# Consolidated Financial Results for 1Q-3Q FY2016 (9 months ended December 31, 2016)



Internet Initiative Japan Inc. TSE1(3774), NASDAQ(IIJI) February 8, 2017

Ongoing Innovation



## Agenda

- I. Summary of 1Q-3Q FY2016 Financial Results
- II. Consolidated Financial Results for 1Q-3Q FY2016

**III.** Reference Materials

## I. Summary of 1Q-3Q FY2016 Financial Results

< 1Q-3Q16 Results >

< FY16 Targets >

**Total revenues Gross margin Operating income Net income** 

JPY113.60 billion up 14.3% JPY17.83 billion up 0.2% down 22.5% JPY3.16 billion JPY1.91 billion down 25.8%

JPY158.0 billion up 12.3% up 2.6% JPY25.3 billion down 18.6% JPY5.0 billion JPY3.0 billion down 25.7%

## Maintaining strong revenue growth: 1Q-3Q16: +14.3%YoY 3Q16: +16.0%YoY

#### 3Q16 financials: making progress as planned at the time of financial target revision

- ◆NW: Mobile continued to be revenue growth driver, IIJ Omnibus and other services accumulating revenues
- ◆SI: Container DC project's revenue recognized, cloud revenue continued increasing, SI gross margin still low: SE productively improved yet work in process increased toward 4Q and delay in releasing some functions of our foreign exchange system ASP service

#### Mobile

#### Subscription continued to increase: Total subs. 1,710 thousand (+637 thousand YoY)

- Consumer subs.: 912 thousand(1) (+227 thousand YoY), consumer market share No.1(2)
- > MVNE subs.: 501 thousand(1) (+320 thousand YoY), MVNE clients increased to 124(1) (+30 clients YoY)
- > Constructing facilities and developing services to launch full-MVNO services in 4Q17 (scheduled)

#### Cloud

#### Enterprise & game customers' revenue increased QoQ: 1Q-3Q16 revenue JPY11.59 billion (+11.6%YoY)

- > GIO P2 prospective orders approx. 900(1) (fourfold YoY), Blue-chip's core systems migrating more to cloud and many other
- > Multiple orders of "Local Government Information Security Cloud" projects, offering NW, cloud, security and SI all at once

#### Security

#### **Great demand: Enhancing service line-ups continuously**

- > Will launch "C-SOC<sub>6</sub>" services by leveraging security incidents/threats info. gathered from renewed information analysis (Mar. 2017)
- > Strengthen DDoS<sub>(4)</sub> protection services: distributing NW systems globally to protect customers from global DDoS attacks (Jan. 2017)
- > Acquiring many orders of over few thousands accounts projects combining DDoS protection, Sandbox(5), mail outsource services etc.

#### loT

- > Launched "IIJ IoT Service" unified service offering network, cloud, devise and other necessary elements for IoT system, seeing an increase in warning detection/analysis related business talks (Dec. 2016)
- > Continuously accumulating mobile-related projects: elevator, security cameras, taxi, bus, vending machine, etc.

**CDN** 

JV with Nippon TV (Dec. 2016), Provide CDN platform which demand is to expand with the coming age of 4K/Internet-based broadcasting

QoQ: 3Q16 compared to 2Q16

(5) Sandbox is a technology detecting suspicious files by opening email attachment in a safe virtualized area.

<sup>%,</sup> YoY = compared to the same period in a previous year

<sup>(1)</sup> Mobile subscription, number of MVNE clients and GIO P2 prospective orders are as of Dec. 2016, (2) MM Research Institute "Domestic MVNO market as of Sep. 2016" (Dec. 2016), (3) SOC "Security Operation Center" is an organization monitoring network and devises to detect and analyze cyber attacks and/or suspicious activity.

<sup>(4)</sup> DDoS "Distributed Denial of Service" attacks are one form of cyber attacks in which multiple machines making massive volume of connection request to disturb the service of attacked servers

## II - 1. Consolidated Financial Results for 1Q-3Q FY2016

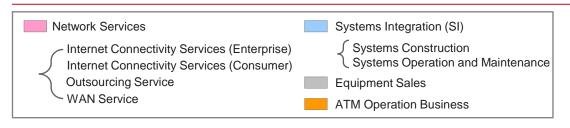
Unit: JPY billion

	% of Revenues 1Q-3Q16 Results (Apr. 2016 - Dec. 2016)	% of Revenues 1Q-3Q15 Results (Apr. 2015 - Dec. 2015)	YoY Change	FY16 T (Apr. 2016 -
Total Revenues	113.60	99.38	+14.3%	
Total Cost of Revenues	84.3% <b>95.77</b>	82.1% 81.59	+17.4%	
Gross Margin	15.7% 17.83	17.9% 17.79	+0.2%	
SG&A/R&D	12.9% 14.67	13.8% 13.72	+7.0%	
Operating Income	<sup>2.8%</sup> 3.16	4.1% <b>4.07</b>	(22.5%)	
Income before Income Tax Expense	3.0% <b>3.43</b>	4.2% <b>4.18</b>	(17.8%)	
Net Income*	1.7% <b>1.91</b>	2.6% <b>2.57</b>	(25.8%)	

