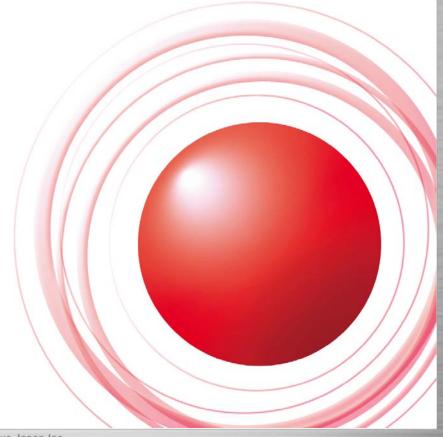
1st Half FY2010 Consolidated Financial Results



Internet Initiative Japan Inc. 2010.11.15

Ongoing Innovation



Agenda

I . Summary of 1H FY2010 Financial Results

II. Consolidated Financial Results for 1H FY2010

III. Reference Materials

I. Summary of 1H FY2010 Financial Results

≪1H FY201	0 Financial Results ≫	<original target=""></original>
➤ Revenue	JPY34,272 million (up 6.2 % YoY)	JPY32,300 million
➢ Gross margin	JPY6,842 million (up 9.7 % YoY)	
Operating Income	JPY1,201 million (up 3.0 % YoY)	JPY1,200 million
Income before Income Tax Expense	JPY1,006 million (down 1.9 % YoY)	JPY1,100 million
Net Income Attributable to IIJ	JPY859 million (up 20.1 % YoY)	JPY800 million

Network services revenues increased 13.0%, SI revenues decreased 4.7% YoY

- Outsourcing service revenue: up 5.2% YoY. Steadily growing with security related, CDN, email related services accumulating. Good start for cloud computing service "IIJ GIO".
- > WAN services: revenues increased due to additional revenue of 1 month related to IIJ Global Solutions Inc. ("IIJ-GS")
- Systems construction revenues: up JPY351 million YoY despite the scale-down of a large contract in 1Q10.
 Systems operation and maintenance revenues: down JPY987 million YoY affected by the scale-down of a large contract in 1Q10.

• IIJ completed the acquisition of IIJ Global Solutions Inc. ("IIJ-GS") on Sep. 1, 2010

- > Successfully acquired approximately 1,600 corporate customers and 245 employees
- > IIJ &IIJ-GS, started its sales cooperation. Acquired cross selling contracts
- > Revenue and operating income related to IIJ-GS (1 month): Revenue: JPY2.3 billion, Operating income: JPY 0.3 billion

Full FY2010 Financial targets remain unchanged. FY2010 interim period cash dividend: JPY1,250 per share, as planned

- > Full FY2010 Financial targets: Revenues: JPY84.5 billion, Operating income: JPY4.8 billion, net income attribute to IIJ: JPY3.0 billion
- > FY2010 year-end cash dividend forecast: JPY1,250 per share of common stock (planned)

Providing new outsourcing service & solution.

- ➤ Broadening cloud computing service line-ups such as Windows OS compatible service, Storage service and more. Additional investment for server equipments are needed to meet the growing demands for cloud computing services.
- > Developed FX (Foreign Exchange) trading platform systems. To be provided to financial institutions as an ASP service (from Nov 2010).
- > Announced "GIO Smart Mobile Solution", a cloud computing solution for iPAD Business Applications (from Nov 2010)
- Enhanced mobile solutions for corporate use by launching new services such as "MVNE" and "IIJ Mobile Biz+ Service"

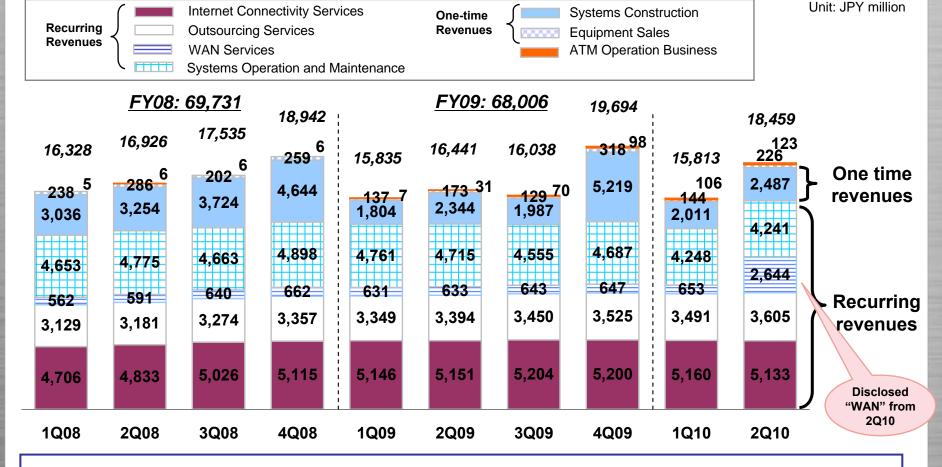
II-1. Consolidated Results for 2Q FY2010

