

Toyota Tsusho Corporation
Financial Highlights
for the Nine Months Ended December 31, 2018
[IFRS basis](Consolidated)

February 1, 2019

Listings	Tokyo Stock Exchange (the first section), Nagoya Stock Exchange	
Security code	8015	
URL	https://www.toyota-tsusho.com/english/	
Representative	Ichiro Kashitani, President & CEO	
Contact	Kazuhiro Uchiyama General manager, Accounting Department	
Telephone	+81 52-584-5482	
Scheduled dates:		
Submission of quarterly securities report	February 13, 2019	
Dividend payout:	-	
Supplementary materials to the quarterly results	Available	
Quarterly financial results briefings	Yes (targeted at institutional investors and analysts)	

(Amounts rounded down to the nearest million yen)

1. Consolidated Financial Results for the Nine Months ended December 31, 2018 (April 1, 2018 to December 31, 2018)

(1) Operating Results

(Percentage figures represent year-on-year changes)

	Revenue		Operating profit		Profit (loss) before income taxes		Profit		Profit attributable to owners of the parent		Total comprehensive income	
	million yen	%	million yen	%	million yen	%	million yen	%	million yen	%	million yen	%
Nine Months ended												
December 31, 2018	5,106,013	5.1	165,175	11.7	180,287	0.9	126,252	(1.8)	109,844	(3.6)	36,277	(83.5)
December 31, 2017	4,856,584	14.2	147,823	20.4	178,723	30.0	128,602	36.8	113,997	44.6	219,848	129.9

	Basic earnings (losses) per share	Diluted earnings (losses) per share
Nine Months ended	yen	yen
December 31, 2018	312.16	-
December 31, 2017	323.96	-

Note: "Basic earnings(losses) per share" is calculated based on "Profit attributable to owners of the parent."

(2) Financial Position

	Total assets	Total equity	Equity attributable to owners of the parent	Ratio of equity attributable to owners of the parent to total asset
As of	million yen	million yen	million yen	%
December 31, 2018	4,415,604	1,351,202	1,161,934	26.3
March 31, 2018	4,310,043	1,362,187	1,174,718	27.3

2. Dividends

Record date or period	Dividend per share				
	End-first quarter	End-second quarter	End-third quarter	Fiscal year-end	Annual total
	yen	yen	yen	yen	yen
Year ended March 31, 2018	-	45.00	-	49.00	94.00
Year ending March 31, 2019	-	50.00	-		
Year ending March 31, 2019 (forecast)				50.00	100.00

Note: No changes were made to the latest release of dividend forecasts.

3. Forecast of Consolidated Earnings for the Fiscal Year ending March 31, 2019 (April 1, 2018 to March 31, 2019)

(Percentage figures represent year-on-year changes)

	Profit attributable to owners of the parent		Basic earnings per share
	million yen	%	yen
Full year	140,000	7.5	397.86

Note: No changes were made to the latest release of earnings forecasts.

*Notes

(1) Changes affecting the consolidation status of significant subsidiaries (changes in specified subsidiary resulting in change in scope of consolidations) during the period: None

(2) Changes in accounting policy and changes in accounting estimates:

1) Changes in accounting policy required by IFRS: Yes

2) Changes other than the above 1): None

3) Changes in accounting estimates: None

Note: For details, please refer to (Changes in Accounting Policy) on page 13.

(3) Number of issued shares (common stock)

1) Number of issued shares at end of period (Treasury shares included):

December 31, 2018: 354,056,516 shares

March 31, 2018: 354,056,516 shares

2) Number of shares held in treasury at end of period:

December 31, 2018: 2,173,795 shares

March 31, 2018: 2,170,022 shares

3) Average Number of shares outstanding during the period:

Nine Months ended December 31, 2018: 351,884,948 shares

Nine Months ended December 31, 2017: 351,890,158 shares

*Quarterly review status

This report is exempt from the quarterly review by certified public accountant or audit firm.

*Appropriate use of earnings forecasts and other important information

1. The above forecasts, which constitute forward-looking statements, are based on information available to the Company as of the date of the release of this document. Actual results may differ materially from the above forecasts due to a range of factors.