YoY Change	% of Revenues FY16 Target  (Apr. 2016 - Mar. 2017)
+12.3%	158.0
+14.4%	84.0% 132.7
+2.6%	16.0% <b>25.3</b>
+9.6%	<sup>12.8%</sup> <b>20.3</b>
(18.6%)	3.2% <b>5.0</b>
(17.7%)	<sup>3.2%</sup> 5.1
(25.7%)	1.9% <b>3.0</b>

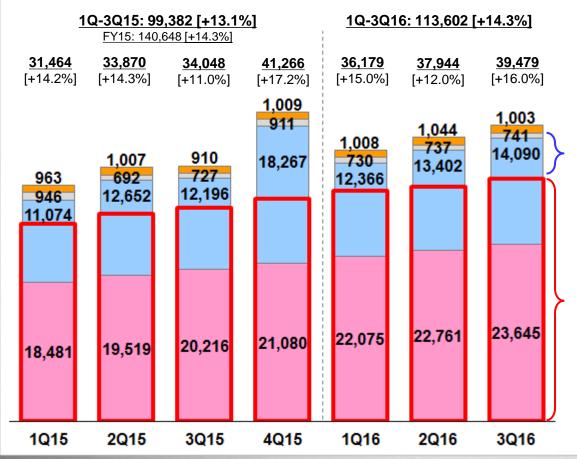
<sup>\*</sup>Net income attributable to IIJ

### II - 2. Revenues



Unit: JPY million

[ ], YoY = compared to the same period in a previous year



#### One-time Revenue \*

1Q-3Q16: JPY16,180 million (up 16.3% YoY) (14.2% of 1Q-3Q16 revenues)

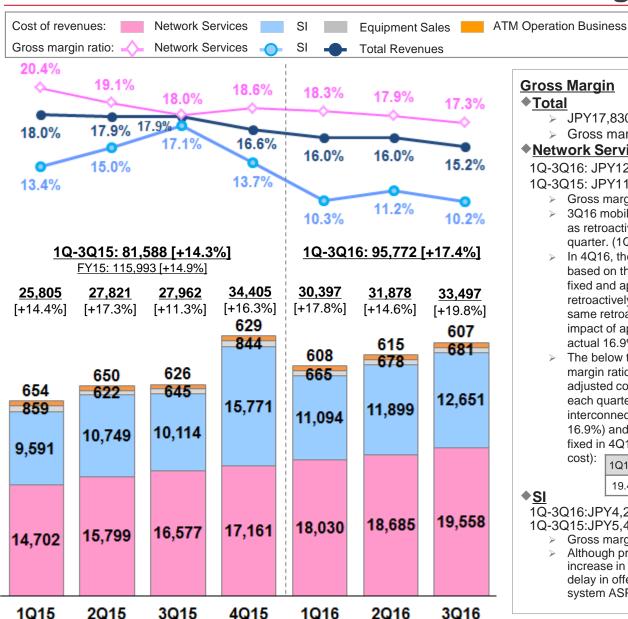
- \* Revenue which is recognized when systems or equipment are delivered and accepted by customers
- 1. Systems Construction
- 2. Equipment Sales

#### Recurring Revenue\*

1Q-3Q16: JPY94,366 million (up 14.3% YoY) (83.1% of 3Q16 revenues)

- \*Represents the following monthly recurring revenues
- 1. Internet Connectivity Services(Enterprise/Consumer)
- 2. Outsourcing Services
- 3. WAN Services
- 4. Systems Operation and Maintenance

## II - 3. Cost of Revenues and Gross Margin Ratio



Unit: JPY million

#### **Gross Margin**

#### **♦**Total

- > JPY17,830 million (up 0.2% YoY)
- Gross margin ratio: 15.7% (down 2.2 points YoY)

#### Network Services

1Q-3Q16: JPY12,207 million (up 9.6% YoY)

1Q-3Q15: JPY11,137 million (up 1.0% YoY)

