

**FOR IMMEDIATE RELEASE**

**Toyota Tsusho Corporation Reports Earnings for  
the Fiscal Year Ended March 31, 2018**

Nagoya, Japan; April 27, 2018 — Toyota Tsusho Corporation (TSE: 8015) reported consolidated revenue of 6,491.035 billion yen and profit for the period (attributable to owners of the parent) of 130.228 billion yen, or 370.08 yen per share, for the fiscal year ended March 31, 2018.

**1. Consolidated Results of Operations**

In the fiscal year ended March 31, 2018, the overall global economy remained in a recovery trend as emerging market economies continued to improve while the U.S. and European economies held firm despite deterioration in forward visibility due to protectionist U.S. trade policies, the Xi Regime's growing power in China and a volatile North Korean situation.

The U.S. economic recovery remained intact, fueled by tax cuts' stimulus effect, robust employment and income environments and growth in personal consumption and capital investment. Europe as a whole remained in a mild economic recovery driven by solid domestic demand, improvement in the employment environment and export growth even as its economic outlook was clouded by emergent populism in Italy and a UK economic slowdown due largely to fraught Brexit negotiations between the UK and EU. In China, domestic demand held up well by virtue of government policies, including public works investment, and upbeat economic sentiment among both households and businesses. Nonetheless, the Chinese economy remained in a lull as private investment and production slowed in response to corporate deleveraging and efforts to reduce excess production capacity. Emerging market economies embarked on a stable growth trajectory against a backdrop of low inflation, low interest rates and improvement in local economic sentiment, largely in response to resurgent resource prices.

Against such a global backdrop, the Japanese economy continued to gradually recover, driven by solid capital investment and export growth in addition to consumption growth in the wake of improvement in the employment environment.

Amid such an environment, the Toyota Tsusho Group's consolidated revenue for the fiscal year ended March 31, 2018, increased 693.7 billion yen (12.0%) year on year to 6,491.0 billion yen, largely as a result of growth in trading volumes related to auto production and yen depreciation's impact on overseas revenues' yen-equivalent value.

Consolidated operating profit increased 49.0 billion yen (36.7%) year on year to 182.6 billion yen, boosted by gross profit growth stemming from revenue growth. Consolidated profit for the year (attributable to owners of the parent) increased 22.3 billion yen (20.7%) year on year to 130.2 billion yen, largely as a net result of operating profit growth and non-recurrence of a year-earlier reduction in income tax expense due to an accounting treatment predicated on application of consolidated taxation system.

*Segment Information*

Effective April 1, 2017, product divisions' African operations were consolidated into the newly established Africa Division.

## **Metals**

Profit for the year (attributable to owners of the parent) increased 2.5 billion yen (9.9%) year on year to 27.8 billion yen, largely as a result of higher metal prices.

In January 2018, the Group decided to acquire an equity stake in Orocobre Limited, an Australian lithium mining company, through a private placement offering and to participate in Orocobre's public accelerated entitlement share offering in the aim of gaining stable supplies of lithium, demand for which is expected to grow, and strengthening its partnership with Orocobre. The Group has since acquired a 15% equity stake in Orocobre.

## **Global Parts & Logistics**

Profit for the year (attributable to owners of the parent) grew 6.8 billion yen (42.6%) year on year to 22.8 billion yen, driven largely by growth in auto parts trading volume.

To strengthen its aircraft parts business, the Group acquired an equity stake in AeroEdge Co., Ltd., a manufacturer and distributor of aircraft engine parts, through a March 2018 third-party share allocation.

## **Automotive**

Profit for the year (attributable to owners of the parent) increased 3.3 billion yen (21.9%) year on year to 18.3 billion yen, boosted largely by growth in overseas auto dealer subsidiaries' unit sales. The Group acquired an equity stake in Grab Inc., Southeast Asia's biggest ride-hailing service platform, in August 2017 in the aim of partnering with Grab in a new mobility service sector.

## **Machinery, Energy & Projects**

Profit for the year (attributable to owners of the parent) rose 15.9 billion yen (98.7%) year on year to 32.0 billion yen, lifted largely by a gain on divestment of gas projects and non-recurrence of year-earlier losses on gas projects.

In November 2017, the Group acquired an equity stake in Nuvve Corporation, a U.S. start-up company that operates a vehicle-to-grid power business that utilizes automotive batteries as a power source, to promote expansion of virtual power plant business that utilizes EVs and PHVs.

