FOR IMMEDIATE RELEASE

Toyota Tsusho Corporation Reports Earnings for the Three Months Ended June 30, 2011

Nagoya, Japan; August 1, 2011—Toyota Tsusho Corporation (TSE: 8015) reported net sales of 1,310.426 billion yen and net income of 16.563 billion yen, or 47.37 yen per share, for the three months ended June 30, 2011.

Consolidated Results of Operations

In the fiscal first quarter (ended June 30, 2011), the global economy continued to gradually recover but growth slowed in the face of structural headwinds, including rising US unemployment, European fiscal problems, and inflation in emerging market economies, particularly China and India. Meanwhile, the Japanese economy contracted in the aftermath of March's catastrophic earthquake as production was reduced by power shortages and supply chain disruptions in the auto and electronics industries and consumer spending was dampened by deterioration in consumer confidence.

Amid such an environment, the Toyota Tsusho Group's consolidated net sales fell 52.1 billion yen (3.8%) year on year to 1,310.4 billion yen in the fiscal first quarter (April–June). The sales decline weighed on consolidated operating income, which was down 11.720 billion yen (46.2%) to 13.648 billion yen from 25.368 billion yen in the year-earlier quarter. Consolidated ordinary income likewise declined, down 7.101 billion yen (23.1%) to 23.630 billion yen from 30.731 billion yen in the year-earlier quarter. Consolidated net income after taxes, however, increased 1.875 billion yen (12.8%) to 16.563 billion yen from 14.688 billion yen in the year-earlier quarter, largely by virtue of improvement on the net extraordinary gain/loss line.

Segment Information

Effective from April 2011, the Group reorganized its six existing operating divisions into seven operating divisions in response to changes in its peripheral environment.

Metals

Net sales fell 51.0 billion yen (13.0%) year on year to 341.8 billion yen as a result of auto production cutbacks due to the earthquake.

In the steel business, the Group commenced capacity expansion projects at processing plants in Thailand and Indonesia to accommodate future demand growth, mainly in Southeast Asia. In the nonferrous metals business, the Group merged three domestic aluminum melting subsidiaries in the aim of realizing synergies through improved operating efficiency and integration. The nonferrous metal business continued to focus on development of rare earth resources also. In the steel raw materials business, the Group made progress building a network of processing plants in the aim of handling a larger volume of scrap steel domestically.

Global Production Parts & Logistics

Net sales decreased 27.8 billion yen (17.0%) year on year to 136.0 billion yen due to a major earthquake-induced decline in shipments of parts for overseas auto production, mainly to the US, China, and other Asian countries.

The Group merged its core domestic logistics subsidiary, Toyotsu Logistics Service Co., Ltd., with Hot-line International Transport Ltd., an international intermodal transport subsidiary, in the aim of providing seamlessly integrated domestic and international logistic services. The combined company commenced construction of a second Toyotsu Logistics Service center in Miyoshi, Japan(tentative name) to improve logistic efficiency and expand its service functions.

Automotive

Net sales were down 21.4 billion yen (12.9%) year on year to 144.3 billion yen as a result of an earthquake-induced decrease in exports of domestically produced automobiles.

The Automotive segment endeavored to strengthen its value chain across its existing operations, including parts, service, and pre-owned vehicle sales, while expanding its auto dealership networks, mainly in China and other emerging market economies. Additionally, the Group strengthened its operations in the domestic market for imported-car parts by increasing its equity stake in Targa Co., Ltd., a wholesaler of wheels for imported cars, to 100%

Machinery, Energy & Projects

Net sales grew 64.3 billion yen (30.7%) year on year to 273.6 billion yen, largely by virtue of higher crude oil prices.

In the machinery business, the Group prepared for acceleration of growth in automobiles' electronic content by establishing a new Electronic Machinery & Solution Department in addition to existing auto production facilities. The Group also reorganized its industrial vehicle and construction machinery operations as separate departments in the aim of strengthening sales capabilities and expanding these businesses. In the energy and plant project business, the Group reorganized the Energy Department as the Petroleum and Alternative Energy Project Department in the aim of building a value chain that extends from petroleum resource development through product sales.