- Gross margin ratio: 17.8% (down 1.3 points YoY)
- 3Q16 mobile-related cost decreased approx. JPY0.15 billion as retroactively adjusted cost decrease is divided equally each quarter. (1Q15 cost decreased approx. JPY0.27 billion)
- In 4Q16, the revised DOCOMO's interconnectivity charge based on their FY15 mobile related cost is expected to be fixed and applied to our mobile usage during FY15 retroactively and during FY16 temporarily. In 4Q15, we had the same retroactive cost adjustment which amounted to a positive impact of approx. JPY0.1 billion (estimate 15.0% decrease, actual 16.9% decrease)
- The below table shows the substantial network service gross margin ratio calculated by 1) incorporating the retroactively adjusted cost which quadrant amount is equally recognized in each quarter, 2) applying the most recent DOCOMO's interconnectivity charge (fixed in Mar. 2016 and decreased by 16.9%) and 3) our estimated decrease rate of 12.0% (will be fixed in 4Q16 based on DOCOMO's FY15 mobile-related cost):

1Q15 2Q15 3Q15 4Q15 1Q16 2Q16 3Q16 19.4 19.5 18.5 18.6 18.3 17.9 17.3

**♦SI** 

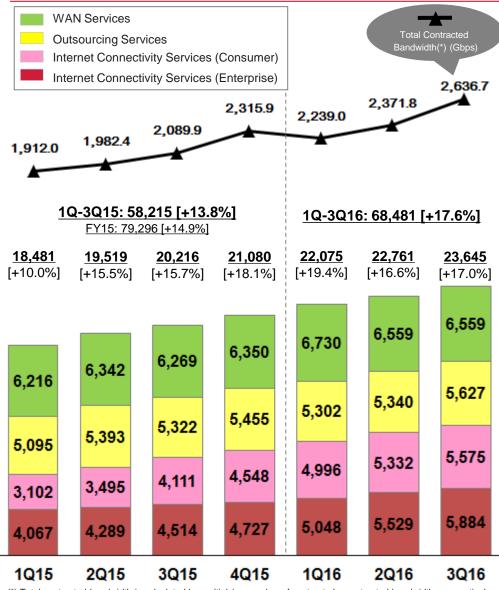
1Q-3Q16:JPY4,214 million(down 22.9% YoY) 1Q-3Q15:JPY5,467 million(up 22.4%YoY)

- Gross margin ratio: 10.6% (down 4.6 points YoY)
- Although profitability of SEs improved in 3Q16 from 1H16, an increase in work in process due to projects toward 4Q and a delay in offering some functions of our foreign exchange system ASP service, gross margin ratio still at low level

Unit:%

## II - 4. Network Services

## (1)Revenues



(\*) Total contracted bandwidth is calculated by multiplying number of contracts by contracted bandwidths respectively for IP service, data center connectivity service and IIJ FiberAccess/F and IIJ DSL/F of Internet connectivity services (Enterprise).

[ ], YoY = compared to the same period in a previous year QoQ = 3Q16 compared to 2Q16

Unit: JPY million

#### ◆ Internet Connectivity (Enterprise)

- > 1Q-3Q16: up JPY3,591 million, up 27.9% YoY
- Strong subscription via MVNE contributed to continuous growth of mobile services
  - Subscription (unit: thousand):
     3Q16-end: 501 (up 320 YoY, up 83 QoQ)

#### **◆**Internet Connectivity (Consumer)

- > 1Q-3Q16: up JPY5,195 million, up 48.5% YoY
- > IIJmio Mobile Services continued to increase
  - Subscription (unit: thousand):
     3Q16-end: 912 (up 227 YoY, up 38 QoQ)

#### Outsourcing Services

- > 1Q-3Q16: up JPY458 million, up 2.9% YoY
  - Demand for security services continued increasing, public cloud revenue increased QoQ mainly due to a certain large game customer increased their usage
- IIJ Omnibus Service revenue almost doubled QoQ: approx. JPY0.03 billion in 3Q16
  - Seeing an increase in projects related to office network connecting hundreds of branches due to continuous addition of service functions
- > QoQ revenue growth accelerated in 3Q16
  - Public cloud services up JPY61 million QoQ
  - Non-public cloud services up JPY226 million QoQ