Unit: JPY billion

	% of Revenues 1H10 (10/4~10/9)	% of Revenues 1H09 (09/4~09/9)	YoY	% of Revenues 1H10 Target (10/4~10/9)
Total Revenues	34.3	32.3	6.2%	32.3
Total Costs	80.0% 27.4	80.7% 26.0	5.4%	_
Gross Margin	20.0% 6.8	19.3% 6.2	9.7%	_
SG&A/R&D	16.5% 5.6	15.7% 5.1	11.2%	_
Operating Income	3.5% 1.2	3.6% 1.2	3.0%	3.7% 1.2
Income before Income Tax Expense	2.9% 1.0	3.2% 1.0	(1.9%)	3.4% 1.1
Net Income Attributable to IIJ	2.5% 0.9	2.2% 0.7	20.1%	2.5% 0.8

II-2. Revenues

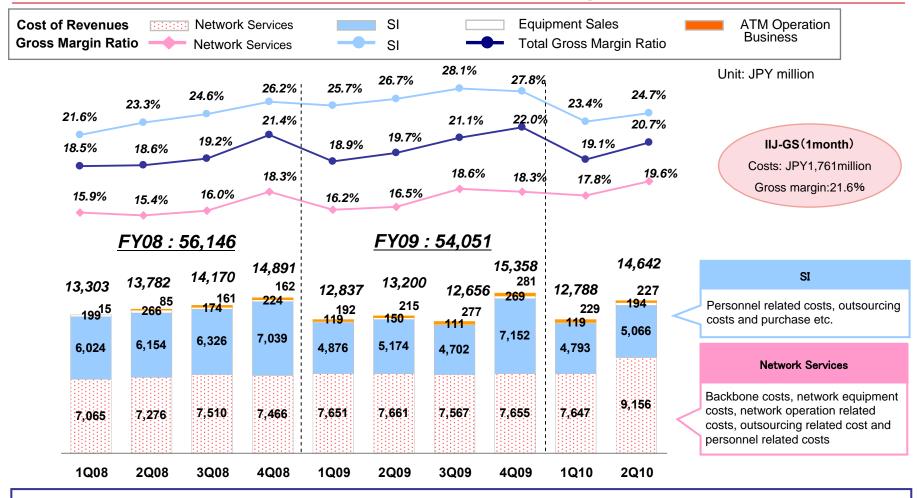
YoY = 2Q10 compared to 2Q09 QoQ = 2Q10 compared to 1Q10



- ◆ 2Q10 Revenues: JPY18,459 million (up 12.3% YoY, up 16.7% QoQ)
 - Recurring revenues: JPY15,623 million (up 12.5% YoY, up 15.3% QoQ)
 - ➤One-time revenues: JPY2,714 million (up 7.8% YoY, up 25.9% QoQ)
 - ATM operation business: JPY123 million (up JPY92 million YoY, up JPY17 million QoQ)
- Additional revenue of 1 month from Sep. 2010 related to IIJ-GS: JPY2,246 million (mostly WAN services, some systems construction)

(*)From 2Q10, to reflect the acquisition of IIJ-GS on Sep.1 2010, "WAN services", which were components of "Outsourcing services" were separately disclosed.

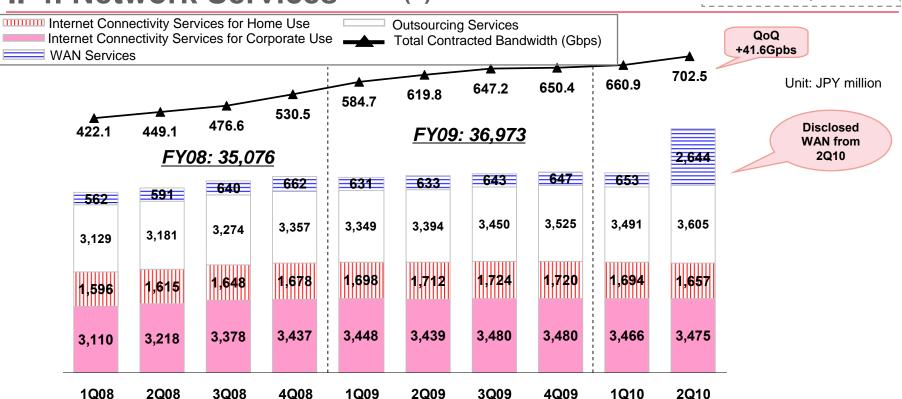
II-3. Cost of Revenues and Gross Margin Ratio