2. The Company is scheduled to hold a quarterly earnings briefing for institutional investors and analysts on Friday, February 1, 2019. The presentation materials for the earnings briefing will be posted on its website promptly following the earnings announcement.

*This is an abridged translation of the original Japanese document and is provided for informational purposes only. If there are any discrepancies between this and the original, the original Japanese document prevails.

4. Consolidated Results of Operations

(1) Explanation of Business Results

In the first nine months of the fiscal year (April 1 – December 31, 2018), the overall global economy slowed, largely in response to European and Chinese economic slowdowns, even as the U.S. economy held firm. The U.S. economy continued to recover despite emergent headwinds, including an equity market selloff. Its growth was driven partly by tax cuts' stimulus effect in addition to robust employment and income environments and growth in personal consumption and capital investment. The European economy slowed mildly, largely as a result of a downshift in exports and softness in domestic demand. Additionally, the European economic outlook turned murkier, clouded in part by fraught Brexit negotiations between the UK and EU. The Chinese economy continued to slow despite government efforts to shore it up with tax cuts and other policy measures. Its slowdown was largely attributable to deterioration in consumer sentiment in response to trade tensions and stagnant infrastructure investment amid economic rebalancing from investment-led to consumption-led growth and a shift in China's growth strategy from a quantitative to a qualitative focus. Meanwhile, the Chinese economic outlook has dimmed in the wake of escalation of US-China trade tensions. Emerging market economies underwent a mild slowdown due largely to resource price declines and an export downturn triggered by rising US interest rates and trade tensions.

Against such a global backdrop, the Japanese economy continued to gradually recover, buoyed by improvement in the employment environment and various policy measures' stimulus effect, despite a string of natural disasters, including an earthquake in Hokkaido, which led to an export slowdown and decreased foreign tourist traffic.

Amid such an environment, the Toyota Tsusho Group's consolidated revenue for the nine months ended December 31 increased 249.5 billion yen (5.1%) year on year to 5,106.0 billion yen, largely as a result of growth in trading volumes related to auto production.

Consolidated operating profit increased 17.3 billion yen (11.7%) year on year to 165.1 billion yen, boosted by gross profit growth sufficient to offset increased selling, general and administrative expenses and deterioration in the "other income (expenses)" line item. Despite the increase in operating profit, consolidated profit for the period (attributable to owners of the parent) decreased 4.1 billion yen (3.6%) year on year to 109.8 billion yen, largely as a result of a reduction in other finance income due to non-recurrence of a year-earlier gain on partial divestment of equity holdings in a subsidiary in the Chemicals & Electronics Division and deterioration in the share of profit (loss) of investments accounted for using the equity method primarily in the Machinery, Energy & Projects and Food & Consumer Services Divisions.

Segment Information

Metals

Profit for the period (attributable to owners of the parent) increased 5.2 billion yen (22.6%) year on year to 27.9 billion yen, largely as a result of non-recurrence of a year-earlier one-time loss.

In November 2018, the Group, Australian lithium miner Orocobre Limited and Argentine mining company Jujuy Energía y Minería Sociedad del Estado (JEMSE) decided to expand their jointly owned Argentine lithium mining company's lithium carbonate production capacity from 17,500 to 42,500t/year with the aim of building a stable, long-term lithium supply chain to meet expected demand growth.

Global Parts & Logistics

Profit for the period (attributable to owners of the parent) increased 1.3 billion yen (7.3%) year on year to 18.9 billion yen, driven largely by growth in auto parts trading volumes.

The Group, together with JALUX Inc., entered into a basic agreement with the Laotian Ministry of Public Works and Transport in August 2018 regarding a 10-year extension of an existing agreement to operate the international terminal at Wattay International Airport in Laos.

Automotive

Profit for the period (attributable to owners of the parent) increased 2.6 billion yen (17.9%) year on year to 17.2 billion yen, boosted mainly by growth in overseas auto dealerships' sales volumes.

The Group decided in October 2018 to acquire an equity stake in Singaporean startup mobilityX Pte. Ltd. as the lead investor in a Series A funding round with the aim of advancing its MaaS (Mobility-as-a-Service) business. The deal closed in December.