#### **◆WAN Services**

> 1Q-3Q16: up JPY1,021 million, up 5.4% YoY

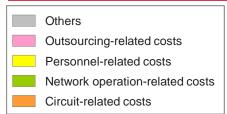
#### ◆Mobile services

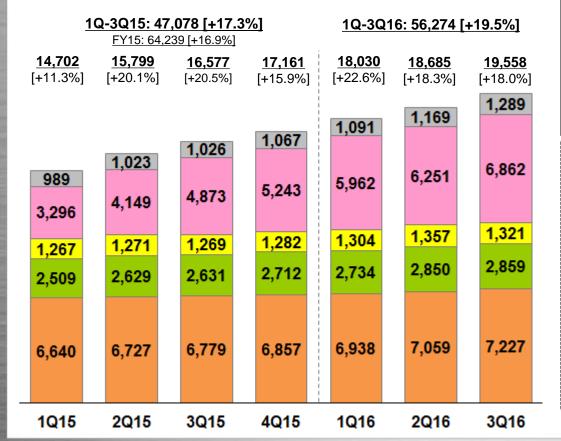
> 1Q-3Q16: up JPY8,374 million, up 77.9% YoY

#### ◆Non-mobile services

> 1Q-3Q16: up JPY1,891 million, up 4.0% YoY

## II - 4. Network Services (2)Cost of Revenues





Unit: JPY million

[ ], YoY = compared to the same period in a previous year

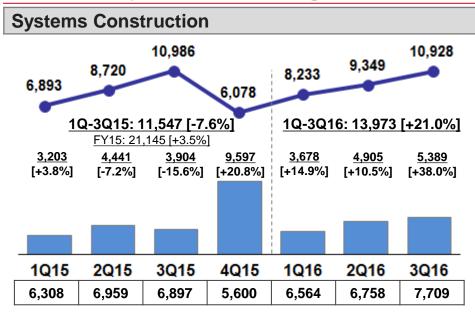
#### Cost of network services

- 1Q-3Q16: up JPY9,195 million, up 19.5% YoY
- Along with the increase in mobile subscription and traffic, mobile-related costs (mainly in outsourcing-related costs) increased
- Outsourcing-related, personnel-related and network operation-related costs increased along with the enhancement of our network, continuous service functions enhancement for "IIJ Omnibus Service" and security services, and engagement in CDN business
- 1Q-3Q16: year over year amount that negatively impacted profit related to IIJ Omnibus became no larger than JPY0.07 billion of 1H16

## Regarding NTT DOCOMO's ("DOCOMO") mobile interconnectivity cost recognition:

- For FY16 usage, IIJ estimates the charge to decrease by 12.0% YoY and has been applying it from 1Q16.
- DOCOMO's interconnectivity charge, which is calculated by Docomo's FY15 mobile-related cost, is expected to be fixed in Mar. 2017. DOCOMO's payment arrangement is 15% off from 1Q16.
- IIJ's estimate of 12.0% decrease leads to approx. JPY0.6 billion cost decrease for its FY15 mobile interconnectivity usage. Its quadrant amount, approx. JPY0.15 billion, is to be recognized each quarter during FY16. Its FY14 mobile interconnectivity usage was approx. JPY0.27 billion which was recognized in 1Q15.
- DOCOMO's interconnectivity telecommunications service charge, which was calculated by DOCOMO's FY14 mobile-related cost, was fixed in Mar. 2016 and it decreased by 17% from a year ago. The positive impact of approx. JPY0.1 billion was recognized in 4Q15, as IIJ had estimated it would decrease by 15%.

## II - 5. Systems Integration (SI)



#### **Systems Operation and Maintenance** 32,381 31,577 29,466 27,568 23.934 23.702 23.031 1Q-3Q15: 24,374 [+21.0%] 1Q-3Q16: 25,885 [+6.2%] FY15: 33,044 [+18.9%] 7,871 8,211 8,292 8,670 8,688 8,497 8,700 [+10.4%] [+3.5%] [+23.5%] [+23.9%] [+16.0%] [+13.3%] [+4.9%] 1Q16 2Q16 3Q16 1Q15 2Q15 3Q15 4Q15

13,206

10,586

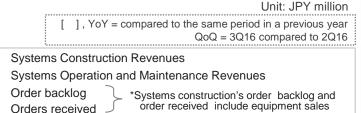
10,608

7,620

7.980

7.486

## (1)Revenues



#### Systems construction

- 1Q-3Q16 revenue: up JPY2,426 million, up 21.0% YoY
- The container DC project revenue was recognized in 3Q16 (approx. JPY1.2 billion)
- Large-scale construction projects orders received in 3Q16:
  - Systems construction and operation and maintenance of "Local Government Information Security Cloud" for Kanagawa prefecture
  - Cloud migration of large BtoC site
  - Constructing security environment for a major automotive manufacturer