- ◆ 2Q10 Gross Margin of Network Services: JPY3,816 million, Gross Margin Ratio: 20.7%(up 1.0 points YoY, up 1.6 points QoQ)
 - Gross margin of network services: JPY2,226 million, Gross margin ratio: up 3.1 points YoY, up 1.8 points QoQ
 - Gross margin of SI: JPY1,662 million, Gross margin ratio: down 2.0 points YoY, up 1.3 points QoQ
 - Operating loss for ATM Operation Business: JPY104 million(2Q09: JPY184 million, 1Q10: JPY123 million
- Cost of Network Services Revenues excluding costs of IIJ-GS decreased QoQ

II-4. Network Services

(1) Revenues

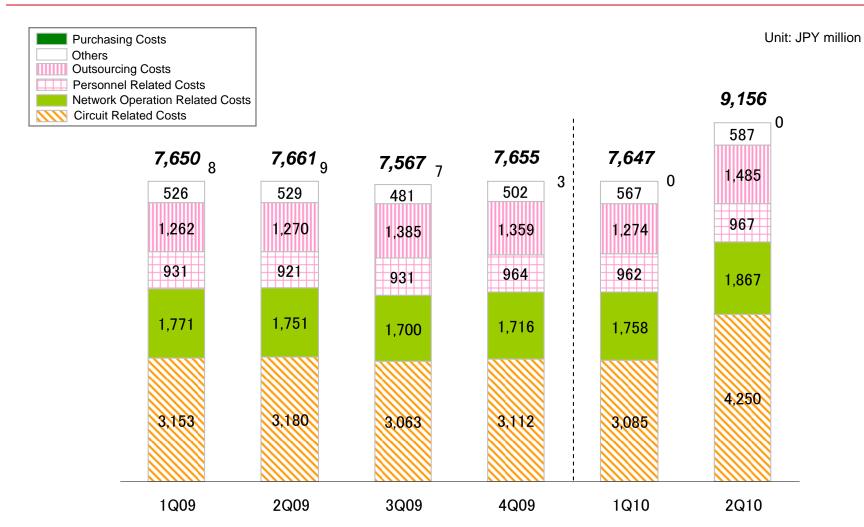


- ◆2Q10 Internet connectivity services for corporate use: up 1.1% YoY, up 0.3% QoQ
 - ➤ IP service: going well. Despite the affects from cancellation due to corporate merger and migration of contracted lines from certain large clients in 1Q10, we are getting new large contracts and the volume charge revenue which decreased in 4Q09 is recovering.

 Over 1Gps contracts reaches128 contracts as of Sep 2010 (2Q09: 106 contracts, 1Q10: 123 contracts)
 - IIJ Mobile contracts increased as M2M projects using IIJ mobile increased
 - Broadband connectivity increased along with the increase in sales partners
- ◆2Q10 Internet connectivity services for home use: down 3.2% YoY, down 2.2% QoQ
- ✓ Mobile service contracts reached over 42,000 lines (up 2,000 lines QoQ)
- ◆2Q10 Outsourcing service: up 6.2% YoY, up 3.3% QoQ
 - > Services such as data center related, CDN, anti-spam email related services and security services increased, respectively.
 - > IIJ GIO revenue (including revenue recognized in Systems operation and maintenance) has reached almost JPY50 million per month.

II-4. Network Services

(2) Cost of Revenues

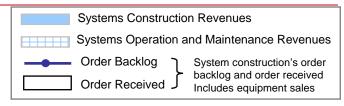


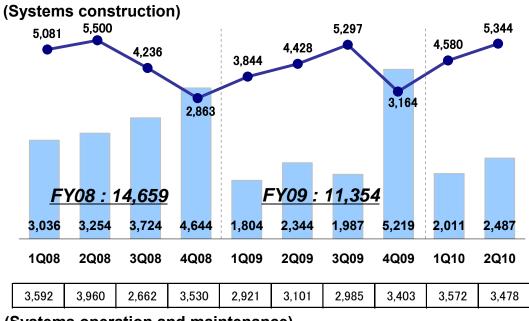
- ◆ 2Q10 Total cost of Network service: up 19.5% YoY, up 19.7% QoQ
 - Excluding costs of IIJ-GS: Costs decreased QoQ

II-5. Systems Integration (1) Revenues

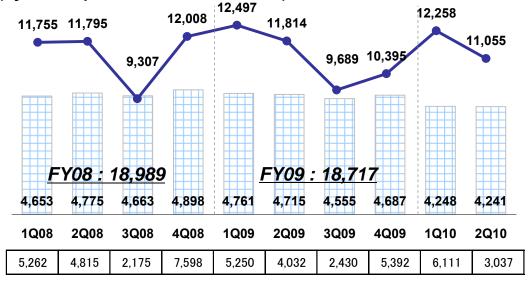
Unit: JPY million

YoY = 2Q10 compared to 2Q09 QoQ = 2Q10 compared to 1Q10





(Systems operation and maintenance)