## **Chemicals & Electronics**

Profit for the year (attributable to owners of the parent) increased 18.8 billion yen (183.9%) year on year to 29.0 billion yen, largely as a result of a gain on partial divestment of shareholdings in a subsidiary, growth in electronics-related trading volume and non-recurrence of a year-earlier one-time loss.

In January 2018, the Group conducted the world's first manned platooning test on a public highway with trucks developed by four Japanese manufacturers. The test was part of an advanced autonomous driving systems R&D and demonstration program funded by Ministry of Economy, Trade and Industry to prepare for social implementation of truck platooning.

## **Food & Consumer Services**

Profit for the year (attributable to owners of the parent) was 2.3 billion yen, a year-on-year improvement of 11.3 billion yen largely attributable to non-recurrence of a year-earlier impairment loss on non-current assets.

A hotel and 49 retail shops at Global Gate, a mixed-use development in Nagoya's Sasashima Live 24 district, opened for business in October 2017, some six months after occupancy of the complex's office space commenced in April 2017.

## **Africa**

Loss for the year (attributable to owners of the parent) was 3.2 billion yen, 8.9 billion yen below the previous fiscal year's profit. The loss was largely due to an impairment loss on non-current assets.

CFAO SAS launched a shopping center business in Cameroon and opened Carrefour Market Bonamoussadi in Douala, the country's economically largest city, in December 2017.

### **Outlook for Fiscal Year Ending March 31, 2019**

For the fiscal year ending March 31, 2019, the Company is forecasting 140.0 billion yen of profit (attributable to owners of the parent).

### **Consolidated Financial Condition**

#### **(1) Assets, Liabilities, and Net Assets**

At March 31, 2018, consolidated assets totaled 4,310.0 billion yen, a 98.0 billion yen increase from March 31, 2017. The increase was most notably attributable to a 59.9 billion yen increase in investments accounted for using the equity method and 52.3 billion yen increase in inventories.

Consolidated liabilities at March 31, 2018, totaled 2,947.8 billion yen, a 40.7 billion yen decrease from March 31, 2017. The decrease was largely the net result of a 97.4 billion yen reduction in bonds and borrowings and 45.4 billion yen increase in trade and other payables.

Consolidated equity attributable to owners of the parent at March 31, 2018, totaled 1,174.7 billion yen, a 124.0 billion yen increase from March 31, 2017. The increase was mainly due to an increase in retained earnings from profit for the year (attributable to owners of the parent).

#### **(2) Cash Flows**

Cash and cash equivalents ("cash") at March 31, 2018, totaled 423.4 billion yen, a 2.8 billion yen decrease from March 31, 2017. The increase was attributable to positive cash flow from operating activities, partially offset by negative cash flows from investing and financing activities.

#### **Cash flows from operating activities**

Operating activities provided net cash of 215.0 billion yen (55.3 billion yen more than in the previous fiscal year). The net cash inflow mostly came from profit before income taxes.

#### **Cash flows from investing activities**

Investing activities used net cash of 92.4 billion yen (35.1 billion yen less than in the previous fiscal year), mainly for property, plant and equipment purchases.

#### **Cash flows from financing activities**

Financing activities used net cash of 128.7 billion yen (134.3 billion yen more than in the previous fiscal year), largely to repay borrowings.

### **Dividends**

The Company's dividend policy is to endeavor to pay stable dividends on an ongoing basis and increase its dividend per share, targeting a consolidated dividend payout ratio of 25%.

For the fiscal year ended March 31, 2018, the Company plans to pay a year-end dividend of 49 yen per share. Including the previously paid interim dividend of 45 yen per share, dividends for the fiscal year ended March 31, 2018, will total 94 yen per share, an increase of 24 yen per share from the previous fiscal year.

For the fiscal year ending March 31, 2019, the Company plans to pay annual dividends of 100 yen per share, consisting of an interim dividend of 50 yen and a year-end dividend of 50 yen per share, assuming that it earns 140.0 billion yen of consolidated profit for the year (attributable to owners of the parent), in line with its current forecast.

The Company intends to use internally retained earnings to further enhance and strengthen its operational foundation and invest in business expansion to ensure future shareholder returns.