Chemicals & Electronics

Net sales declined 26.5 billion yen (9.1%) year on year to 264.2 billion yen as a result of earthquake-induced cutbacks in domestic and overseas auto production and declines in electronic parts prices.

In the chemical and synthetic resin business, the Group agreed to be the exclusive Japanese agent for a Spanish biopharmaceutical manufacturer. The electronics business commenced sales of Value Cloud, a cloud-computing platform that provides a full suite of IT infrastructure required by offices and can be accessed even via smartphones.

Produce & Foodstuffs

Net sales increased 15.2 billion yen (21.9%) year on year to 84.1 billion yen, largely owing to growth in wheat and feed ingredient trading volumes.

The grain business sustained earthquake damage to its grain silos in the Kanto and Tohoku regions, but it resolved to supply raw materials to livestock farmers and other customers in Tohoku as a top priority and exerted utmost efforts to rapidly regain full functionality. In the food business, the Group acquired an equity stake in Europe's largest trading company specializing in nuts and dried fruit to expedite its overseas expansion. The Group also decided to establish an Indonesian joint-venture company to manufacture PET bottles for soft drinks and provide contract bottling services.

Consumer Products, Services & Materials

Net sales fell 5.0 billion yen (7.1%) year on year to 65.3 billion yen as a result of a large earthquake-induced falloff in unit sales of automotive materials and accessories (e.g., airbags, floor mats).

In the lifestyle business, the Group partnered with Circle K Sunkus Co., Ltd., and began selling home healthcare supplies directly to consumers through an online site and Circle K Sunkus's convenience stores in the aim of expanding its eldercare business.

Consolidated Financial Condition

At June 30, 2011, consolidated assets totaled 2,405.1 billion yen, a decrease of 31.1 billion yen from March 31, 2011. The decrease was essentially the net result of a 48.8 billion yen decrease in trade accounts receivable offset by a 20.4 billion yen increase in inventories. Consolidated net assets increased 13.8 billion yen to 681.1 billion yen over the same timeframe. The increase was derived largely from retained earnings accretion of 8.6 billion yen, mainly from quarterly net income, and a positive currency translation adjustment of 2.1 billion yen.

Outlook for Fiscal Year Ending March 31, 2012

For the fiscal year ending March 31, 2012, the Group's consolidated earnings forecast issued on June 14, 2011, remains unchanged. The Group forecasts earnings on an annual basis only and therefore has omitted disclosure of a consolidated earnings forecast for the first half of the fiscal year.

Other Information

(1) Changes in material subsidiaries during the period

To provide more comprehensive financial disclosure, the Group newly included two subsidiaries, Toyota Tsusho Energy Europe Cooperatief U.A. and Toyota Tsusho CBM Queensland Pty Ltd, in its consolidated financial statements in the first quarter of the current fiscal year.

(2) Accounting procedures specific to preparation of quarterly consolidated financial statements

	Fiscal first quarter (April 1 – June 30, 2011)
Calculation of income tax expense	The Company calculates quarterly income tax expense by rationally estimating its effective tax rate after application of deferred-tax accounting to pretax income for the fiscal

	year that includes the fiscal first quarter, and then multiplying the estimated effective tax rate by quarterly pretax income.

(3) Changes in accounting principles, changes in accounting estimates and retrospective restatements

	Fiscal first quarter (April 1 – June 30, 2011)
Change in accounting principle	Effective from the fiscal first quarter, the Company has adopted the Accounting Standards Board of Japan's revised Accounting Standard for Earnings Per Share (ASBJ Statement No. 2, issued June 30, 2010) and revised Guidance on Accounting Standard for Earnings Per Share (ASBJ Guidance No. 4, issued June 30, 2010). The Company has changed the method by which it calculates quarterly diluted EPS as follows. For employee stock options that vest after a stipulated period of service, the Company now includes the portion of stock options' fair value attributable to future service when calculating the cash proceeds assumed to be receivable upon execution of the stock options. This change will have no impact on reported EPS.
Additional information	The Company has adopted the Accounting Standards Board of Japan's Accounting Standard for Accounting Changes and Error Corrections (ASBJ Statement No. 24, issued December 4, 2009) and Guidance on Accounting Standard for Accounting Changes and Error Corrections (ASBJ Guidance No. 24, issued December 4, 2009) for accounting changes and error corrections made from April 1, 2011, onward.