Systems Construction

◆2Q10 Revenues: up 6.1% YoY up 23.7% QoQ

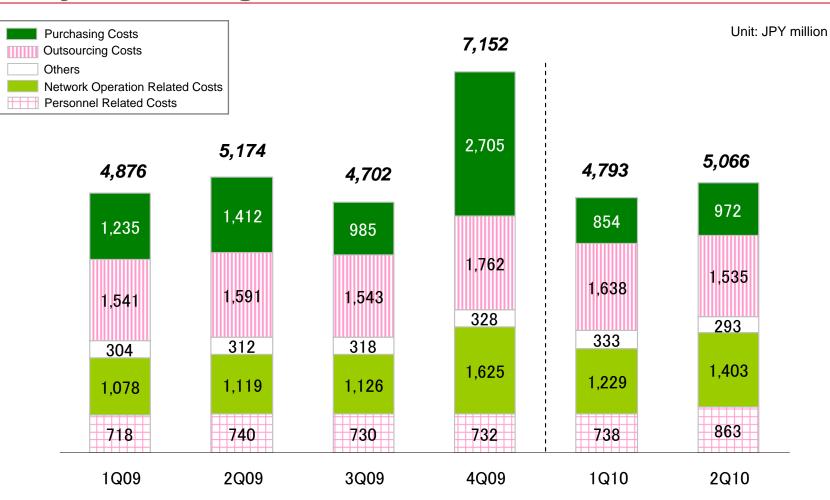
◆2Q10 Order Backlog: up 20.7% YoY up 16.7% QoQ

- YoY: Revenues increased despite the scale-down from a certain large client. There were mid- to small sized network construction projects.
- ➤ Orders Received: increased by 12.1% YoY.
- We received several large orders of JPY0.1 billion from public and financial sectors, which are expected to complete in 4Q10.

Systems operation and maintenance

- ◆2Q10 Revenues: down 10.0% YoY down 0.2% QoQ
- ◆2Q10 Order Backlog: down 6.4% YoY down 9.8% QoQ
- ➤ YoY: Revenues decreased. While there were new operation and maintenance contracts, the scale-down from a certain large client affected its revenues.
- ➤ Orders Received: decreased by 24.7% YoY
- Developed FX (Foreign Exchange) trading platform systems to be released as an ASP service for financial institution in Nov. 2010. Received orders from Mizuho Securities and Retela Crea Securities. Expects to receive more orders in the future.

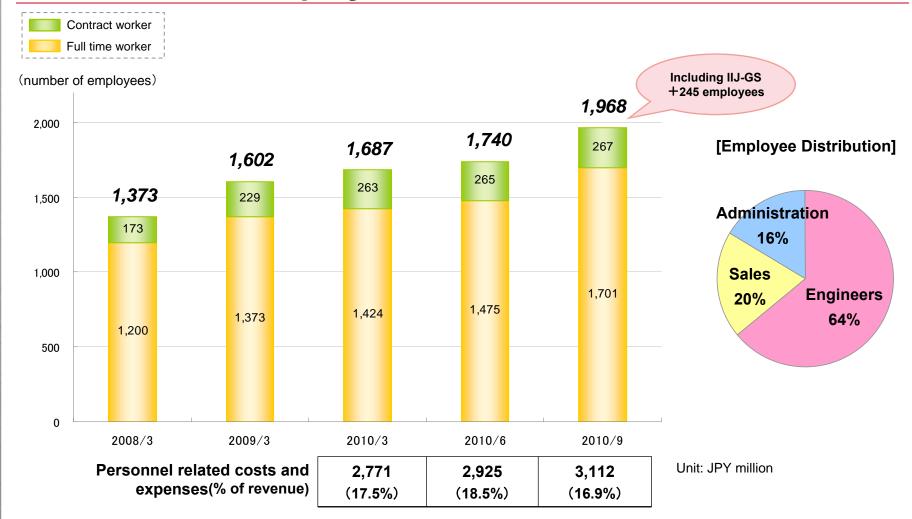
II-5. Systems Integration (2) Cost of Revenues



- ◆2Q10 Total cost of systems integration: down 2.1% YoY, up 5.7% QoQ
 - >YoY: Network operation related costs increased, and purchasing costs decreased
 - >QoQ: Purchasing costs increases along with revenues and network operation related costs increased
 - The number of full-time outsourcing personnel was 341personnel as of Oct.2010 (YoY: up 140 personnel, QoQ: remain unchanged)

YoY = 2Q10 compared to 2Q09 QoQ = 2Q10 compared to 1Q10

II-6. Number of Employees



- ◆End of Sep 2010: Number of consolidated employees as of Sep.2010: up 268 personnel YoY, up 228 personnel QoQ
 - > IIJ-GS employees: 245 personnel
 - ➤ Hired 60 newly graduates in FY2010 (FY2009: 77 newly graduates, FY2008: 92 newly graduates)