To enable the Company to flexibly distribute earnings to shareholders in the future, its Articles of Incorporation authorize it to distribute retained earnings and/or additional paid-in capital to shareholders pursuant to a Board of Directors' resolution in accordance with Article 459(1) of the Companies Act. For the time being, however, the Company plans to continue paying dividends twice a year as usual.

## **2. Basic Approach to Selection of Accounting Standards**

The Group has voluntarily adopted International Financial Reporting Standards (IFRS), to enhance its financial information's international comparability in capital markets.

### 3. Consolidated Financial Statements

#### (1) Consolidated Statements of Financial Position

(Unit: Millions of yen)

	As of March 31, 2017	As of March 31, 2018
Assets		
Current assets		
Cash and cash equivalents	426,208	423,426
Trade and other receivables	1,323,165	1,342,038
Other financial assets	69,948	67,919
Inventories	603,891	656,149
Other current assets	108,591	115,010
Subtotal	2,531,805	2,604,545
Assets held for sale	14,208	12,440
Total current assets	2,546,014	2,616,986
Non-current assets		
Investments accounted for using the equity method	218,679	278,597
Other investments	505,350	529,739
Trade and other receivables	35,690	31,848
Other financial assets	44,997	27,561
Property, plant and equipment	595,516	590,324
Intangible assets	190,047	166,694
Investment property	22,116	18,782
Deferred tax assets	26,473	24,559
Other non-current assets	27,177	24,949
Total non-current assets	1,666,050	1,693,057
Total assets	4,212,064	4,310,043

(Unit: Millions of yen)

	As of March 31, 2017	As of March 31, 2018
Liabilities and equity		
Liabilities		
Current liabilities:		
Trade and other payables	1,053,646	1,098,589
Bonds and borrowings	536,120	543,406
Other financial liabilities	21,483	15,729
Income taxes payable	26,011	30,102
Provisions	4,565	5,141
Other current liabilities	117,997	128,816
Subtotal	1,759,825	1,821,786
Liabilities directly associated with assets held for sale	9,645	3,004
Total current liabilities	1,769,471	1,824,790
Non-current liabilities:		
Bonds and borrowings	1,032,038	927,373
Trade and other payables	3,238	3,700
Other financial liabilities	19,732	21,566
Retirement benefits liabilities	37,916	40,628
Provisions	21,792	22,960
Deferred tax liabilities	86,930	92,846
Other non-current liabilities	17,432	13,989
Total non-current liabilities	1,219,080	1,123,065
Total liabilities	2,988,551	2,947,856
Equity		
Share capital	64,936	64,936
Capital surplus	150,494	150,921
Treasury shares	(3,540)	(3,578)
Other components of equity	111,084	129,943
Retained earnings	727,644	832,495
Total equity attributable to owners of the parent	1,050,619	1,174,718
Non-controlling interests	172,893	187,468
Total equity	1,223,513	1,362,187
Total liabilities and equity	4,212,064	4,310,043

**(2) Consolidated Statements of Profit or Loss and Comprehensive Income**

**Consolidated Statements of Profit or Loss**

(Unit: Millions of yen)

	Year ended March 31, 2017	Year ended March 31, 2018
Revenue		
Sale of goods	5,717,358	6,388,901
Sales of services and other sales	80,004	102,134
Total revenue	5,797,362	6,491,035
Cost of sales	(5,226,490)	(5,884,753)
Gross profit	570,872	606,282
Selling, general and administrative expenses	(411,235)	(414,042)
Other income (expenses)		
Gain (loss) on sale and disposals of non-current assets, net	1,742	8,107
Impairment losses on non-current assets	(26,287)	(23,427)
Other, net	(1,422)	5,777
Total other income (expenses)	(25,967)	(9,543)
Operating profit	133,669	182,696
Finance income (costs)		
Interest income	7,508	8,494
Interest expenses	(26,058)	(26,709)
Dividend income	18,752	20,790
Other, net	(3,454)	13,109
Total finance income (costs)	(3,251)	15,684
Share of profit (loss) of investments accounted for using the equity method	10,476	11,368
Profit before income taxes	140,895	209,749
Income tax expense	(12,560)	(59,359)
Profit for the year	128,334	150,390
Profit for the year attributable to:		
Owners of the parent	107,903	130,228
Non-controlling interests	20,431	20,162
Earnings per share attributable to owners of the parent		
Basic earnings per share (yen)	306.64	370.08
Diluted earnings per share (yen)	306.63	-

