956</b>	<b>10,563,578</b>	<b>100.0</b>	<b>9,933,634</b>	<b>100.0</b>	<b>6.3</b>	<b>10,568,342</b>	<b>100.0</b>	<b>0.0</b>
<b>Costs and expenses:</b>									
Cost of connectivity and value-added services	43,620	5,179,920	49.0	4,774,788	48.1	8.5	5,081,186	48.1	1.9
Cost of systems integration revenues	26,722	3,173,211	30.0	2,865,601	28.8	10.7	2,681,946	25.3	18.3
Cost of equipment sales	10,561	1,254,073	11.9	832,972	8.4	50.6	1,648,106	15.6	(23.9)
Total costs	80,903	9,607,204	90.9	8,473,361	85.3	13.4	9,411,238	89.0	2.1
Sales and marketing	7,531	894,340	8.5	734,623	7.4	21.7	743,230	7.0	20.3
General and administrative	4,308	511,604	4.9	493,327	5.0	3.7	514,082	4.9	(0.5)
Research and development	985	116,950	1.1	80,946	0.8	44.5	93,574	0.9	25.0
<b>Total costs and expenses</b>	<b>93,727</b>	<b>11,130,098</b>	<b>105.4</b>	<b>9,782,257</b>	<b>98.5</b>	<b>13.8</b>	<b>10,762,124</b>	<b>101.8</b>	<b>3.4</b>
<b>Operating income (loss)</b>	<b>(4,771)</b>	<b>(566,520)</b>	<b>(5.4)</b>	<b>151,377</b>	<b>1.5</b>	<b>(474.2)</b>	<b>(193,782)</b>	<b>(1.8)</b>	<b>192.3</b>
<b>Other expenses</b>	<b>(1,920)</b>	<b>(228,058)</b>	<b>(2.1)</b>	<b>(113,705)</b>	<b>(1.1)</b>	<b>100.6</b>	<b>(160,247)</b>	<b>(1.5)</b>	<b>42.3</b>
<b>Income(Loss) before income tax expense(benefit)</b>	<b>(6,691)</b>	<b>(794,578)</b>	<b>(7.5)</b>	<b>37,672</b>	<b>0.4</b>	<b>(2,209.2)</b>	<b>(354,029)</b>	<b>(3.3)</b>	<b>124.4</b>
<b>Income tax expense(benefit)</b>	<b>1,161</b>	<b>137,936</b>	<b>1.3</b>	<b>(154,239)</b>	<b>(1.5)</b>	<b>(189.4)</b>	<b>514,872</b>	<b>4.9</b>	<b>(73.2)</b>
<b>Minority interests in consolidated subsidiaries</b>	<b>352</b>	<b>41,813</b>	<b>0.4</b>	<b>(3,985)</b>	<b>0.0</b>	<b>(1,149.3)</b>	<b>23,146</b>	<b>0.2</b>	<b>80.6</b>
<b>Equity in net loss of equity method investees</b>	<b>(11,582)</b>	<b>(1,375,338)</b>	<b>(13.0)</b>	<b>(1,217,755)</b>	<b>(12.3)</b>	<b>12.9</b>	<b>(1,480,411)</b>	<b>(14.0)</b>	<b>(7.1)</b>
<b>Net loss</b>	<b>(19,082)</b>	<b>(2,266,039)</b>	<b>(21.4%)</b>	<b>(1,029,829)</b>	<b>(10.4%)</b>	<b>120.0%</b>	<b>(2,326,166)</b>	<b>(22.0%)</b>	<b>(2.6%)</b>
<b>Basic Net Loss Per Share</b>		(100,802)		(45,811)			(103,477)		
<b>Basic Net Loss Per ADS Equivalent</b>		(50.40)		(22.91)			(51.74)		
<b>Weighted Average Number of Shares</b>		22,480		22,480			22,480		
<b>Weighted Average Number of ADS Equivalents</b>		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 Dec. 31, 2002 are included solely for the convenience of readers outside Japan and have been made at the rate of JPY 118.75 = \$1, the approximate rate of exchange on Dec 31, 2002.

Note (2): IJL datacenter connectivity services revenues have been reclassified from value added services revenues into dedicated access services revenues since the 1st quarter of FY2002. The 3rd quarter of FY2001 presented has been reclassified to conform to the current presentation and such reclassification resulted in an increase of dedicated access services revenue by Y201,554, as compared to the previous classification method.