II-7. SG&A Expenses/R&D

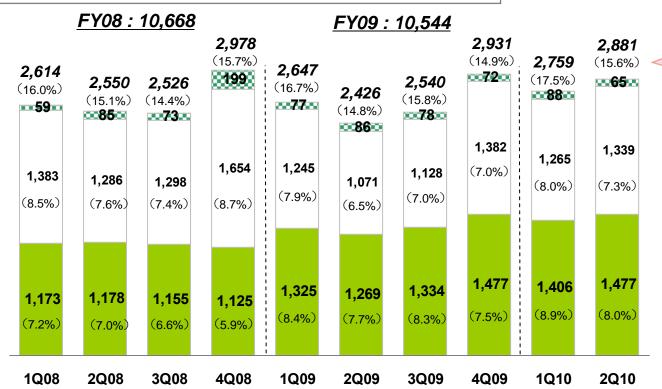
YoY = 2Q10 compared to 2Q09 QoQ = 2Q10 compared to 1Q10

Unit: JPY million

Sales and Marketing Expenses General and Administrative Expenses

()

Research and Development % of Revenues



- IIJ-GS (1month)
- SG&A: JPY224 million

- ◆2Q10 SG&A Expenses/R&D: up 18.8% YoY, up 4.4% QoQ
 - <Sales and Marketing expenses>
 - >QoQ: Personnel related expenses and office related expenses increased due to the acquisition of IIJ-GS
 - >YoY: Expenses related to IIJ-GS, personnel related and depreciation and amortization increased. Advertizing expenses decreased
 - <General & administrative expenses>
 - ▶QoQ: M&A expenses related to the acquisition of IIJ-GS of JPY56 million and personnel related expenses increased
 - >YoY: Expenses related to IIJ-GS and depreciation and amortization increased
- ◆2Q10 SG&A related to the ATM operation business: JPY36 million (2Q09:JPY50 million, 1Q10: JPY37million). Reduced outsourcing related costs while focusing on business start-up.

II-7. SG&A Expenses/R&D

YoY = 2Q10 compared to 2Q09 QoQ = 2Q10 compared to 1Q10

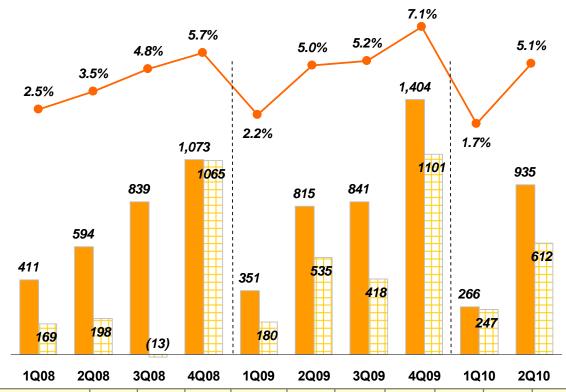
Unit: JPY million

Sales and Marketing Expenses

General and Administrative Expenses

()

Research and Development % of Revenues



	1Q08	2Q08	3Q08	4Q08	1Q09	2Q09	3Q09	4Q09	1Q10	2Q10
Income Tax Expenses	213	326	653	(190)	244	284	514	90	120	160
Deferred tax expense	127	251	594	(335)	186	187	418	(34)	88	75
Equity in net income(loss) of equity method investees	18	(17)	44	(10)	32	11	85	32	34	(3)
Net loss attributable to noncontrolling interests	55	85	120	93	93	82	90	83	54	48

◆2Q10 Operating Income:

- ➤ Operating income related to IIJ-GS (1 month): JPY261 million
- Decrease in operating loss related to ATM operation business

◆2Q10 Income before income tax expense:

- >JPY727 million (2Q09: JPY726 million)
- Other expenses: JPY209 million (2Q09: JPY89 million). There were losses on write-down of other investments.

◆2Q10 Net income attributable to IIJ:

- ➤ Deferred tax expenses decreased YoY
- Net loss attributable to noncontrolling interests related to GDX Japan Inc. and Trust Networks

◆ ATM Operation Business:

	1Q09	2Q09	3Q09	4Q09	1Q10	2Q10
Revenue	7	31	70	98	106	123
Cost	192	215	277	281	229	227
Expenses	49	50	56	88	37	36
Sum	240	265	333	369	266	263
Operating Loss	(233)	(234)	(263)	(270)	(161)	(140)

- Placed 148 ATMs as of Nov.15 2010.
- The preparation to introduce new ATMs are set and we expect to increase around 250 additional ATMs in around 3 months.
- Break even point improved due to reduced outsourcing related expenses
- Ownership in Trust Networks as of Oct. 2010: 75.1%