## Consolidated Statements of Comprehensive Income

(Unit: Millions of yen)

	Year ended March 31, 2017	Year ended March 31, 2018
Profit for the year	128,334	150,390
Other comprehensive income		
Items that will not be reclassified to profit or loss:		
Remeasurements of defined benefit plans	1,083	1,144
Financial assets measured at fair value through other comprehensive income	37,019	18,260
Share of other comprehensive income of investments accounted for using the equity method	715	914
Items that may be reclassified to profit or loss:		
Cash flow hedges	12,744	920
Exchange differences on translation of foreign operations	(24,368)	898
Share of other comprehensive income of investments accounted for using the equity method	(7,137)	4,136
Other comprehensive income for the year, net of tax	20,057	26,275
Total comprehensive income for the year	148,391	176,666
Total comprehensive income for the year attributable to:		
Owners of the parent	128,964	153,287
Non-controlling interests	19,427	23,378

**(3) Consolidated Statement of Changes in Equity**

(Unit: Millions of yen)

	Year ended March 31, 2017	Year ended March 31, 2018
Equity		
Share capital – Common stock		
Balance at the beginning of the year	64,936	64,936
Balance at the end of the year	64,936	64,936
Capital surplus		
Balance at the beginning of the year	153,751	150,494
Acquisition (disposal) of non-controlling interests	(3,224)	426
Acquisition (disposal) of treasury shares	(32)	0
Balance at the end of the year	150,494	150,921
Treasury shares		
Balance at the beginning of the year	(3,623)	(3,540)
Acquisition (disposal) of treasury shares	82	(37)
Balance at the end of the year	(3,540)	(3,578)
Other components of equity		
Remeasurements of defined benefit pension plans		
Balance at the beginning of the year	—	—
Increase (decrease) during the year	1,082	1,088
Reclassification to retained earnings	(1,082)	(1,088)
Balance at the end of the year	-	-
Financial assets measured at fair value through other comprehensive income		
Balance at the beginning of the year	205,971	232,692
Increase (decrease) during the year	36,245	18,844
Reclassification to retained earnings	(9,524)	(3,111)
Balance at the end of the year	232,692	248,425
Cash flow hedges		
Balance at the beginning of the year	(26,738)	(14,402)
Increase (decrease) during the year	12,335	1,440
Balance at the end of the year	(14,402)	(12,961)

(Unit: Millions of yen)

	Year ended March 31, 2017	Year ended March 31, 2018
Exchange differences on translation of foreign operations		
Balance at the beginning of the year	(78,603)	(107,206)
Increase (decrease) during the year	(28,602)	1,685
Balance at the end of the year	(107,206)	(105,520)
Retained earnings		
Balance at the beginning of the year	630,964	727,644
Reclassification from other components of equity	10,607	4,199
Profit for the year attributable to owners of the parent	107,903	130,228
Dividends	(21,829)	(29,577)
Balance at the end of the year	727,644	832,495
Total equity attributable to owners of the parent	1,050,619	1,174,718
Non-controlling interests		
Balance at the beginning of the year	169,326	172,893
Dividends paid to non-controlling interests	(14,623)	(13,453)
Acquisition (disposal) of non-controlling interests	(2,778)	4,652
Profit for the year attributable to non-controlling interests	20,431	20,162
Other comprehensive income attributable to non-controlling interests		
Remeasurements of defined benefit pension plans	(23)	37
Financial assets measured at fair value through other comprehensive income	1,513	350
Cash flow hedges	775	215
Exchange differences on translation of foreign operations	(3,270)	2,614
Other	1,542	(3)
Balance at the end of the year	172,893	187,468
Total equity	1,223,513	1,362,187
Comprehensive income for the year attributable to:		
Owners of the parent	128,964	153,287
Non-controlling interests	19,427	23,378
Total comprehensive income for the year	148,391	176,666

**(4) Consolidated Statements of Cash Flows**

(Unit: Millions of yen)