Machinery, Energy & Projects

Profit for the period (attributable to owners of the parent) decreased 15.0 billion yen (56.5%) year on year to 11.6 billion yen, largely as a result of non-recurrence of a year-earlier one-time gain and deterioration in the share of profit (loss) of investments accounted for using the equity method in the electric power business.

The Group carried out Japan's first vehicle-to-grid (V2G) demonstration tests in November and December 2018. V2G involves supplying electricity stored in electric vehicles' charged batteries to the grid.

Chemicals & Electronics

Profit for the period (attributable to owners of the parent) decreased 7.2 billion yen (28.8%) year on year to 17.8 billion yen, largely as a result of non-recurrence of a year-earlier gain on partial divestment of equity holdings in a subsidiary.

In December 2018, the Group conducted proof-of-concept testing in Australia for autonomous vehicle positioning that utilizes a quasi-zenith satellite system. The test was selected by the Ministry of Economy, Trade and Industry as one of its FY2018 satellite data integration and utilization demonstration projects.

Food & Consumer Services

Profit for the period (attributable to owners of the parent) decreased 0.2 billion yen (8.5%) year on year to 2.3 billion yen, largely as a result of deterioration in the share of profit (loss) of investments accounted for using the equity method in the food business.

In October 2018, the Group established PG AGRO Co., Ltd., a distributor of livestock feed ingredients, as a joint venture with SPM FEED MILL Co., Ltd., a Thai livestock producer and feed manufacturer/distributor, with the aim of stably sourcing and supplying grains.

Africa

Profit for the period (attributable to owners of the parent) increased 0.7 billion yen (12.4%) year on year to 5.9 billion yen, largely as a result of favorable exchange rate movements.

The Group, working in concert with CFAO SAS, was awarded a contract to supply an oceanographic and fishery research vessel by the National Institute of Fisheries Research of Morocco, an entity affiliated with the Moroccan Ministry of Agriculture, Fisheries, Rural Development, Water and Forests, in September 2018.

(2) Consolidated Financial Condition

At December 31, 2018, consolidated assets totaled 4,415.6 billion yen, an increase of 105.6 billion yen from March 31, 2018. Their growth was predominantly due to a 117.8 billion yen increase in inventories. Consolidated equity at December 31 totaled 1,351.2 billion yen, a 10.9 billion yen decrease from March 31. The decrease was mainly the net result of a 74.8 billion yen increase in retained earnings from profit for the period (attributable to owners of the parent) and an 87.6 billion yen reduction in other components of equity.

(3) Outlook for Fiscal Year Ending March 31, 2019

The consolidated earnings forecast issued on April 27, 2018, remains unchanged.

5. Consolidated Financial Statements
(1) Consolidated Statements of Financial Position

(Unit: Million yen)

	As of March 31, 2018	As of December 31, 2018
Assets		
Current assets		
Cash and cash equivalents	423,426	459,225
Trade and other receivables	1,342,038	1,379,780
Other financial assets	67,919	57,757
Inventories	656,149	773,916
Other current assets	115,010	137,484
Subtotal	2,604,545	2,808,163
Assets held for sale	12,440	3,293
Total current assets	2,616,986	2,811,456
Non-current assets		
Investments accounted for using the equity method	278,597	295,808
Other investments	529,739	433,067
Trade and other receivables	31,848	31,296
Other financial assets	27,561	41,190
Property, plant and equipment	590,324	581,325
Intangible assets	166,694	158,273
Investment property	18,782	18,806
Deferred tax assets	24,559	16,859
Other non-current assets	24,949	27,518
Total non-current assets	1,693,057	1,604,147
Total assets	4,310,043	4,415,604

(Unit: Million yen)