**CONSOLIDATED STATEMENTS OF OPERATIONS (UNAUDITED)**

For the Nine Months Ended Dec 31, 2002 and Dec 31, 2001

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

	Year-over-year Comparison					
	Dec 31, 2002			Dec 31, 2001		
	USD <sup>(1)</sup>	JPY	% of Total Revenues	JPY	% of Total Revenues	YoY Chg %
<b>Revenues:</b>						
Connectivity and value-added services:						
Dedicated access services <sup>(2)</sup>	88,200	10,473,722	33.8%	10,660,201	38.3%	(1.7%)
Dial-up access services	20,128	2,390,179	7.7	2,799,812	10.1	(14.6)
Value-added services <sup>(2)</sup>	22,497	2,671,448	8.6	2,276,654	8.2	17.3
Other	11,322	1,344,530	4.4	1,134,795	4.1	18.5
Total connectivity and value-added services	142,147	16,879,879	54.5	16,871,462	60.7	0.0
Systems integration revenues	85,113	10,107,204	32.6	9,023,339	32.5	12.0
Equipment sales	33,634	3,994,039	12.9	1,900,038	6.8	110.2
<b>Total revenues</b>	260,894	30,981,122	100.0	27,794,839	100.0	11.5
<b>Costs and expenses:</b>						
Cost of connectivity and value-added services	129,294	15,353,621	49.6	14,689,111	52.9	4.5
Cost of systems integration revenues	74,463	8,842,530	28.5	7,579,795	27.3	16.7
Cost of other equipment sales	31,816	3,778,191	12.2	1,674,735	6.0	125.6
Total costs	235,573	27,974,342	90.3	23,943,641	86.2	16.8
Sales and marketing	20,101	2,386,931	7.7	2,373,208	8.5	0.6
General and administrative	12,994	1,543,002	5.0	1,359,149	4.9	13.5
Research and development	2,537	301,304	1.0	251,280	0.9	19.9
<b>Total costs and expenses</b>	271,205	32,205,579	104.0	27,927,278	100.5	15.3
<b>Operating loss</b>	(10,311)	(1,224,457)	(4.0)	(132,439)	(0.5)	824.5
<b>Other expenses</b>	(7,656)	(909,141)	(2.9)	(605,448)	(2.2)	50.2
<b>Loss before income tax expense</b>	(17,967)	(2,133,598)	(6.9)	(737,887)	(2.7)	189.1
<b>Income tax expense</b>	6,856	814,109	2.6	1,239,416	4.4	(34.3)
<b>Minority interests in consolidated subsidiaries</b>	1,111	131,909	0.4	33,316	0.1	295.9
<b>Equity in net loss of affiliated companies</b>	(36,812)	(4,371,424)	(14.1)	(3,835,479)	(13.8)	14.0
<b>Net loss</b>	(60,524)	(7,187,222)	(23.2%)	(5,779,466)	(20.8%)	24.4%
<b>Basic Net Loss Per Share</b>		(319,716)		(257,094)		
<b>Basic Net Loss Per ADS Equivalent</b>		(159.86)		(128.55)		
<b>Weighted Average Number of Shares</b>		22,480		22,480		
<b>Weighted Average Number of ADS Equivalents</b>		44,960,000		44,960,000		

Note (1): The translations of Japanese yen amounts into US dollar amounts with respect to the year ended Dec. 31, 2002 are included solely for the convenience of readers outside Japan and have been made at the rate of JPY 118.75 = \$1, the approximate rate of exchange on Dec 31, 2002.

Note (2): IJJ datacenter connectivity services revenues have been reclassified from value added services revenues into dedicated access services revenues since the 1st quarter of FY2002.

The 3rd quarter of FY2001 presented has been reclassified to conform to the current presentation and such reclassification resulted in an increase of dedicated access services revenues by Y503,763, as compared to the previous classification method.

**INTERNET INITIATIVE JAPAN INC.**  
**CONSOLIDATED BALANCE SHEETS (UNAUDITED)**  
As of Dec 31, 2002, Dec 31, 2001 and Sept 30, 2002  
(Expressed in Thousands of Japanese Yen (JPY) and U.S. Dollars (USD)) <sup>(1)</sup>

