

**Outline of Consolidated Results for the Three Months ended June 30, 2016**  
**(April 1, 2016 to June 30, 2016)**

**1. Operating Results**

(Unit: Billions of yen)

	Consolidated			
	Three Months ended June 30, 2016	Three Months ended June 30, 2015	Year-on-year change	
			Amount	%
Net sales	1,862.8	2,138.4	(275.6)	(12.9)
Gross profit	136.7	149.4	(12.7)	(8.5)
SG & A expenses	106.7	118.9	(12.2)	-
Operating income	30.0	30.5	(0.5)	(1.8)
Interest income and expense	(4.7)	(5.2)	0.5	-
Dividend income	9.6	11.4	(1.8)	-
Share of profit (loss) of entities accounted for using equity method	4.9	0.5	4.4	-
Other income (expenses)	3.4	(1.8)	5.2	-
Ordinary income	43.3	35.4	7.9	22.4
Extraordinary income (losses)	(2.1)	(0.7)	(1.4)	-
Profit before income taxes	41.2	34.6	6.6	18.8
Income taxes	13.8	16.9	(3.1)	-
Profit (loss)	27.4	17.7	9.7	54.7
Profit (loss) attributable to non- controlling interests	6.0	4.7	1.3	-
Profit (loss) attributable to owners of the parent	21.3	12.9	8.4	64.8

**Main factors behind year-on-year changes**

- Net sales -275.6 billion yen:
  - Decrease mainly in the Chemicals & Electronics division due to effect of stronger yen and decrease in volume of electronics-related products
- SG & A expenses -12.2 billion yen:
  - Decrease due mainly to stronger yen and decrease in amortization of goodwill
- Dividend income -1.8 billion yen:
  - Decrease mainly in Toyota Tsusho Corporation
- Share of profit (loss) of entities accounted for using equity method +4.4 billion yen:
  - Increase mainly in the Machinery, Energy & Project division and the Metals division
- Other income/expenses +5.2 billion yen:
  - Increase due mainly to improvement in foreign exchange gains/losses
- Extraordinary income (losses) -1.4 billion yen:
  - Decrease due mainly to provision for loss on withdrawal from business

## 2. Financial Position

(Unit: Billions of yen)

	Consolidated			
	As of June 30, 2016	As of March 31, 2016	Change versus March 31, 2016	
			Amount	%
Total assets	3,730.1	3,952.1	(222.0)	(5.6)
Current assets	2,292.3	2,425.8	(133.5)	(5.5)
Investment securities & other investments	487.4	530.9	(43.5)	(8.2)
Other non-current assets	950.3	995.2	(44.9)	(4.5)
Net assets	975.6	1,055.7	(80.1)	(7.6)
Net interest-bearing debt	1,042.8	1,102.7	(59.9)	(5.4)
Debt-equity ratio (times)	1.3	1.2	0.1	

### Main factors behind year-on-year changes

- Current assets -133.5 billion yen:
  - Cash and deposits decreased 33.2 billion yen
  - Notes and accounts receivable - trade decreased 70.4 billion yen
- Investment securities & other investments-43.5 billion yen:
  - Decrease due mainly to lower market value
- Other non-current assets -44.9 billion yen:
  - Property, plant and equipment decreased 18.5 billion yen
  - Intangible assets decreased 16.3 billion yen
- Net assets -80.1 billion yen:
  - Retained earnings increased 10.2 billion yen (profit (loss) attributable to owners of the parent of 21.3 billion yen less 10.9 billion yen dividends, etc.)
  - Valuation difference on available-for-sale securities decreased 24.6 billion yen
  - Foreign currency translation adjustment decreased 57.0 billion yen

## 3. Cash Flow Position

(Unit: Billions of yen)

	Three Months ended June 30, 2016	Three Months ended June 30, 2015	Major factors behind year-on-year changes
1. Cash flows from operating activities	63.0	47.3	Profit for the three months ended June 30, 2016
2. Cash flows from investing activities	(20.5)	(63.6)	Purchase of property, plant and equipment
1-2: Free cash flow	42.5	(16.3)	
Cash flows from financing activities	(58.7)	(20.1)	Repayment of interest-bearing debt

#### 4. Consolidated Net Sales and Operating Income by Segment

\*The top row for each segment indicates net sales; the bottom row indicates operating income.