	As of March 31, 2018	As of December 31, 2018
Liabilities and equity		
Liabilities		
Current liabilities:		
Trade and other payables	1,098,589	1,169,525
Bonds and borrowings	543,406	590,446
Other financial liabilities	15,729	21,108
Income taxes payable	30,102	28,365
Provisions	5,141	5,148
Other current liabilities	128,816	124,783
Subtotal	1,821,786	1,939,379
Liabilities directly associated with assets held for sale	3,004	—
Total current liabilities	1,824,790	1,939,379
Non-current liabilities:		
Bonds and borrowings	927,373	958,699
Trade and other payables	3,700	2,945
Other financial liabilities	21,566	21,804
Retirement benefits liabilities	40,628	41,094
Provisions	22,960	26,497
Deferred tax liabilities	92,846	60,383
Other non-current liabilities	13,989	13,596
Total non-current liabilities	1,123,065	1,125,021
Total liabilities	2,947,856	3,064,401
Equity		
Share capital	64,936	64,936
Capital surplus	150,921	150,926
Treasury shares	(3,578)	(3,597)
Other components of equity	129,943	42,372
Retained earnings	832,495	907,296
Total equity attributable to owners of the parent	1,174,718	1,161,934
Non-controlling interests	187,468	189,268
Total equity	1,362,187	1,351,202
Total liabilities and equity	4,310,043	4,415,604

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

Consolidated Statements of Profit or Loss

(Unit: Million yen)

	Nine Months ended December 31, 2017	Nine Months ended December 31, 2018
Revenue		
Sales of goods	4,791,490	5,034,481
Sales of services and others	65,093	71,531
Total revenue	4,856,584	5,106,013
Cost of sales	(4,402,361)	(4,626,308)
Gross profit	454,222	479,705
Selling, general and administrative expenses	(307,858)	(311,388)
Other income (expenses)		
Gain (loss) on sale and disposals of non-current assets, net	5,768	325
Impairment losses on non-current assets	(2,838)	(2,726)
Other, net	(1,471)	(740)
Total other income (expenses)	1,459	(3,141)
Operating profit	147,823	165,175
Finance income (costs)		
Interest income	6,241	7,989
Interest expenses	(20,048)	(20,082)
Dividend income	19,310	21,478
Other, net	13,364	864
Total finance income (costs)	18,866	10,249
Share of profit (loss) of investments accounted for using the equity method	12,033	4,862
Profit before income taxes	178,723	180,287
Income tax expense	(50,121)	(54,034)
Profit for the period	128,602	126,252
Profit (loss) for the period attributable to:		
Owners of the parent	113,997	109,844
Non-controlling interests	14,604	16,408
Earnings per share attributable to owners of the parent		
Basic earnings per share (yen)	323.96	312.16
Diluted earnings per share (yen)	—	—

Consolidated Statements of Comprehensive Income

(Unit: Million yen)

	Nine Months ended December 31, 2017	Nine Months ended December 31, 2018
Profit for the period	128,602	126,252
Other comprehensive income		
Items that will not be reclassified to profit or loss:		
Remeasurements of defined benefit pension plans	241	264
Financial assets measured at fair value through other comprehensive income	50,285	(70,942)
Share of other comprehensive income of investments accounted for using the equity method	1,108	(937)
Items that may be reclassified to profit or loss:		
Cash flow hedges	1,385	1,197
Exchange differences on translation of foreign operations	35,020	(19,058)
Share of other comprehensive income of investments accounted for using the equity method	3,205	(499)
Other comprehensive income for the period, net of tax	91,246	(89,975)
Total comprehensive income for the period	219,848	36,277
Total comprehensive income for the period attributable to:		
Owners of the parent	198,382	22,088
Non-controlling interests	21,465	14,189

(3) Consolidated Statement of Changes in Equity

(Unit: Million yen)

	Nine Months ended December 31, 2017	Nine Months ended December 31, 2018
Equity		
Share capital - Common stock		
Balance at the beginning of the period	64,936	64,936
Balance at the end of the period	64,936	64,936
Capital surplus		
Balance at the beginning of the period	150,494	150,921
Acquisition (disposal) of non-controlling interests	703	4
Disposition of treasury stock	0	0
Balance at the end of the period	151,198	150,926
Treasury shares		
Balance at the beginning of the period	(3,540)	(3,578)
Acquisition (disposal) of treasury shares	(33)	(18)
Balance at the end of the period	(3,574)	(3,597)
Other components of equity		
Remeasurements of defined benefit pension plans		
Balance at the beginning of the period	—	—
Increase (decrease) during the period	174	235
Reclassification to retained earnings	(174)	(235)
Balance at the end of the period	—	—
Financial assets measured at fair value through other comprehensive income		
Balance at the beginning of the period	232,692	248,425
Increase (decrease) during the period	51,146	(70,758)
Reclassification to retained earnings	416	420
Balance at the end of the period	284,256	178,087
Cash flow hedges		
Balance at the beginning of the period	(14,402)	(12,961)
Increase (decrease) during the period	1,598	2,016
Balance at the end of the period	(12,803)	(10,944)