(1) Consolidated Balance Sheets

	Millions of yen	
	As of March 31, 2011	As of June 30, 2011
Assets		
Current assets:		
Cash and cash equivalents	252,768	242,779
Trade notes and accounts receivable	898,212	849,467
Inventories	379,116	399,567
Other current assets	150,708	150,601
Less: allowance for doubtful receivables	(7,860)	(5,634)
Total current assets	1,672,945	1,636,781
Fixed assets:		
Property and equipment:	272,513	279,270
Intangible assets:		
Goodwill	74,985	72,020
Other	20,452	31,741
Total intangible assets	95,438	103,762
Investments and other assets:		
Investment securities	325,000	316,037
Other	91,767	92,304
Less: allowance for doubtful receivables	(21,417)	(23,016)
Total investments and other assets	395,349	385,325
Total fixed assets	763,302	768,357
Total assets	2,436,248	2,405,139

		Millions of yen
	As of March 31, 2011	As of June 30, 2011
Liabilities		
Current liabilities:		
Trade notes and accounts payable	713,395	670,130
Short-term debt	283,860	313,813
Income taxes payable	13,604	10,971
Allowances	2,126	1,675
Other current liabilities	262,134	243,706
Total current liabilities	1,275,121	1,240,297
Long-term liabilities:		
Bonds payable, less current portion	65,000	65,000
Long-term debt	378,003	366,589
Allowances	21,634	20,343
Other long-term liabilities	29,109	31,780
Total long-term liabilities	493,748	483,714
Total liabilities	1,768,869	1,724,011
Net assets		
Shareholders' equity:		
Common stock	64,936	64,936
Capital surplus	154,367	154,367
Retained earnings	431,126	439,760
Treasury stock	(7,430)	(7,434)
Total shareholders' equity	642,999	651,629
Accumulated other comprehensive income:		
Net unrealized gains on available-for-sales securities, net of taxes	14,849	15,981
Deferred gain (loss) on futures hedge	1,090	1,836
Foreign currency translation adjustments	(63,400)	(61,311)
Total accumulated other comprehensive income	(47,460)	(43,492)
Stock warrants	1,363	1,473
Minority interests	70,475	71,517
Total net assets	667,378	681,128
Total liabilities and net assets	2,436,248	2,405,139

(2) Consolidated Statements of Income

	Three Months ended June 30, 2010	Millions of yen Three Months ended June 30, 2011
Net sales	1,362,593	1,310,426
Cost of sales	1,278,779	1,235,830
Gross profit	83,813	74,596
Selling, general and administrative expenses	58,444	60,948
Operating income	25,368	13,648
Other income:		
Interest income	909	723
Dividend income	3,855	5,512
Equity in the earnings of unconsolidated subsidiaries and affiliates	3,556	4,882
Other income	2,612	3,698
Total other income	10,934	14,817
Other expenses:		
Interest expense	3,354	3,324
Other expenses	2,216	1,511
Total other expenses	5,571	4,835
Ordinary income	30,731	23,630
Extraordinary income:		
Gain on sale of property and intangible assets	64	5,349
Gain on trading of securities and investments	1,029	53
Gain on reversal of allowance for doubtful receivables	165	—
Gain on transfer of benefit obligation relating to employees' pension fund	—	2,214
Other income	9	3
Total extraordinary income	1,268	7,621
Extraordinary losses:		
Loss on disposal of property and intangible assets	135	50
Loss on trading of securities and investments	30	—
Loss on valuation of securities and investments	1,868	1,146
Loss on liquidation of subsidiaries and affiliates	—	52
Provision for guarantees	—	191
Provision for loss on withdrawal from businesses	—	1,367
Effect of adoption of new accounting standards for asset retirement obligations	523	—
Other losses	10	10
Total extraordinary losses	2,568	2,818
Income before income taxes and minority interests	29,431	28,432
Income tax expenses:	11,585	9,230
Income before minority interests	17,846	19,202
Minority interests in earnings of consolidated subsidiaries and affiliates	3,157	2,638
Net income	14,688	16,563