(Unit: Billions of yen)

	Three Months ended June 30, 2016	Three Months ended June 30, 2015	Year-on-year change	Amounts affected by exchange rates	Year-on-year change excluding amount affected by exchange rates	
					Amount	%
Metals	407.1	471.2	(64.1)	(30.6)	(33.5)	(7.6)
	5.8	9.6	(3.8)	(0.8)	(3.0)	(33.3)
Global Parts & Logistics	232.2	250.5	(18.3)	(31.5)	13.2	6.1
	3.9	5.8	(1.9)	(0.6)	(1.3)	(24.7)
Automotive	282.3	320.1	(37.8)	(29.5)	(8.3)	(2.8)
	5.5	8.2	(2.7)	(1.3)	(1.4)	(19.7)
Machinery, Energy & Project	405.1	460.7	(55.6)	(22.7)	(32.9)	(7.5)
	6.3	5.7	0.6	(0.1)	0.7	13.8
Chemicals & Electronics	417.5	495.0	(77.5)	(24.5)	(53.0)	(11.2)
	8.2	3.1	5.1	(0.5)	5.6	210.5
*Food & Consumer Services	117.5	139.9	(22.4)	(6.2)	(16.2)	(12.1)
	1.8	0.9	0.9	(0.1)	1.0	129.8
Total	1,862.8	2,138.4	(275.6)	(145.2)	(130.4)	(6.5)
	30.0	30.5	(0.5)	(3.1)	2.6	9.4

#### Main factors behind year-on-year changes

- Metals

Net sales:

Decreased due to lower market value

Operating income:

Lower market value and offsetting foreign exchange gains/losses included in non-operating category

- Global Parts & Logistics

Net sales:

Increased due to increase in automotive components handled overseas

Operating income:

Offsetting foreign exchange gains/losses included in non-operating category

- Automotive

Net sales and operating income:

Both decreased due to decrease in export by Toyota Tsusho Corporation as well as decrease in trading volume handled by overseas auto dealership

- Machinery, Energy & Project

Net sales:

Decreased due to decrease in trading volume of automotive equipment

Operating income:

Increased due to increase in profit of wind power generation subsidiaries

- Chemicals & Electronics

Net sales:

Decreased due to decrease in trading volume of electronics-related products

Operating income:

Increased due to effect of loss on valuation of inventories for the three months ended June 30, 2015

- Food & Consumer Services

Net sales:

Decreased due to lower market value and decrease in trading volume of grain handled overseas

Operating income:

Increased due to decrease in amortization of goodwill

\* Effective April 1, 2016, the Food & Agribusiness Division and the Consumer Products & Services Division have been integrated into the Food & Consumer Services Division. In line with this, net sales and operating income for the three months ended June 30, 2015 have been recast to reflect this change.

## 5. Consolidated Financial Results Forecasts for the Year Ending March 31, 2017 (April 1, 2016 to March 31, 2017)

(Unit: Billions of yen)

	Year ending March 31, 2017 (forecast)	Year ended March 31, 2016 (results)	Year-on-year change	
			Amount	%
Net sales	7,300.0	8,170.2	(870.2)	(10.7)
Operating income	144.0	140.2	3.8	2.6
Ordinary income	150.0	128.0	22.0	17.1
Profit (loss) attributable to owners of the parent	70.0	(43.7)	113.7	-

## 6. Changes in Major Indexes

		Three Months ended June 30, 2016	Three Months ended June 30, 2015 (or as of March 31, 2016)
Exchange rate (yen / US dollar)	Average during the period	108	121
	End of period	103	(113)
Interest rate	Yen TIBOR 3M average	0.07%	0.17%
	US dollar LIBOR 3M average	0.64%	0.28%
Dubai oil (US dollars / bbl)		43	61
Corn futures (cents / bushel)		391	366