(Unit: Million yen)

	Nine Months ended December 31, 2017	Nine Months ended December 31, 2018
Exchange differences on translation of foreign operations		
Balance at the beginning of the period	(107,206)	(105,520)
Increase (decrease) during the period	31,464	(19,249)
Balance at the end of the period	(75,741)	(124,770)
Retained earnings		
Balance at the beginning of the period	727,644	832,495
Reclassification from other components of equity	(242)	(184)
Profit for the period attributable to owners of the parent	113,997	109,844
Dividends	(29,577)	(34,858)
Balance at the end of the period	811,822	907,296
Total equity attributable to owners of the parent	1,220,095	1,161,934
Non-controlling interests		
Balance at the beginning of the period	172,893	187,468
Dividends paid to non-controlling interests	(13,020)	(13,323)
Acquisition (disposal) of non-controlling interests	1,698	914
Profit for the period attributable to non-controlling interests	14,604	16,408
Other comprehensive income attributable to non-controlling interests		
Remeasurements of defined benefit pension plans	3	0
Financial assets measured at fair value through other comprehensive income	310	(1,093)
Cash flow hedges	305	313
Exchange differences on translation of foreign operations	6,241	(1,440)
Other	(14)	19
Balance at the end of the period	183,024	189,268
Total equity	1,403,119	1,351,202
Comprehensive income for the period attributable to:		
Owners of the parent	198,382	22,088
Non-controlling interests	21,465	14,189
Total Comprehensive income for the period	219,848	36,277

(4) Consolidated Statement of Cash Flows

(Unit: Million yen)

	Nine Months ended December 31, 2017	Nine Months ended December 31, 2018
Cash flows from operating activities		
Profit before income taxes	178,723	180,287
Depreciation and amortization	59,713	57,294
Impairment losses on non-current assets	2,838	2,726
Financial costs (income)	(18,866)	(10,249)
Share of (profit) loss of investments accounted for using the equity method	(12,033)	(4,862)
(Gain) loss on sale and disposals of non-current assets, net	(5,768)	(325)
(Increase) decrease in trade and other receivables	(73,514)	(35,642)
(Increase) decrease in inventories	(87,763)	(121,193)
Increase (decrease) in trade and other payables	80,720	67,150
Other	(15,403)	(20,691)
Subtotal	108,645	114,493
Interest received	5,645	7,814
Dividends received	33,640	38,398
Interest paid	(18,608)	(18,198)
Income taxes paid	(48,251)	(56,658)
Net cash provided by operating activities	81,070	85,848
Cash flows from investing activities		
Increase in time deposits	9,300	7,455
Purchase of property, plant and equipment	(46,572)	(45,865)
Proceeds from sale of property, plant and equipment	7,558	6,504
Purchase of intangible assets	(7,749)	(9,334)
Proceeds from sale of intangible assets	10,977	1,984
Proceeds from sale of investment property	—	4,286
Purchase of investments	(21,939)	(40,263)
Proceeds from sale of investment	5,439	1,628
Proceeds from (payment for) acquisition of subsidiary	3,086	(603)
Proceeds from (payment for) sale of subsidiaries	1,247	3,941
Payments for loans receivable	(6,608)	(7,417)
Collection of loans receivable	9,978	10,167
Other	2,178	474
Net cash used in investing activities	(33,104)	(67,041)

(Unit: Million yen)

	Nine Months ended December 31, 2017	Nine Months ended December 31, 2018
Cash flows from financing activities		
Net increase (decrease) in short-term borrowings, net	151,224	60,510
Proceeds from long-term borrowings	112,803	84,836
Repayment of long-term borrowings	(210,103)	(126,307)
Proceeds from issuance of bonds	9,941	56,132
Purchase of treasury shares	(34)	(20)
Dividends paid	(29,577)	(34,858)
Dividends paid to non-controlling interests	(13,020)	(13,323)
Proceeds from non-controlling interests	1,638	1,708
Payments for acquisition of subsidiaries' interest from non-controlling interests	(5,010)	(2,166)
Proceeds from sale of subsidiaries' interest to non- controlling interests	26	137
Other, net	(1,970)	(4,573)
Net cash provided by (used in) financing activities	15,917	22,076
Net increase (decrease) in cash and cash equivalents	63,883	40,884
Cash and cash equivalents at the beginning of the period	426,208	423,426
Effect of exchange rate changes on cash and cash equivalents	10,417	(5,085)
Cash and cash equivalents at the end of the period	500,509	459,225