	Year ended March 31, 2017	Year ended March 31, 2018
Cash flows from operating activities		
Profit before income taxes	140,895	209,749
Depreciation and amortization	76,065	80,192
Impairment losses on non-current assets	26,287	23,427
Finance costs (income)	3,251	(15,684)
Share of (profit) loss of investments accounted for using the equity method	(10,476)	(11,368)
(Gain) loss on sale and disposals of non-current assets, net	(1,742)	(8,107)
(Increase) decrease in trade and other receivables	(110,633)	(1,739)
(Increase) decrease in inventories	(5,585)	(40,876)
Increase (decrease) in trade and other payables	80,472	26,219
Other	(2,685)	(11,307)
Subtotal	195,848	250,505
Interest received	7,321	7,774
Dividends received	33,077	37,576
Interest paid	(25,477)	(25,872)
Income taxes paid	(50,998)	(54,885)
Net cash provided by operating activities	159,770	215,098
Cash flows from investing activities		
(Increase) decrease in time deposits	(37,299)	(3,650)
Purchase of property, plant and equipment	(74,460)	(63,987)
Proceeds from sales of property, plant and equipment	13,990	9,959
Purchase of intangible assets	(10,929)	(10,754)
Proceeds from sales of intangible assets	558	11,543
Purchase of investments	(22,177)	(52,355)
Proceeds from sales of investment	7,893	10,222
Proceeds from (payment for) acquisition of subsidiaries	(9,290)	3,294
Proceeds from (payment for) sale of subsidiaries	25	1,247
Payments of loans receivable	(14,779)	(9,807)
Collection of loans receivable	19,829	11,855
Other	(886)	(65)
Net cash provided by (used in) investing activities	(127,525)	(92,498)

(Unit: Millions of yen)

	Year ended March 31, 2017	Year ended March 31, 2018
Cash flows from financing activities		
Net increase (decrease) in short-term borrowings, net	(971)	54,431
Proceeds from long-term borrowings	142,170	135,321
Repayment of long-term borrowings	(105,724)	(290,799)
Proceeds from issuance of bonds	39,774	19,941
Redemption of bonds	(25,992)	-
Purchase of treasury shares	(25)	(43)
Dividends paid	(21,829)	(29,577)
Dividends paid to non-controlling interests	(14,623)	(13,453)
Proceeds from non-controlling interests	1,685	1,697
Payments for acquisition of subsidiaries' interest from non-controlling interests	(5,897)	(5,114)
Proceeds from sale of subsidiaries' interest to non-controlling interests	-	2,426
Other	(2,908)	(3,571)
Net cash provided by (used in) financing activities	5,656	(128,741)
Net increase (decrease) in cash and cash equivalents	37,901	(6,141)
Cash and cash equivalents at the beginning of the year	392,247	426,208
Effect of exchange rate changes on cash and cash equivalents	(3,940)	3,360
Cash and cash equivalents at end of the year	426,208	423,426

**(5) Notes on the Consolidated Financial Statements**

(Notes on the Going-concern Assumption)

Not applicable

**(Segment and Other Information)**

## Segment Information

## 1. Revenue, Profit/loss and Assets and Other Items by Reportable Segment

Year ended March 31, 2017 (April 1, 2016 to March 31, 2017)

(Unit: Millions of yen)

	Reportable segment					
	Metals	Global Parts & Logistics	Automotive	Machinery, Energy & Project	Chemicals & Electronics	Food & Consumer Services
Revenue						
External	1,392,134	751,675	588,566	723,047	1,434,708	408,345
Inter-segment	971	21,580	2,140	3,292	8,140	1,142
Total	1,393,106	773,255	590,707	726,339	1,442,848	409,487
Gross profit	85,191	64,522	78,592	66,710	112,067	44,216
Profit (loss) for the year attributable to owners of the parent	25,376	16,045	15,032	16,119	10,241	(9,096)
Segment assets	812,911	373,618	320,976	766,782	644,503	263,548
Other items						
(1) Investments accounted for using the equity method	15,372	15,891	25,298	51,924	59,804	31,514
(2) Share of profit (loss) of investments accounted for using the equity method	961	1,695	1,432	4,227	1,395	570
(3) Depreciation and amortization	10,884	5,601	9,021	18,916	3,312	3,823
(4) Impairment losses on non-current assets	1,686	388	189	33	8,041	15,932
(5) Capital expenditure	11,279	3,814	12,044	26,235	3,296	2,459