Consolidated Statements of Comprehensive Income

	Three Months ended June 30, 2010	Three Months ended June 30, 2011
	Amount	Amount
Income before minority interests	17,846	19,202
Other comprehensive income		
Net unrealized gains on available-for-sales securities, net of taxes	(10,598)	1,125
Deferred gain (loss) on futures hedge	(2,972)	859
Foreign currency translation adjustments	(10,569)	143
Share of other comprehensive income of associates accounted for using equity method	(569)	1,463
Total other comprehensive income	(24,711)	3,591
Comprehensive income	(6,864)	22,793
Components:		
Comprehensive income attributable to owners of the parent	(9,195)	20,538
Comprehensive income attributable to minority interests	2,330	2,254

Segment Information

Segment information

1. Reportable segment information

Three Months ended June 30, 2010 (April 1, 2010 to June 30 2010)

Millions of yen

	Reportable segment							
	Metals	Global Production Parts & Logistics	Automotive	Machinery, Energy & Project	Chemicals & Electronics	Produce & Foodstuffs	Consumer Products, Services & Materials	Total
Net sales								
Outside customers	392,889	163,852	165,732	209,398	290,712	68,993	70,353	1,361,933
Inter-segment or transfers	142	1,470	13	212	1,759	31	663	4,293
Total	393,031	165,323	165,746	209,611	292,471	69,025	71,017	1,366,226
Segment income (loss)	10,486	4,175	5,099	(333)	3,949	697	1,750	25,826

	Other *1	Total	Adjustments *2	Amounts on the quarterly consolidated statements of income *3
Net sales				
Outside customers	659	1,362,593	—	1,362,593
Inter-segment or transfers	176	4,469	(4,469)	—
Total	836	1,367,063	(4,469)	1,362,593
Segment income (loss)	(320)	25,506	(137)	25,368

Three Months ended June 30, 2011 (April 1, 2011 to June 30 2011)

Millions of yen

	Reportable segment							
	Metals	Global Production Parts & Logistics	Automotive	Machinery, Energy & Project	Chemicals & Electronics	Produce & Foodstuffs	Consumer Products, Services & Materials	Total
Net sales								
Outside customers	341,825	136,024	144,356	273,697	264,210	84,116	65,356	1,309,588
Inter-segment or transfers	39	1,568	5	365	1,483	30	352	3,845
Total	341,865	137,593	144,362	274,062	265,693	84,147	65,709	1,313,433
Segment income (loss)	5,879	1,722	4,142	(1,736)	1,861	285	2,178	14,333

	Other *1	Total	Adjustments *2	Amounts on the quarterly consolidated statements of income *3
Net sales				
Outside customers	837	1,310,426	—	1,310,426
Inter-segment or transfers	98	3,943	(3,943)	-
Total	936	1,314,369	(3,943)	1,310,426
Segment income (loss)	(685)	13,647	0	13,648

Notes: 1. Other comprises businesses that are not included in reportable segments, such as functional services which provide operation support to the whole Group.

2. Figures in "Adjustments" for the "Segment income (loss)" row represent the amounts of inter-segment transactions.
3. Segment income adjustments are based on operating income reported on the consolidated statements of income for the corresponding period.

2. Change in Reportable segments

Effective the first quarter of the fiscal year ending March 31, 2012, Toyota Tsusho reorganized its business structure from the previous six-division system, consisting Metals, Machinery & Electronics, Automotive, Energy & Chemicals, Produce & Foodstuffs, and Consumer Products, Services & Materials, to a seven-division system, consisting Metals, Global Production Parts & Logistics, Automotive, Machinery, Energy & Project, Chemicals & Electronics, Produce & Foodstuffs, and Consumer Products, Services & Materials. In accord with this change, reportable segment information for the three months ended June 30, 2010 was presented after rearrangement under the new segmentation.