#### Systems operation and maintenance

- Private cloud: revenue continuously increasing
  - From private cloud: up JPY1,369 million, up 15.5<sup>5</sup>% YoY, up JPY71 million QoQ(2Q→3Q)
- Non-private cloud systems operation and mainténance: although 1H16 was negatively impacted by cancellation of large-scale projects, QoQ revenue growth accelerated in 3Q16
  - From SI construction: up JPY142 million, up 0.9% YoY, up JPY132 million QoQ(2Q→3Q)
- Expect even stronger revenue growth for FY17 with "Local Government Information Security Cloud" projects
- 87.8% of 3Q16 cloud-related revenue is recognized in systems operation and maintenance revenues (12.2% in outsourcing)

#### Overseas business: almost as planned

- > 3Q16 turned profitable with the container DC project
  - 1Q-3Q16 revenue: approx. JPY4.9 billion
- 1Q-3Q16 operating loss: slightly less than JPY0.2 billion
   FY16 target revenue: approx. JPY7.0 billion,

etc.

9.505

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



Outsourcing-related costs

Others

Network operation-related costs

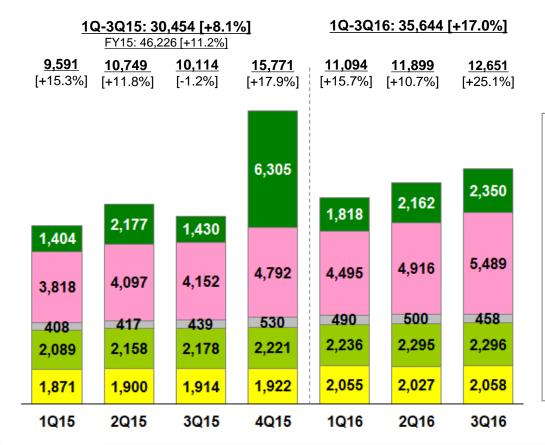
Personnel-related costs

Gross margin ratio



Unit: JPY million

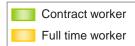
[ ], YoY = compared to the same period in a previous year QoQ: 3Q16 compared to 2Q16



#### Cost of SI

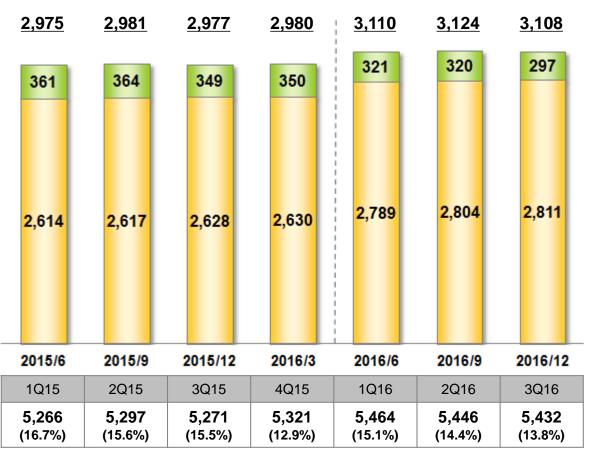
- > 1Q-3Q16: up JPY5,190 million, up 17.0% YoY
  - 3Q16-end number of outsourcing personnel: 1,326 personnel (up 306 YoY, up 101 QoQ)
  - 3Q16 productivity of SE improved from 1H16. when low SE productivity was caused by 1) the projects already recognized as revenue in FY2015, 2) an increase in pre-sales activity requiring SEs involvement, and 3) we assigned SEs to handle several large projects while other projects were postponed
  - Network operation-related, outsourcing-related and personnel-related costs increased mainly due to service developments of GIO P2
  - 3Q16: purchasing and outsourcing-related costs increased with the container DC export project

## II - 6. Number of Employees

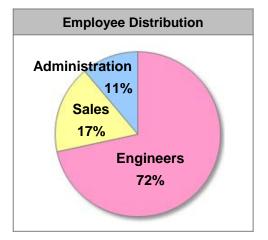


Unit: JPY million

YoY = compared to the same period in a previous year



3Q16: Number of employees slightly decreased at group company's customer support division



Personnel related costs & expenses (% of revenue)

#### **◆**Personnel-related costs and expenses

- 1Q-3Q16: up JPY508 million, up 3.2% YoY
- Plan to hire 142 new graduates in Apr. 2017 (137 in Apr. 2016, 155 in Apr. 2015, 129 in Apr. 2014)