	Reportable segment		Other *1	Adjustments *2	Consolidated
	Africa	Total			
Revenue					
External	495,927	5,794,405	2,957	-	5,797,362
Inter-segment	13,078	50,346	773	(51,119)	-
Total	509,005	5,844,751	3,731	(51,119)	5,797,362
Gross profit	125,782	577,084	2,174	(8,386)	570,872
Profit (loss) for the year attributable to owners of the parent	5,771	79,489	28,555	(141)	107,903
Segment assets	505,561	3,687,902	729,320	(205,158)	4,212,064
Other items					
(1) Investments accounted for using the equity method	6,853	206,659	12,020	-	218,679
(2) Share of profit (loss) of investments accounted for using the equity method	(265)	10,017	459	(0)	10,476
(3) Depreciation and amortization	15,381	66,941	9,123	-	76,065
(4) Impairment losses on non-current assets	-	26,272	14	-	26,287
(5) Capital expenditure	18,447	77,578	11,104	-	88,683

Year ended March 31, 2018 (April 1, 2017 to March 31, 2018)

(Unit: Millions of yen)

	Reportable segment					
	Metals	Global Parts & Logistics	Automotive	Machinery, Energy & Project	Chemicals & Electronics	Food & Consumer Services
Revenue						
External	1,643,959	830,513	627,470	938,072	1,480,498	405,537
Inter-segment	904	24,294	5,037	4,399	11,034	1,014
Total	1,644,864	854,807	632,507	942,471	1,491,532	406,552
Gross profit	86,659	72,615	85,097	81,674	109,073	42,772
Profit (loss) for the year attributable to owners of the parent	27,895	22,881	18,320	32,027	29,069	2,396
Segment assets	899,106	405,183	302,378	738,831	663,813	268,299
Other items						
(1) Investments accounted for using the equity method	46,723	17,178	24,002	64,117	70,739	30,726
(2) Share of profit (loss) of investments accounted for using the equity method	3,205	2,098	2,670	4,452	(362)	(1,359)
(3) Depreciation and amortization	11,625	5,830	9,360	18,869	2,896	3,949
(4) Impairment losses on non-current assets	727	22	138	4,189	118	2,146
(5) Capital expenditure	10,589	5,393	12,606	18,921	4,417	2,273

	Reportable segment		Other *1	Adjustments *2	Consolidated
	Africa	Total			
Revenue					
External	562,720	6,488,772	2,263	-	6,491,035
Inter-segment	16,250	62,935	953	(63,888)	-
Total	578,971	6,551,708	3,216	(63,888)	6,491,035
Gross profit	132,115	610,008	2,684	(6,410)	606,282
Profit (loss) for the year attributable to owners of the parent	(3,291)	129,298	671	257	130,228
Segment assets	533,313	3,810,925	753,766	(254,648)	4,310,043
Other items					
(1) Investments accounted for using the equity method	7,583	261,073	17,524	-	278,597
(2) Share of profit (loss) of investments accounted for using the equity method	(244)	10,460	897	9	11,368
(3) Depreciation and amortization	21,720	74,251	5,940	-	80,192
(4) Impairment losses on non-current assets	13,843	21,186	2,240	-	23,427
(5) Capital expenditure	14,699	68,901	5,840	-	74,741

- Notes:
1. "Other" comprises businesses that are not included in reportable segments, such as functional services which provide operation support to the whole Group. In addition, this column includes profit/loss that is not classified into a specific reportable segment. "Profit (loss) for the year attributable to owners of the parent" for the fiscal year ended March 31, 2017 mainly represents change in recoverability of deferred tax assets recognized in each reportable segment.
  2. Figures in "Adjustments" represent the amounts of inter-segment transactions.
  3. Prices in inter-segment transactions are decided based on negotiation on an individual basis.

## 2. Change in Reportable Segment

From the first three months of the fiscal year ended March 31, 2018, each division's African operations were consolidated into the newly established Africa Division. In line with this, the segment information for the fiscal year ended March 31, 2017 (April 1, 2016 to March 31, 2017) has been recast to reflect this change.

The Africa division conducts manufacturing, sales, and services, mainly in the automobile, healthcare, consumer goods & retail businesses operated in Africa. It is also developing new businesses designed to solve Africa's social issues, including energy & infrastructure, agriculture, and ICT.

**(Per Share Information)**

Calculation basis for basic/diluted earnings per share attributable to owners of the parent are as follows.