(5) Notes on Significant Changes in Shareholders' Equity

Not applicable

Outline of Consolidated Results for the Three Months Ended June 30, 2011
(April 1, 2011 to June 30, 2011)

1. Operating Results

Billions of yen

	Consolidated			
	Three Months ended June 30, 2011	Three Months ended June 30, 2010	Year-on-year change	
			Amount	%
Net sales	1,310.4	1,362.5	(52.1)	(4)
Gross profit	74.5	83.8	(9.3)	(11)
SG & A expenses	60.9	58.4	2.5	-
Operating income	13.6	25.3	(11.7)	(46)
Interest income and expense	(2.6)	(2.4)	(0.2)	-
Dividend income	5.5	3.8	1.7	-
Equity in the earnings (losses) of unconsolidated subsidiaries and affiliates	4.8	3.5	1.3	-
Other income (losses)	2.1	0.3	1.8	-
Ordinary income	23.6	30.7	(7.1)	(23)
Extraordinary income (losses)	4.8	(1.2)	6.0	-
Income before income taxes and minority interests	28.4	29.4	(1.0)	(3)
Income tax expenses	9.2	11.5	(2.3)	-
Minority interests in earnings of consolidated subsidiaries and affiliates	2.6	3.1	(0.5)	-
Net income	16.5	14.6	1.9	13

Major year-on-year changes

- Net sales (decrease of 52.1 billion yen):
  - Decrease in volume handled mainly in the Metals segment due to decreased automobile production, despite increase in the Machinery, Energy & Project segment owing to higher market prices of crude oil and other commodities
- Gross profit (decrease of 9.3 billion yen):
  - Decrease mainly in the Metals segment due to decrease in net sales
- SG & A expenses (increase of 2.5 billion yen):
  - Increase due to effect of newly consolidated subsidiaries
- Dividend income (increase of 1.7 billion yen)
  - Increase in dividend income of Toyota Tsusho Corporation and its foreign consolidated subsidiaries
- Equity in the earnings of unconsolidated subsidiaries and affiliates (increase of 1.3 billion yen):
  - Increase mainly in unconsolidated subsidiaries and affiliates in the Chemicals & Electronic segment and the Machinery, Energy & Project segment
- Other non-operating income (increase of 1.8 billion yen):
  - Mainly due to increase in foreign exchange gains
- Extraordinary income (losses) (increase of 6.0 billion yen):
  - Increased mainly due to gain on sale of property and intangible assets

2. Financial Position

Billions of yen

	Consolidated			
	As of June 30, 2011	As of June 30, 2010	Change versus March 31, 2011	
			Amount	%
Total assets	2,405.1	2,436.2	(31.1)	(1)
Current assets	1,636.7	1,672.9	(36.2)	(2)
Investment securities	316.0	325.0	(9.0)	(3)
Other fixed assets	452.3	438.3	14.0	3
Net assets	681.1	667.3	13.8	2
Net interest-bearing debt	589.5	581.4	8.1	1
Debt-equity ratio (times)	1.0	1.0	(0.0)	

Major year-on-year changes

- Current assets (decrease of 36.2 billion yen):
  - Decrease of 10.0 billion yen in cash and cash equivalents
  - Decrease of 48.8 billion yen in trade notes and accounts receivable
  - Increase of 20.4 billion yen in inventories
- Net assets (increase of 13.8 billion yen):
  - Retained earnings: increase of 8.6 billion yen (net income for the three months ended June 30, 2011 of 16.5 billion yen less 5.5 billion yen dividends, etc.)
  - Net unrealized gains on available-for-sales securities, net of taxes: increase of 1.1 billion yen
  - Foreign currency translation adjustments: increase of 2.1 billion yen
  - Minority interests: increase of 1.1 billion yen

3. Consolidated Net Sales and Operating Income by Industry Segment

*The first row for each segment indicates net sales, the second indicates operating income.