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

Research & development expenses

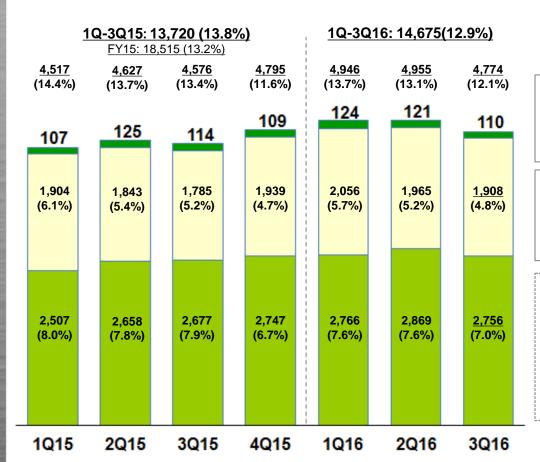
General & administrative expenses

Sales & marketing expenses

) % of total revenues

Unit: JPY million

YoY = compared to the same period in a previous year



#### **♦**Sales & marketing expenses

- > 1Q-3Q16: up JPY550 million, up 7.0% YoY
  - Sales commission expenses and advertising expenses increased

#### ◆ General & administrative expenses

- > 1Q-3Q16: up JPY396 million, up 7.2% YoY
  - Office rent expenses, commission expenses and taxes and public dues increased

#### **♦**SG&A related to ATM operation business

Unit: JPY million

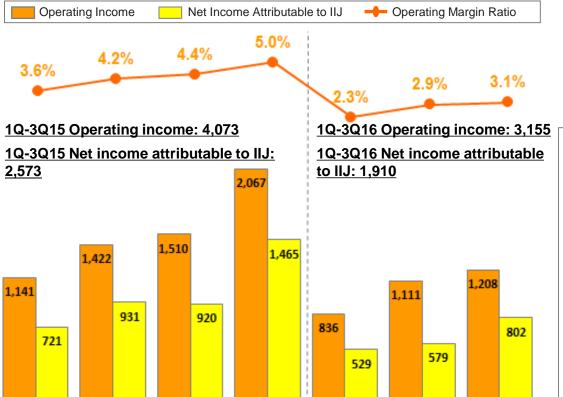
1Q15	2Q15	3Q15	4Q15	1Q16	2Q16	3Q16
44.9	45.1	41.3	46.9	43.5	51.1	42.9

Placed 1,066 ATMs as of December 31, 2016

## II - 8. Operating Income and Net Income



YoY = compared to the same period in a previous year



#### **◆**Income before income tax expense:

- >1Q-3Q16: JPY3,433 million (down JPY745 million, down 17.8% YoY)
  - Gain on sales of securities: JPY214 million
  - Distribution from fund investments: JPY208 million
  - Dividend income: JPY106 million
  - Interest expense: JPY218 million
  - Foreign exchange loss: JPY23 million

#### ◆Net income attributable to IIJ:

- ≥1Q-3Q16: JPY1,910 million (down JPY663 million, down 25.8% YoY)
- Equity in net income of equity method investees including Internet Multifeed: JPY69 million
- Net income attributable to noncontrolling interests including Trust Networks: JPY126 million

1Q15	2Q15	3Q15	4Q15	1Q16	2Q16	3Q16	
450	472	466	546	139	531	446	Current income tax expense
111	6	191	(59)	301	(18)	67	Deferred tax expense (benefit)
61	76	69	(27)	17	25	28	Equity in net income (loss) of equity method investees
(57)	(35)	(23)	(37)	(42)	(43)	(41)	Less: Net income attributable to noncontrolling interests

## II - 9. Consolidated Balance Sheets (Summary)

Unit: JPY million

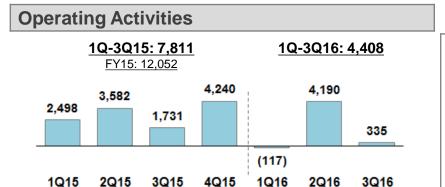
	Mar. 31, 2016	Dec. 31, 2016	Changes
Cash and Cash Equivalents	19,569	21,266	+1,697
Accounts Receivable	23,747	23,701	(46)
Inventories	2,004	3,576	+1,572
Prepaid Expenses (Current and Noncurrent)	9,757	13,458	+3,701
Investments in Equity Method Investees	2,980	3,061	+82
Other Investments	5,949	7,310	+1,362
Property and Equipment	34,324	37,081	+2,757
Goodwill and Other Intangible Assets	9,719	9,433	(286)
Guarantee Deposits	3,085	3,029	(56)
Total Assets	117,835	130,915	+13,081
Accounts Payable	15,404	14,946	(459)
Income Taxes Payable	1,078	311	(767)
Borrowings (Short-term and Long-term)	9,250	17,750	+8,500
Capital Lease Obligations (Current and Noncurrent)	11,734	14,010	+2,276
Total Liabilities	52,491	65,149	+12,659
Common Stock	25,509	25,509	-
Additional Paid-in Capital	36,060	36,103	+43
Retained earnings	2,471	3,256	+784
Accumulated Other Comprehensive Income	1,197	1,673	+476
Treasury stock	(392)	(1,374)	(982)
Total IIJ Shareholders' Equity	64,845	65,167	+322