(5) Notes on Consolidated Financial Statements

(Notes on Going-Concern Assumption)

Not applicable

(Changes in Accounting Policy)

(Revenue from Contracts with Customers)

Effective from the first quarter of the fiscal year ending March 31, 2019, the Group has adopted IFRS 15, “Revenue from Contracts with Customers” (published May 2014) and “Clarifications to IFRS 15” (published April 2016), (hereinafter collectively referred to as IFRS 15). In doing so, the Group has elected to recognize the cumulative effect of applying IFRS 15 at the date of initial application.

The revenue recognition criteria associated with application of IFRS 15 are as follows.

(1) Basis of revenue recognition and measurement

Revenue is recognized and measured based on the following five-step approach.

Step 1: Identify the contract(s) with a customer

Step 2: Identify performance obligations in each contract

Step 3: Determine the transaction price

Step 4: Allocate the transaction price to the performance obligations in the contract

Step 5: Recognize revenue when (or as) the entity satisfies a performance obligation

(2) Timing of revenue recognition

Based on the above five-step approach, the Group recognizes revenue when it has satisfied contracts’ performance obligations.

The Group sells commodities and other products, including metals, vehicles, automotive components, machinery, chemicals and food. For sales of such goods, contracts’ performance obligations are satisfied at the point in time when control of the goods passes to the customer. Specifically, the Group recognizes revenue from the sale of goods at the point in time when the goods have been delivered to the delivery location specified in the contract with the customer or the goods have passed the customer’s acceptance inspection, the Group has a right to payment for the goods, and legal title to and physical possession of the goods and the significant risks and rewards related to ownership of the goods have all been transferred to the customer.

The Group also provides services, performs construction contracting and develops made-to-order software. For these transactions, contracts’ performance obligations are satisfied over a certain time period in accord with the contract. The Group recognizes revenue based on its progress toward complete satisfaction of performance obligations by measuring such progress to depict its performance in transferring control of the goods and/or services being provided. As a general rule, the Group uses an input method to measure progress toward complete satisfaction of performance obligations, but it considers the terms of individual transactions’ contracts and the nature of the goods or services in question in determining an appropriate measurement method.

(3) Gross presentation and net presentation of revenue

For revenue from the sale of goods and provision of services, the Group presents revenue on a gross basis when it engages in the transaction as a principal and on a net basis when it engages in the transaction as an agent.

When determining whether it is a principal or an agent, the Group makes a comprehensive determination based on the following three indicators.

- Does the Group have inventory risk before and/or after it received the customer’s order, including while the shipment is in transit or when goods are returned?
- Does the Group have discretion in setting the value of the goods or services of another party to the transaction? Is the benefit that the Group can receive from the good or service in question restricted?
- Is the Group primarily responsible for the performance of the contract?

The impact of IFRS 15’s application is immaterial.

(Segment Information)

Revenue, Profit/loss and Assets by Reportable Segment

Nine Months ended December 31, 2017 (April 1, 2017 to December 31, 2017)

(Unit: Million yen)

	Reportable segment					
	Metals	Global Parts & Logistics	Automotive	Machinery, Energy & Project	Chemicals & Electronics	Food & Consumer Services
Revenue						
External	1,215,215	614,241	472,507	717,870	1,120,312	296,721
Inter-segment	615	18,595	3,135	3,650	7,829	622
Total	1,215,831	632,836	475,643	721,521	1,128,142	297,344
Gross profit	66,120	54,164	63,940	59,074	80,988	32,502
Profit (loss) for the period attributable to owners of the parent	22,771	17,688	14,663	26,651	25,060	2,514
Segment assets	877,350	414,244	318,093	862,195	705,153	278,162

	Reportable segment		Other *1	Adjustments *2	Consolidated
	Africa	Total			
Revenue					
External	417,812	4,854,682	1,901	—	4,856,584
Inter-segment	10,611	45,060	690	(45,751)	—
Total	428,423	4,899,742	2,592	(45,751)	4,856,584
Gross profit	99,064	455,853	2,311	(3,942)	454,222
Profit (loss) for the period attributable to owners of the parent	5,255	114,605	(848)	241	113,997
Segment assets	574,329	4,029,530	841,855	(255,992)	4,615,394

Notes: 1. "Other" comprises businesses that are not included in reportable segments including 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.