Billions of yen

	Three Months ended June 30, 2011	Three Months ended June 30, 2010	Year-on-year change	Amount affected by exchange rates	Year-on-year change excluding amount affected by exchange rates	
					Amount	%
Metals	341.8	392.8	(51.0)	(10.2)	(40.8)	(11)
	5.8	10.4	(4.6)	(0.4)	(4.2)	(42)
Global Production Parts & Logistics	136.0	163.8	(27.8)	(9.4)	(18.4)	(12)
	1.7	4.1	(2.4)	(0.3)	(2.1)	(56)
Automotive	144.3	165.7	(21.4)	(6.6)	(14.8)	(9)
	4.1	5.0	(0.9)	(0.2)	(0.7)	(15)
Machinery, Energy & Project	273.6	209.3	64.3	(6.0)	70.3	35
	(1.7)	(0.3)	(1.4)	(0.0)	(1.4)	—
Chemicals & Electronics	264.2	290.7	(26.5)	(6.4)	(20.1)	(7)
	1.8	3.9	(2.1)	(0.1)	(2.0)	(51)
Produce & Foodstuffs	84.1	68.9	15.2	(2.8)	18.0	27
	0.2	0.6	(0.4)	(0.0)	(0.4)	(57)
Consumer Products, Services & Materials	65.3	70.3	(5.0)	(1.0)	(4.0)	(6)
	2.1	1.7	0.4	(0.0)	0.4	26
Total	1,310.4	1,362.5	(52.1)	(42.5)	(9.6)	(1)
	13.6	25.3	(11.7)	(1.1)	(10.6)	(44)

Major year-on-year changes

• Metals

Net sales and operating income:

Both decreased due to decreases in automobile production

• Global Production Parts & Logistics

Net sales and operating income:

Both decreased due to decreases in overseas automobile production

• Automotive

Net sales and operating income:

Both decreased due to a decrease in automobile export volume handled by Toyota Tsusho Corporation (non-consolidated)

• Machinery, Energy & Project

Net sales:

Increased due to higher market prices of crude oil and other commodities

Operating income:

Decrease due to lower profits in a coal project in Australia

• Chemicals & Electronics

Net sales and operating income:

Both decreased due to decreases in volume of electronic components handled

• Produce & Foodstuffs

Net sales:

Increased due to increase in volume handled of feedstuffs and higher market prices

Operating income:

Decrease due to increase in disaster-related costs, etc.

• Consumer Products, Services & Materials

Net sales:

Decrease due to decrease in volume of automotive materials handled

Operating income:

Effect of adoption of market value accounting for consolidated subsidiaries

4. Consolidated Financial Results Forecasts for the Year Ending March 31, 2012 (April 1, 2011 to March 31, 2012)

*The first row for each segment indicates net sales, the second indicates operating income.

		Year ending March 31, 2012 (forecast)	Year ended March 31, 2011 (results)	Year-on-year change	
				Amount	%
	Metals	1,780.0	1,630.8	149.2	9
		38.0	37.9	0.1	0
	Global Production Parts & Logistics	650.0	642.1	7.9	1
		10.5	10.3	0.2	1
	Automotive	660.0	682.5	(22.5)	(3)
		21.5	23.4	(1.9)	(8)
	Machinery, Energy & Project	970.0	1,029.0	(59.0)	(6)
		1.0	3.2	(2.2)	(69)
	Chemicals & Electronics	1,160.0	1,166.5	(6.5)	(1)
		10.0	12.0	(2.0)	(17)
	Produce & Foodstuffs	310.0	291.0	19.0	6
		1.0	0.8	0.2	18
	Consumer Products, Services & Materials	270.0	297.6	(27.6)	(9)
		7.0	0.8	6.2	774
Corporate	Net sales	5,800.0	5,743.6	56.4	1
	Operating income	86.0	85.2	0.8	1
Ordinary income		100.0	104.2	(4.2)	(4)
Net income		47.0	47.1	(0.1)	(0)

5. Dividend per share

	Year Ending March 31, 2012	Year Ended March 31, 2011
Interim	12.0 yen	12.0 yen
Full year	28.0 yen	28.0 yen
Payout ratio (consolidated)	20.8%	20.8%

6. Changes in major indexes

		Three Months ended June 30, 2011	Three Months ended June 30, 2010	Year Ending March 31, 2012 (forecast)
Exchange rate (yen / US dollar)	Average during the period	82	92	80
	End of period	81	(83)	80
Interest rate	Yen TIBOR 3M average	0.34%	0.40%	0.35%
	US dollar LIBOR 3M	0.26%	0.43%	0.65%

average			
Hot-rolled steel (yen / ton)	86,000	88,000	86,000
Dubai oil (US dollars / bbl)	111	78	110
Australian thermal coal (US dollars / ton)	126	100	120
Corn futures (cents / bushel)	684	355	650