	Dec 31, 2002			Dec 31, 2001		Sept 30, 2002	
	USD <sup>(2)</sup>	JPY	%	JPY	%	JPY	%
<b>ASSETS</b>							
<b>Current Assets:</b>							
Cash	35,963	4,270,613	11.4%	11,166,077	25.9%	4,772,753	12.2%
Accounts receivable, net	61,517	7,305,169	19.5	5,830,688	13.5	7,844,256	20.1
Inventories	6,854	813,863	2.2	228,063	0.5	415,771	1.1
Prepaid expenses	7,434	882,854	2.4	806,515	1.9	498,668	1.3
Other current assets	1,144	135,828	0.4	425,411	1.0	141,923	0.3
<b>Total current assets</b>	<b>112,912</b>	<b>13,408,327</b>	<b>35.9</b>	<b>18,456,754</b>	<b>42.8</b>	<b>13,673,371</b>	<b>35.0</b>
<b>Investments in and Advances to Equity Method Investees</b>	<b>38,085</b>	<b>4,522,602</b>	<b>12.1</b>	<b>10,386,964</b>	<b>24.1</b>	<b>5,896,219</b>	<b>15.1</b>
<b>Other Investments</b>	<b>29,151</b>	<b>3,461,695</b>	<b>9.2</b>	<b>4,814,114</b>	<b>11.1</b>	<b>3,751,532</b>	<b>9.6</b>
<b>Property and Equipment, net</b>	<b>74,932</b>	<b>8,898,123</b>	<b>23.8</b>	<b>7,609,238</b>	<b>17.6</b>	<b>8,617,873</b>	<b>22.1</b>
<b>Restricted Cash<sup>(2)</sup></b>	<b>42,105</b>	<b>5,000,000</b>	<b>13.4</b>	<b>0</b>	<b>0.0</b>	<b>5,000,000</b>	<b>12.8</b>
<b>Guarantee Deposits</b>	<b>11,533</b>	<b>1,369,596</b>	<b>3.7</b>	<b>1,263,819</b>	<b>2.9</b>	<b>1,392,519</b>	<b>3.6</b>
<b>Other Assets</b>	<b>5,895</b>	<b>699,998</b>	<b>1.9</b>	<b>638,652</b>	<b>1.5</b>	<b>706,828</b>	<b>1.8</b>
<b>Total assets</b>	<b>314,613</b>	<b>37,360,341</b>	<b>100.0%</b>	<b>43,169,541</b>	<b>100.0%</b>	<b>39,038,342</b>	<b>100.0%</b>
<b>LIABILITIES AND SHAREHOLDERS' EQUITY</b>							
<b>Current Liabilities:</b>							
Short-term borrowings	37,979	4,510,000	12.1%	3,700,214	8.6%	4,832,286	12.4%
Accounts payable	49,287	5,852,779	15.7	3,428,098	7.9	5,131,068	13.1
Accrued expenses	3,068	364,366	1.0	292,996	0.7	271,557	0.7
Other current liabilities	4,806	570,719	1.5	696,682	1.6	442,564	1.1
Long-term borrowings-current portion	10,105	1,200,000	3.2	1,200,000	2.8	1,400,000	3.6
Capital lease obligations-current portion	20,419	2,424,701	6.5	1,928,505	4.5	2,271,145	5.8
<b>Total current liabilities</b>	<b>125,664</b>	<b>14,922,565</b>	<b>40.0</b>	<b>11,246,495</b>	<b>26.1</b>	<b>14,348,620</b>	<b>36.7</b>
<b>Long-term Borrowings</b>	<b>28,631</b>	<b>3,400,000</b>	<b>9.1</b>	<b>3,600,000</b>	<b>8.3</b>	<b>3,400,000</b>	<b>8.7</b>
<b>Convertible Notes</b>	<b>126,316</b>	<b>15,000,000</b>	<b>40.1</b>	<b>15,000,000</b>	<b>34.7</b>	<b>15,000,000</b>	<b>38.4</b>
<b>Capital Lease Obligations-Noncurrent</b>	<b>29,163</b>	<b>3,463,132</b>	<b>9.3</b>	<b>2,969,253</b>	<b>6.9</b>	<b>3,250,922</b>	<b>8.4</b>
<b>Accrued Retirement and Pension Costs</b>	<b>632</b>	<b>75,047</b>	<b>0.2</b>	<b>126,085</b>	<b>0.3</b>	<b>83,058</b>	<b>0.2</b>
<b>Other Noncurrent Liabilities</b>	<b>1,557</b>	<b>184,847</b>	<b>0.5</b>	<b>34,238</b>	<b>0.1</b>	<b>153,993</b>	<b>0.4</b>
<b>Total liabilities</b>	<b>311,963</b>	<b>37,045,591</b>	<b>99.2</b>	<b>32,976,071</b>	<b>76.4</b>	<b>36,236,593</b>	<b>92.8</b>
<b>Minority Interest</b>	<b>7,586</b>	<b>900,837</b>	<b>2.4</b>	<b>1,023,897</b>	<b>2.4</b>	<b>942,650</b>	<b>2.4</b>
<b>Shareholders' Equity:</b>							
<b>Common stock</b>	<b>59,641</b>	<b>7,082,336</b>	<b>18.9</b>	<b>7,082,336</b>	<b>16.4</b>	<b>7,082,336</b>	<b>18.1</b>
<b>Additional paid-in capital</b>	<b>143,733</b>	<b>17,068,353</b>	<b>45.7</b>	<b>17,068,353</b>	<b>39.5</b>	<b>17,068,353</b>	<b>43.7</b>
<b>Accumulated deficit</b>	<b>(213,859)</b>	<b>(25,395,691)</b>	<b>(68.0)</b>	<b>(16,541,800)</b>	<b>(38.3)</b>	<b>(23,129,652)</b>	<b>(59.2)</b>
<b>Accumulated other comprehensive income</b>	<b>5,549</b>	<b>658,915</b>	<b>1.8</b>	<b>1,560,684</b>	<b>3.6</b>	<b>838,062</b>	<b>2.2</b>
<b>Total shareholders' equity</b>	<b>(4,936)</b>	<b>(586,087)</b>	<b>(1.6)</b>	<b>9,169,573</b>	<b>21.2</b>	<b>1,859,099</b>	<b>4.8</b>
<b>Total liabilities and shareholders' equity</b>	<b>314,613</b>	<b>37,360,341</b>	<b>100.0%</b>	<b>43,169,541</b>	<b>100.0%</b>	<b>39,038,342</b>	<b>100.0%</b>