	Year ended March 31, 2017	Year ended March 31, 2018
Profit for the year (attributable to owners of the parent) <i>(million yen)</i>	107,903	130,228
Weighted average number of common stock		
Basic weighted average number of common stock <i>(thousand shares)</i>	351,884	351,889
Dilutive effects: stock option <i>(thousand shares)</i>	11	-
Diluted weighted average number of common shares <i>(thousand shares)</i>	351,896	351,889
Earnings per share attributable to owners of the parent		
Basic earnings per share <i>(yen)</i>	306.64	370.08
Diluted earnings per share <i>(yen)</i>	306.63	-

Diluted earnings per share for the fiscal year ended March 31, 2018 attributable to owners of the parent is not provided here, as there are no residual securities.

**(Material Subsequent Events)**

Not applicable.

Outline of Consolidated Results  
for the fiscal year ended March 31, 2018 (IFRS)

(For reference)

Quarterly changes	1Q	2Q	3Q	4Q
Gross profit	150.8	146.6	156.6	152.0
Operating profit	49.0	45.7	53.0	34.8
Profit attributable to owners of the parent	37.0	36.4	40.5	16.2

April 27, 2018  
Toyota Tsusho Corporation

(Unit: Billion yen)

Consolidated Operating Results	Year ended March 31, 2017	Year ended March 31, 2018	Year-on-year change		Main factors behind year-on-year changes
			Amount	%	
Revenue	5,797.3	6,491.0	693.7	12.0%	<p><b>【Gross profit】+35.4 billion yen</b> Increased due to weaker yen and increase in trading volume of automobile production-related products</p> <p><b>【SG &amp; A】-2.8 billion yen</b> Increased due to weaker yen</p> <p><b>【Other income (expenses)】+16.4 billion yen</b> Increased due to improvement in foreign exchange gain/loss and improvement in gain/loss on non-current assets</p> <p><b>【Other finance income (costs)】+16.5 billion yen</b> Increased due to gains on sale of part of subsidiary's shares</p> <p><b>【Income tax expense】-46.8 billion yen</b> Increased due to effects of preparation for application of consolidated taxation system in the previous fiscal year as well as higher profit before income taxes</p>
Gross profit	570.8	606.2	35.4	6.2%	
SG&A expenses	(411.2)	(414.0)	(2.8)	—	
Other income (expenses)	(25.9)	(9.5)	16.4	—	
Operating profit	133.6	182.6	49.0	36.7%	
Interest income (expenses)	(18.5)	(18.2)	0.3	—	
Dividend income	18.7	20.7	2.0	—	
Other finance income (costs)	(3.4)	13.1	16.5	—	
Share of profit of investments accounted for using the equity method	10.4	11.3	0.9	—	
Profit before income taxes	140.8	209.7	68.9	48.9%	
Income tax expense	(12.5)	(59.3)	(46.8)	—	
Profit for the year	128.3	150.3	22.0	17.2%	
Profit attributable to owners of the parent	107.9	130.2	22.3	20.7%	
Total comprehensive income (attributable to owners of the parent)	128.9	153.2	24.3	18.9%	

Consolidated Financial Position	As of March 31, 2017	As of March 31, 2018	Change over the end of the previous fiscal year		Main factors behind the changes
			Amount	%	
Total assets	4,212.0	4,310.0	98.0	2.3%	<p><b>【Current assets】+70.9 billion yen</b> •Inventories: +52.3 billion yen •Trade and other receivables: +18.9 billion yen</p> <p><b>【Non-current assets】+27.0 billion yen</b> •Investments accounted for using the equity method: +59.9 billion yen •Other investments: +24.4 billion yen •Intangible assets: -23.4 billion yen</p> <p><b>【Total equity】+138.6 billion yen</b> •Retained earnings: +104.8 billion yen •Financial assets measured at fair value through other comprehensive income: +15.8 billion yen</p>
(Current assets)	2,546.0	2,616.9	70.9	2.8%	
(Non-current assets)	1,666.0	1,693.0	27.0	1.6%	
Total equity	1,223.5	1,362.1	138.6	11.3%	
Net interest-bearing debt	1,101.9	1,006.9	(95.0)	(8.6%)	
Debt-equity ratio (times)	1.0	0.9	(0.1)	—	

Consolidated Cash Flow Position	Year ended March 31, 2017	Year ended March 31, 2018	Year-on-year change		Major factors behind year-on-year changes
			Amount	%	
1. Cash flows from operating activities	159.7	215.0	55.3	34.6%	<p><b>【Cash flows from operating activities】</b> Profit before income taxes</p>
2. Cash flows from investing activities	(127.5)	(92.4)	35.1	(27.5%)	
1-2: Free cash flow	32.2	122.6	90.4	280.2%	
Cash flows from financing activities	5.6	(128.7)	(134.3)	—	<p><b>【Cash flows from investing activities】</b> Purchase of property, plant and equipment</p> <p><b>【Cash flows from financing activities】</b> Repayments of borrowings</p>