II-9. Consolidated Balance Sheets

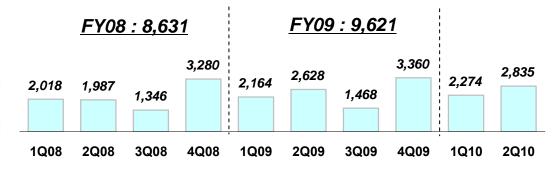
Unit: JPY million

	September 30, 2010	March 31, 2009	Changes	
Cash and Cash Equivalents	9,408	8,764	+644	➤Increased mainly due to IIJ-GS
Accounts Receivable	17,624	11,397	+6,227	Nonmarketable equity securities: JPY1,796 million
Inventories	521	808	(287)	➤ Available for sale equity securities: JPY791 million
Prepaid Expenses	2,283	1,593	+690	Others: JPY209 million
Deferred tax assets (current)	1,248	1,571	(323)	➤ Non-amortized intangible assets: JPY3,589 million
Other Investments	2,796	2,582	+214	- Goodwill: JPY3,397 million (IIJ-GS JPY857million)
Property and Equipment	14,806	12,970	+1,836	-Trademark: JPY192million ➤ Amortized intangible assets: JPY7,385 mill
Goodwill and Other Intangible Assets	10,987	5,459	+5,529	-Customer relationships: JPY 7,312 millio (IIJ-GS: JPY4,856 million)
Deferred tax assets (non-current)	909	685	+223	-License: JPY73 million
Borrowings (Short-term)	13,450	4,450	+9,000	➤IIJ-GS share acquisition
Accumulated Deficit	(16,114)	(16,720)	+606	
Accumulated Other Comprehensive Income	30	169	(139)	➤IIJ Shareholder's equity ratio: •end of Sep 2010: 42.1%
Total IIJ Shareholders' Equity	27,765	27,320	+446	•end of March 2010: 53.4%
Total Assets	65,923	51,115	+14,807	➤ Increased mainly due to IIJ-GS

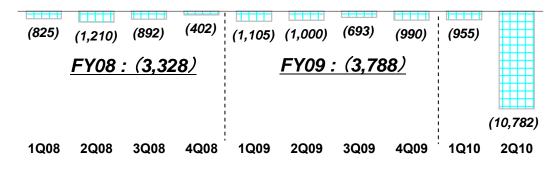
II-10. Consolidated Cash Flows

Unit: JPY million

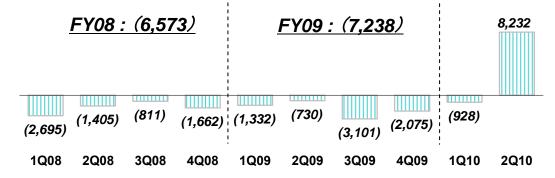
Net cash provided by operating activities



Net cash used in investing activities



Net cash provided by (used in) financing activities



<2Q10>

- ➢Increase in operating income
- Increase in accounts receivable: JPY2,522 million
- Decrease in inventories, prepaid expenses and other current and noncurrent assets: JPY1,151 million
- Increase in accrued expenses, other current and noncurrent liabilities: JPY1,174 million

etc

<2Q10>

- ▶ Purchase of IIJ-GS: JPY9,170 million
- Purchase of property and equipment: JPY1,251 million

etc

<2Q10>

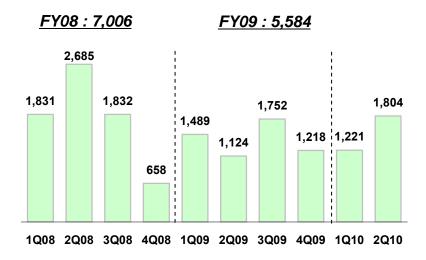
- ➤ Borrowing of short-term bank borrowings: JPY8,930 million
- Principle payments under capital leases: JPY735 million
- Proceeds from sales of treasury stock: JPY37 million

etc

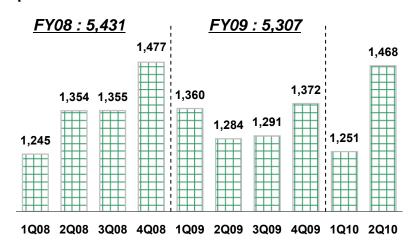
II-11. Other Financial Data (CAPEX etc.)

Unit: JPY million

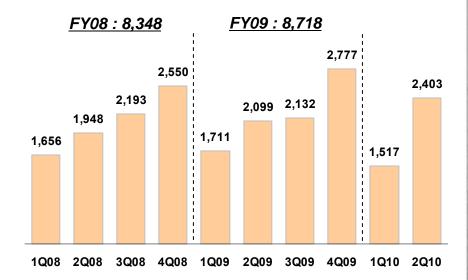
CAPEX (Include Capital Lease)



Depreciation and Amortization



Adjusted EBITDA



III-1. Completed acquisition the of IIJ-GS(Sept.1 2010.)