Note (1): The translations of Japanese yen amounts into US dollar amounts with respect to Dec. 31, 2002 are included solely for the convenience of readers outside Japan and have been made at the rate of JPY118.75 = \$1, the approximate rate of exchange on Dec 31, 2002.

Note (2): At the end of May, 2002, IJ deposited ¥5 billion into a restricted account with a participating bank under Cash Deficiency Support Agreement with Crossswave and four Japanese commercial banks.



**CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS (UNAUDITED)**

For the Three Months Ended Dec 31, 2002, Dec 31, 2001 and Sept 30, 2002

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

	Dec 31, 2002		Dec 31, 2001	Sept 30, 2002
	USD (1)	JPY	JPY	JPY
<b>Operating Activities:</b>				
Net loss	(19,083)	(2,266,039)	(1,029,829)	(2,326,166)
Depreciation and amortization	7,940	942,854	783,194	883,732
Equity in net loss of equity method investees	11,582	1,375,338	1,217,755	1,480,411
Minority interests in net (loss) income of consolidated subsidiaries	(352)	(41,813)	3,985	(23,146)
Foreign exchange losses (gains)	276	32,834	(379,315)	(39,060)
Losses on other investments	-	-	299,428	13,620
Decrease (increase) in accounts receivable	4,160	493,961	175,291	(972,056)
Increase (decrease) in accounts payable	8,707	1,033,939	(1,103,244)	7,462
Decrease (increase) in inventories	(3,352)	(398,092)	784,340	(142,950)
Deferred income taxes	1,113	132,230	(159,611)	509,228
Other	(446)	(52,956)	(8,113)	(8,051)
<b>Net cash provided by (used in) operating activities</b>	<b>10,545</b>	<b>1,252,256</b>	<b>583,881</b>	<b>(616,976)</b>
<b>Investing Activities:</b>				
Purchase of property and equipment	(4,254)	(505,169)	(162,852)	(222,308)
Investments in and advances to equity method investees	-	-	(17,497)	-
Purchase of other investments	(239)	(28,377)	-	(33,294)
(Payment) refund of guarantee deposits-net	194	22,972	(373,471)	(87,518)
Other	(257)	(30,506)	(7,718)	2,953
<b>Net cash used in investing activities</b>	<b>(4,556)</b>	<b>(541,080)</b>	<b>(561,538)</b>	<b>(340,167)</b>
<b>Financing Activities:</b>				
Repayments of long-term borrowings	(1,684)	(200,000)	-	-
Principal payments under capital leases	(5,487)	(651,546)	(530,423)	(601,144)
Net increase (decrease) in short-term borrowings	(2,714)	(322,254)	(70,231)	282,164
<b>Net cash used in financing activities</b>	<b>(9,885)</b>	<b>(1,173,800)</b>	<b>(600,654)</b>	<b>(318,980)</b>
<b>Effect of Exchange Rate Changes on Cash</b>	<b>(333)</b>	<b>(39,516)</b>	<b>332,421</b>	<b>34,183</b>
<b>Net Decrease in Cash</b>	<b>(4,229)</b>	<b>(502,140)</b>	<b>(245,890)</b>	<b>(1,241,940)</b>
<b>Cash, Beginning of Period</b>	<b>40,192</b>	<b>4,772,753</b>	<b>11,411,967</b>	<b>6,014,693</b>
<b>Cash, End of Period</b>	<b>35,963</b>	<b>4,270,613</b>	<b>11,166,077</b>	<b>4,772,753</b>

Note (1): The translations of Japanese yen amounts into US dollar amounts with respect to the three months ended Dec. 31, 2002 are included solely for the convenience of readers outside Japan and have been made at the rate of JPY118.75 = \$1, the approximate rate of exchange on Dec 31, 2002.