Divisions	Year ended March 31, 2017	Year ended March 31, 2018	Year-on-year change		Main factors behind year-on-year changes in profit attributable to owners of parent
			Amount	%	
Metals	85.1	86.6	1.5	1.7%	<p>Increased due to higher market price</p> <p>Increased due to growth in trading volume of automotive parts handled</p> <p>Increased due to growing sales volume handled by overseas auto dealership</p> <p>Increased due to effects from loss of gas business recorded in the previous fiscal year and gain on the sale of gas business in the current fiscal year</p> <p>Increased due to gain on the sale of part of subsidiary's shares, growth in electronics-related trading volume and effect from one-time loss recorded in the previous fiscal year</p> <p>Increased due to the effect of impairment loss on non-current assets recorded in the previous fiscal year</p> <p>Decreased due to impairment loss on non-current assets</p>
	25.3	27.8	2.5	9.9%	
Global Parts & Logistics	64.5	72.6	8.1	12.5%	
	16.0	22.8	6.8	42.6%	
Automotive	78.5	85.0	6.5	8.3%	
	15.0	18.3	3.3	21.9%	
Machinery, Energy & Project	66.7	81.6	14.9	22.4%	
	16.1	32.0	15.9	98.7%	
Chemicals & Electronics	112.0	109.0	(3.0)	(2.7%)	
	10.2	29.0	18.8	183.9%	
Food & Consumer Services	44.2	42.7	(1.5)	(3.3%)	
	(9.0)	2.3	11.3	—	
* Africa	125.7	132.1	6.4	5.0%	
	5.7	(3.2)	(8.9)	—	
Total	570.8	606.2	35.4	6.2%	
	107.9	130.2	22.3	20.7%	

\*The top row for each division indicates gross profit; the bottom row indicates profit attributable to owners of parent.

\* Effective April 1, 2017, product divisions' African operations were consolidated into the newly established Africa Division

Consolidated Financial Results /Forecasts	Year ended March 31, 2018 (results)	Year ending March 31, 2019 (forecast)	Year-on-year change	
			Amount	%
Metals	86.6	93.0	6.4	7.3%
	27.8	34.0	6.2	21.9%
Global Parts & Logistics	72.6	73.0	0.4	0.5%
	22.8	22.0	(0.8)	(3.9%)
Automotive	85.0	90.0	5.0	5.8%
	18.3	20.0	1.7	9.2%
Machinery, Energy & Project	81.6	85.0	3.4	4.1%
	32.0	24.0	(8.0)	(25.1%)
Chemicals & Electronics	109.0	109.0	0.0	0.0%
	29.0	23.0	(6.0)	(20.9%)
Food & Consumer Services	42.7	47.0	4.3	9.9%
	2.3	6.0	3.7	150.4%
Africa	132.1	141.0	8.9	6.7%
	(3.2)	11.0	14.2	—
Gross profit	606.2	663.0	26.8	4.4%
Operating profit	182.6	213.0	30.4	16.6%
Profit before income taxes	209.7	232.0	22.3	10.6%
Profit	150.3	167.0	16.7	11.0%
Profit attributable to owners of the parent	130.2	140.0	9.8	7.5%

\*The top row for each division indicates gross profit; the bottom row indicates profit attributable to owners of the parent

Dividend per share	Year ended March 31, 2017	Year ended March 31, 2018	Year ending March 31, 2019
Full year	70yen	94yen (forecast)	100yen (forecast)
Payout ratio (consolidated)	22.8%	25.4% (forecast)	25.1% (forecast)

Changes in Major Indexes			Year ended March 31, 2017 (or as of March 31, 2017)	Year ended March 31, 2018 (or as of March 31, 2018)
Exchange rate	Yen / US dollar	Average during the year	108	111
		End of period	112	106
	Yen / Euro	Average during the period	119	130
		End of period	120	131
Interest rate	Yen TIBOR 3M average	0.06%	0.06%	
	US dollar LIBOR 3M average	0.86%	1.48%	
Dubai oil (US dollars / bbl)			47	56
Corn futures (cents / bushel)			358	359