>Total IIJ Shareholders' Equity to Total Assets: 55.0% as of Mar. 31, 2016, 49.8% as of Dec. 31, 2016

## II - 10. Consolidated Cash Flows

Unit: JPY million

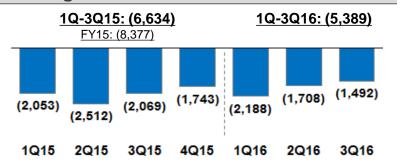
YoY = compared to the same period in a previous year



♦1Q-3Q16 Operating Activities		
	<u>Major</u> Breakdown	<u>YoY</u> <u>Change</u>
Net income	2,036	(651)
Depreciation and amortization	8,006	+712
Fluctuation of operating assets and liabilities	(5,979)	(3,552)

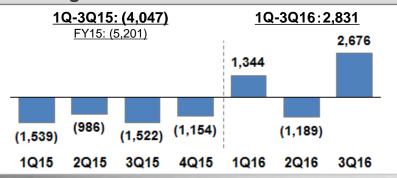
An increase in prepaid expenses (including prepaid expenses-noncurrent) along with an increase in maintenance for service facilities and systems integration projects and an increase in account receivable from large scale projects.

#### **Investing Activities**



◆1Q-3Q16 Investing Activities	<u>Major</u> Breakdown	YoY Change
Purchase of property and equipment	(7,940)	+514
Proceeds from sales of property & equipment (lease-back transaction)	2,219	+1,126
Proceeds from sale of other investments	534	(270)

#### **Financing Activities**



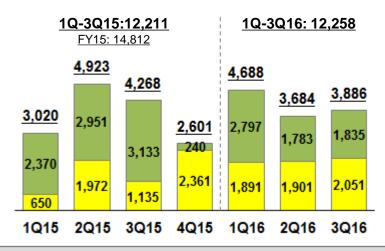
♦1Q-3Q16 Financing Activities				
<u> </u>	<u>Major</u> <u>Breakdown</u>	<u>YoY</u> <u>Change</u>		
Proceeds from long-term borrowings	8,500	+8,500		
Principal payments under capital leases	(3,535)	(495)		
Dividends paid	(1,126)	(115)		
Repurchase of own shares	(982)	(982)		

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

Unit: JPY million

#### **CAPEX**

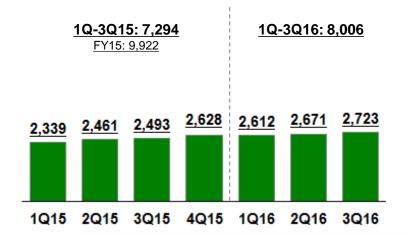




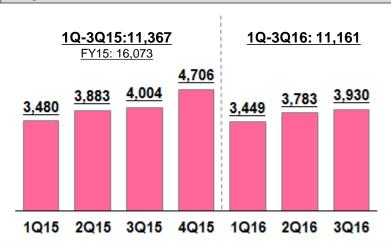
#### < Breakdown of CAPEX (unit: JPY billion) >

	FY15	1Q-3Q16
Network update, back office investment and others	10.2	9.0
Cloud-related (of GIO P2-related)	4.4 (2.2)	3.0 (1.6)
ATM operation business	0.2	0.3

#### **Depreciation and Amortization**



#### **Adjusted EBITDA**



3.08

2.91

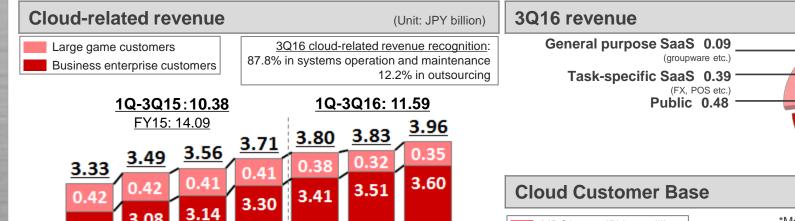
## **III-1.** Cloud Business Developments