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.

Nine Months ended December 31, 2018 (April 1, 2018 to December 31, 2018)

(Unit: Million yen)

	Reportable segment					
	Metals	Global Parts & Logistics	Automotive	Machinery, Energy & Project	Chemicals & Electronics	Food & Consumer Services
Revenue						
External	1,324,687	685,015	489,683	713,920	1,111,955	340,430
Inter-segment	1,470	16,619	7,447	2,313	8,134	420
Total	1,326,157	701,635	497,130	716,233	1,120,089	340,851
Gross profit	76,554	57,576	66,326	65,114	80,480	33,522
Profit (loss) for the period attributable to owners of the parent	27,922	18,982	17,284	11,605	17,842	2,301
Segment assets	926,064	388,927	288,609	754,674	732,119	288,667

	Reportable segment		Other *1	Adjustments *2	Consolidated
	Africa	Total			
Revenue					
External	438,004	5,103,696	2,316	—	5,106,013
Inter-segment	6,259	42,665	649	(43,314)	—
Total	444,263	5,146,361	2,966	(43,314)	5,106,013
Gross profit	102,994	482,570	2,302	(5,168)	479,705
Profit (loss) for the period attributable to owners of the parent	5,904	101,843	8,044	(43)	109,844
Segment assets	531,244	3,910,307	786,730	(281,433)	4,415,604

Notes: 1. "Other" comprises businesses that are not included in reportable segments including 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.

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.

Outline of Consolidated Results
for the Nine Months ended December 31, 2018 (IFRS)

(For reference)

Quarterly changes	1Q	2Q	3Q
Gross profit	157.3	157.7	164.6
Operating profit	56.4	50.9	57.7
Profit attributable to owners of the parent	46.6	31.9	31.2

February 1, 2019
Toyota Tsusho Corporation
(Unit: Billion yen)

Consolidated Operating Results	Nine Months ended December 31, 2017	Nine Months ended December 31, 2018	Year-on-year change	
			Amount	%
Revenue	4,856.5	5,106.0	249.5	5.1%
Gross profit	454.2	479.7	25.5	5.6%
SG&A expenses	(307.8)	(311.3)	(3.5)	—
Other income (expenses)	1.4	(3.1)	(4.5)	—
Operating profit	147.8	165.1	17.3	11.7%
Interest income (expenses)	(13.8)	(12.0)	1.8	—
Dividend income	19.3	21.4	2.1	—
Other finance income (costs)	13.3	0.8	(12.5)	—
Share of profit of investments accounted for using the equity method	12.0	4.8	(7.2)	—
Profit before income taxes	178.7	180.2	1.5	0.9%
Income tax expense	(50.1)	(54.0)	(3.9)	—
Profit for the period	128.6	126.2	(2.4)	(1.8%)
Profit attributable to owners of the parent	113.9	109.8	(4.1)	(3.6%)
Total comprehensive income (attributable to owners of the parent)	198.3	22.0	(176.3)	(88.9%)

Main factors behind year-on-year changes

【Gross profit】+25.5 billion yen

Increased driven by growth in trading volume of automobile production-related products

【Operating profit】+17.3 billion yen

Increased driven by growing gross profit, which offset increase in SG&A expenses and worsening of other income (expenses)

【Profit attributable to owners of the parent】-4.1 billion yen

Despite the growing operating profit, profit attributable to owners of the parent decreased due to a) other finance income (costs) which decreased as a result of the gain recognized in the previous fiscal year on sale of part of the shares in a subsidiary of the Chemical & Electronics division, and b) worsening of share of profit (loss) of investments accounted for using the equity method primarily in the Machinery, Energy & Project and Food & Consumer Services divisions