<Outline of acquisition>



- On Sept. 1 2010, IIJ completed the acquisition of IIJ-GS and made it its 100% owned subsidiary
- Acquired mainly the domestic network outsourcing service business such as WAN services from AT&T Japan
- Successfully competed the acquisition of 1,600 corporate clients, and 245 personnel
- Purchase price: JPY9.2 billion (used mainly short-term bank borrowings)
- From Sept. 2010, started IIJ & IIJ-GS sales cooperation. Already acquired cross selling contracts

< Effects to 1H10 Consolidated Financial Results >

(B/S)*

- Current Assets JPY9,191 million
- Noncurrent Assets JPY7,986 million Intangible Assets JPY5,718 million
- Current Liabilities JPY7,767 million
- Noncurrent Liabilities JPY78 million

(P/L)

- Revenues JPY2,246 million
- Costs JPY1,761 million
- SG&A/R&D JPY224 million
- Operating Income JPY261 million

The Feature of IIJ Global Solutions

Strong client base

-1,600 blue-chip corporate clients such as in financial or manufacturing industries

Provides network services such as WAN

- -Especially strong in providing WAN services
- -Long experience in providing network services to blue-chip clients
- Business tie-ups with AT&T to provide global services

Strong Sales Force

- -Enhance cross selling WAN services to existing and newly acquired blue-chip companies
- -Business tie ups with IBM for sales activities

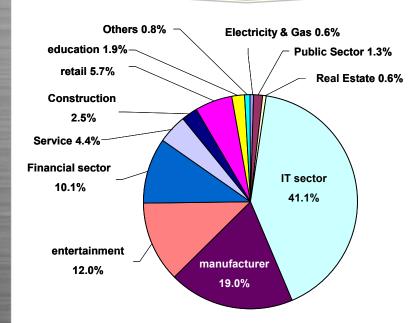
(*X)The measurement of the assets acquired and liabilities assumed related to the acquisition of IIJ-GS is to be completed within a year from the acquisition date. The measurement has not yet been completed as of the end of September 2010, and therefore, the preliminary estimates are subject to revisions.

Ⅲ-2. Providing new outsourcing service & solution

<Cloud computing service>

- Introduced to all different industries.
- Customers highly value our long experience of over 15 years in the outsourcing market and pioneering technological skills
- Introduced to over 200 projects during the 1H FY2010
- Additional investment for server equipments are needed to meet the growing demands for cloud computing services.

industry classified usage situation



<Enhancing the outsourcing service >

- Introduced 18 new services & solution in 1H10
- Especially devoting into cloud computing services

New services & solution introduced in 1H10

III GIO

- •IIJ GIO Hosting Package Service
- Cloud-Based Virtual Desktop Solution: IIJ GIO Remote Office
- •IIJ GIO Storage Services
- Japan's First Commercial Data Center Using Outside-air Cooled Container Units in Matsue-city, Shimane prefecture
- Cloud-based BCP Consulting Services
- Cloud Solution for iPad Business Applications: IIJ GIO Smart Mobile Solution
- •Many other collaborative solution with business partners

@ IIJ mobile

- •IIJ Provides IIJ Mobile Service for the CWE-640J M2M-capable W-CDMA Module
- Started service: hi-ho mobile course-EM7.2PW
- •Added new menu into IIJ SSL Certificate Management Service
- •Added SSL Inspect Option on IIJ Secure Web Gateway Service
- •Launches ASP FX trading system, IIJ Raptor Service

Leading the expanding outsourcing market

III-1. Reference: FY2010 Financial Target (Remain Unchanged)

Unit: JPY billion (except for Net Income and Cash Dividend per Share)

	FY10 Initial Target (10/4~11/3)	Revised FY10 Target (10/4~11/3)	FY09 Actual (09/4~10/3)	YoY (Revised FY10 to	
Total Revenues	71.0	84.5	68.0	+16.5	24.3%
Operating Income	4.3	4.8	3.4	+1.4	40.7%
Income before Income Tax Expense (Benefit)	3.7	4.1	2.9	+1.2	43.4%
Net Income attributable to IIJ	2.6	3.0	2.2	+0.8	34.3%
Net Income attributable to IIJ per Share	JPY12,837	JPY 14,801	JPY 11,030	JPY +3,771	34.2%
Cash Dividend per Share	JPY2,500 (Annual)	JPY 2,500 (Annual)	•	+250	11.1%

> On June 1 2010, IIJ's full FY2010 consolidated financial targets were revised accordingly to reflect the effect from the acquisition of mainly the domestic network outsourcing service business such as the WAN services from AT&T Japan.