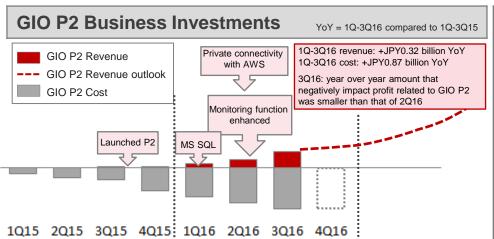
**Private** 

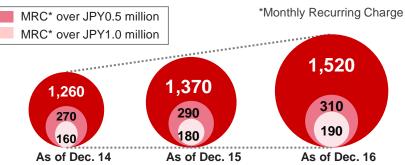
3.0

(Unit: JPY billion)



1Q15 2Q15 3Q15 4Q15 1Q16 2Q16 3Q16





#### **Business Developments**

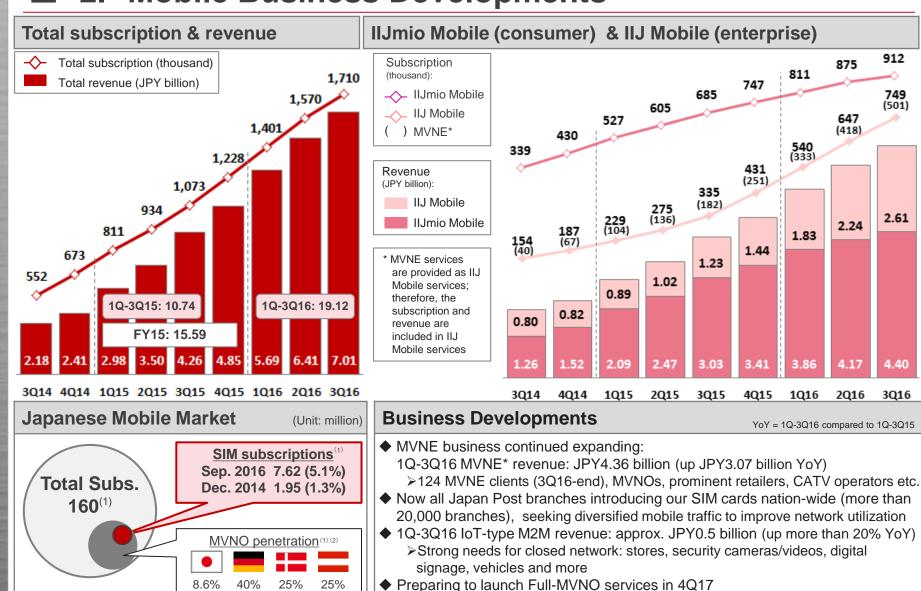
YoY = 1Q-3Q16 compared to 1Q-3Q15QoQ = 3Q16 compared to 2Q16

- ◆ GIO P2 revenue almost doubled QoQ: approx. JPY 0.19 billion in 3Q16. Expect revenue to continue increasing with strong sales of a certain game customer and continuous accumulation of enterprises
  - > 3Q16-end GIO P2 prospective orders: approx. 900 (more than fourfold YoY), including a cloud migration project for blue-chip's core business operation system (MRC of several JPY million)
- Virtual desktop service projects increased with security concerns, prospective orders include a prominent insurance company's information platform systems and more
- ◆ Received multiple orders for "Local Government Information Security Cloud" projects
  - > Cloud, NW, systems and security are fully outsourced
  - Order includes large-scale projects (total MRC over JPY100 million), expect as strong revenue growth driver for FY17

(1) MIC (Apr. 2015, Dec. 2016), % of total subscription

(2) "Promoting a vibrant mobile market in New Zealand" (Nov. 2015)

## **III-2.** Mobile Business Developments



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912

(501)

2.61

4.40

3Q16

875

647

(418)

2.24

2Q16

540 (333)

1.83

1Q16

> Discussions with enterprises on various IoT-related topics including partnerships

rapidly increasing since we announced our engagement in full-MVNO

## **※** Forward-looking statements

Statements made in this presentation regarding IIJ's or managements' 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, 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 forward-looking statement. These risks, uncertainties and other factors include but not limited to:

- a decrease of corporate spending or capital expenditure due to depression in the Japanese economy and/or corporate earnings decreased,
- an inability to achieve anticipated results and cause negative impact on profitability,
- a possibility that less of reliability for our services and loss of business chances due to interruption or suspension of our services,
- an excess increase and fluctuation in network-rerated cost, mobile-related cost, outsourcing cost, personnel cost etc,
- a possibility to lose business opportunity due to our inadequate resources in personnel and others,
- an increase in competition and strong pricing pressure,
- the recording of an impairment loss as a result of an impairment test on the non-amortized intangible assets such as goodwill,
- a decline in value and trading value of our holding securities.

Please refer to IIJ's filings on Form 20-F of its annual report and other filings with the United States Securities and Exchange Commission ("SEC") for other risks.

## ★ Contact Information IIJ Investor Relations

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