Divisions	Nine Months ended December 31, 2017	Nine Months ended December 31, 2018	Year-on-year change	
			Amount	%
Metals	66.1	76.5	10.4	15.8%
	22.7	27.9	5.2	22.6%
Global Parts & Logistics	54.1	57.5	3.4	6.3%
	17.6	18.9	1.3	7.3%
Automotive	63.9	66.3	2.4	3.7%
	14.6	17.2	2.6	17.9%
Machinery, Energy & Project	59.0	65.1	6.1	10.2%
	26.6	11.6	(15.0)	(56.5%)
Chemicals & Electronics	80.9	80.4	(0.5)	(0.6%)
	25.0	17.8	(7.2)	(28.8%)
Food & Consumer Services	32.5	33.5	1.0	3.1%
	2.5	2.3	(0.2)	(8.5%)
Africa	99.0	102.9	3.9	4.0%
	5.2	5.9	0.7	12.4%
Total	454.2	479.7	25.5	5.6%
	113.9	109.8	(4.1)	(3.6%)

Main factors behind year-on-year changes in profit attributable to owners of the parent

Increased largely driven by the effect of one-time loss recorded in the previous fiscal year

Increased largely driven by higher trading volume of automotive parts

Increased largely driven by growing sales volume handled by overseas auto dealerships

Decreased largely due to worsening of share of profit/loss of investments accounted for using the equity method in the electric power business as well as the effect of a one-time gain recognized in the previous fiscal year

Decreased largely due to effect of the gain on sale of part of subsidiary's shares recognized in the previous fiscal year

Decreased largely due to worsening of share of profit/loss of investments accounted for using the equity method in the food business

Increased largely driven by the effect of currency translation

Consolidated Financial Position	As of March 31, 2018	As of December 31, 2018	Change over the end of the previous fiscal year	
			Amount	%
Total assets	4,310.0	4,415.6	105.6	2.4%
(Current assets)	2,616.9	2,811.4	194.5	7.4%
(Non-current assets)	1,693.0	1,604.1	(88.9)	(5.3%)
Total equity	1,362.1	1,351.2	(10.9)	(0.8%)
Net interest-bearing debt	1,006.9	1,054.1	47.2	4.7%
Debt-equity ratio (times)	0.9	0.9	0.0	—

Main factors behind year-on-year changes

【Current assets】+194.5 billion yen

• Inventories: +117.8 billion yen
• Trade and other receivables: +37.7 billion yen

【Non-current assets】-88.9 billion yen

• Other investments -96.7 billion yen

【Total equity】-10.9 billion yen

• Retained earnings: +74.8 billion yen
• Financial assets measured at fair value through other comprehensive income: -70.4 billion yen
• Exchange differences on translation of foreign operations: -19.2 billion yen

Consolidated Cash Flow Position	Nine Months ended December 31, 2017	Nine Months ended December 31, 2018	Year-on-year change
1. Cash flows from operating activities	81.0	85.8	4.8
2. Cash flows from investing activities	(33.1)	(67.0)	(33.9)
1-2: Free cash flow	47.9	18.8	(29.1)
Cash flows from financing activities	15.9	22.0	6.1

Main factors behind year-on-year changes

【Cash flows from operating activities】

Profit for the nine months ended December 31, 2018

【Cash flows from investing activities】

Purchase of investments and property, plant and equipment

Consolidated Financial Results Forecasts	Year ended March 31, 2018	Year ending March 31, 2019	Year-on-year change		
			Amount	%	
D i v i s i o n s	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%)
C o r p o r a t e	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	633.0	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
	Interim	31 yen	45 yen
Full year	70 yen	94 yen	100 yen (forecast)
Payout ratio (consolidated)	22.8%	25.4%	25.1% (forecast)

Changes in Major Indexes	Nine Months ended December 31, 2017 (As of March 31)	Nine Months ended December 31, 2018	
			Exchange rate
	Yen / Euro	9M average: 129 End of period: (131)	129 127
Interest rate	Yen TIBOR 3M average	0.06%	0.07%
	US dollar LIBOR 3M average	1.33%	2.43%
Dubai oil (US dollars / bbl.)	53	72	
Corn futures (cents / bushel)	356	369	