III-2. Reference: IIJ Group Companies

(As of Oct. 31, 2010)

		Company Name	Ownership	Main Business
Consolidated Subsidiaries	Not Care	Net Care, Inc.		Provides a full range of network operation and management services, from customer support, end-user help desks, monitoring and troubleshooting to integrated management services.
	NET CHART JAPAN	Net Chart Japan Inc.		Provides network construction services, primarily for LANs, such as network installation wiring, installation and set-up of equipment, installation of applications, and operational support.
	IIJ America	IIJ America Inc.	100%	Provides quality Internet services in the U.S. with a focus on U.Sbased enterprises doing business in the Asia-Pacific region. Also IIJ-A constructs and operates on U.S. Internet backbone network.
	hi ha	hi-ho, Inc.		Supports customer's safe, secure and comfortable Internet life based on ISP business for personal users.
	ELITITEHI MORTAVONI LE	IIJ Innovation Institute Inc.		An incubation business for the next generation internet. (R&D)
	IIJ Global	IIJ Global Solutions Inc.		Provides domestic network outsourcing related services including WAN service and international network related services
	Trust Networks	Trust Networks Inc.	75.1%	Operates ATM network systems placed in designated facilities. Receives commission for each withdrawal transaction from a bank account.
	GDX	GDX Japan Inc.	62.3%	Building safe, reliable corporate messaging networks and providing message exchange services.
Equity Method Investees	m	Internet Multifeed Co.	32%	Provides mutual access with other major ISPs and content distribution services based on Multifeed technology. Also MFEED operates JPNAP, a distributed IX service.
	i-revo	Internet Revolution, Inc.	30%	Operates a comprehensive portal site that provides various contents, such as SNS, blogs, stunning games, videos, and music.
	TAIHEICOMPUTE	R Taihei Computer Co., Ltd.	45%	Provides operation of reward point management system

III-2. Reference: IIJ Group Companies

	Date		Press Releases			
		4/8	IIJ Obtains US and Japanese Patents for SMFv2			
		4/12	IIJ Introduces New Products to the IIJ SSL Certificate Management Service			
		5/12	IIJ and EC-One Form Alliance in Cloud Computing			
	1Q	5/31	IIJ Adds SSL Inspect Option on IIJ Secure Web Gateway Service			
	100	6/1	IIJ Releases the IIJ GIO Hosting Package Service			
		6/1	IIJ to Acquire Subsidiary from AT&T Japan LLC to make it IIJ's Wholly Owned Subsidiary			
		6/3	IIJ To Launch Cloud-Based Virtual Desktop Solution: IIJ GIO Remote Office			
		6/28	IIJ Announces the IIJ GIO Storage Service			
		7/13	IIJ Provides IIJ Mobile Service for the CWE-640J M2M-capable W-CDMA Module			
		7/28	IIJ4U and IIJmio Mail Services for Individuals are Now Compatible with IPv6 Networks			
FY10		8/4	IIJ to Launch IIJ File Server Remote Backup for NetApp Solution			
	2Q	2Q	2Q	2Q	8/19	IIJ to Build Housing Industry Cloud Service, Jyutaku HIRoBA, with IIJ GIO
					8/24	IIJ and JBS Partner to Provide Microsoft Collaboration Infrastructure Cloud Solution
				8/26	IIJ to Build Japan's First Commercial Data Center Using Outside-air Cooled Container Units	
			9/1	IIJ Completes Acquisition of Subsidiary from AT&T Japan		
		9/16	IIJ Launches WAF Service on the IIJ GIO Cloud Service			
		9/30	IIJ Announces Cloud Solution for iPad Business Applications:IIJ GIO Smart Mobile Solution			
		10/14	IIJ and IRRIC Begin Cloud-based BCP Consulting Services			
	3Q	11/01	IIJ Launches ASP FX system, IIJ Raptor Service			
	ડ પ્ર	10/10	IIJ to Launch "IIJ Mobile Biz+ Service"			
		11/11	IIJ to Provide IIJ Raptor Service to Mizuho Securities			

★ Forward-looking Statements

Statements made in this presentation 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 revenues and operating and net 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 forwardlooking statement. These risks, uncertainties and other factors include: the possibility a decrease of corporate spending or capital expenditure due to depression in Japanese economy and/or corporate earnings decreased; the possibility that less of reliability for our services and loss of business chances due to interrupt or suspend of our services; the possibility an increase over estimate in network rerated cost and outsourcing cost, personnel cost etc.; increase in competition and strong pricing pressure; the recording of an impairment loss as a results of an impairment test on the non-amortized intangible assets such as goodwill; a decline in value and trending value of our holding securities; the amount and timing of the recognition of deferred tax benefits or expenses; and other risks referred to from time to time in IIJ's filings on Form 20-F of its annual report and other filings with the United States Securities and Exchange Commission ("SEC").

X Contact Information

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