

Outline of Consolidated Results for the Six Months ended September 30, 2019 (IFRS)

October 31, 2019
Toyota Tsusho Corporation

(Unit: Billion yen)

(For reference)	Quarterly changes	1Q	2Q
Gross profit		158.6	154.4
Operating profit		55.6	52.9
Profit attributable to owners of the parent		55.6	23.5

Consolidated Operating Results	Six Months ended Sep. 30, 2018	Six Months ended Sep. 30, 2019	Year-on-year change	
			Amount	%
Revenue	3,361.4	3,364.2	2.8	0.1%
Gross profit	315.0	313.1	(1.9)	(0.6%)
SG&A expenses	(208.7)	(207.9)	0.8	—
Other income (expenses)	1.1	3.4	2.3	—
Operating profit	107.4	108.6	1.2	1.1%
Interest income (expenses)	(8.2)	(8.0)	0.2	—
Dividend income	13.5	11.3	(2.2)	—
Other finance income (costs)	0.8	13.4	12.6	—
Share of profit of investments accounted for using the equity method	7.8	(0.2)	(8.0)	—
Profit before income taxes	121.4	125.1	3.7	3.1%
Income tax expense	(29.7)	(34.6)	(4.9)	—
Profit for the period	91.7	90.5	(1.2)	(1.3%)
Profit attributable to owners of the parent	78.6	79.1	0.5	0.7%
Total comprehensive income (attributable to owners of the parent)	51.9	35.4	(16.5)	(31.8%)

Main factors behind year-on-year changes

【Gross profit】 -1.9 billion yen

Decreased largely due to lower profit margin in the Chemicals & Electronics Division, which offset growth in automobile sales volume in the Africa Division.

【Operating profit】 +1.2 billion yen

Despite the decrease in gross profit, operating profit increased largely due to improvement in foreign exchange gain/loss.

【Profit attributable to owners of the parent】 +0.5 billion yen

Increased largely driven by gain on sale of shares in affiliate in the Machinery, Energy & Project Division, which offset worsening of share of profit/loss of investments accounted for using the equity method accompanying impairment losses in the Metals Division and the Food & Consumer Services Division.

Divisions	Six Months ended Sep. 30, 2018	Six Months ended Sep. 30, 2019	Year-on-year change	
			Amount	%
Metals	50.5	47.7	(2.8)	(5.6%)
Global Parts & Logistics	38.8	38.3	(0.5)	(1.2%)
Automotive	42.4	42.2	(0.2)	(0.5%)
Machinery, Energy & Project	42.7	42.0	(0.7)	(1.5%)
Chemicals & Electronics	53.2	50.5	(2.7)	(5.2%)
Food & Consumer Services	21.2	23.1	1.9	8.9%
Africa	67.9	70.8	2.9	4.3%
Total	315.0	313.1	(1.9)	(0.6%)

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

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

Decreased largely due to impairment loss in the metal resources business.

Increased largely driven by higher trading volume of automotive parts.

Decreased largely due to worsening of share of profit/loss of investments accounted for using the equity method in the overseas automotive sales business.

Increased largely due to the gain on sale of shares in affiliate in the electric power business.

Decreased largely due to lower profit margin of the electronics business.

Decreased largely due to impairment loss in the food business.

Increased largely driven by growth in automobile sales volume.

Consolidated Financial Position	As of March 31, 2019	As of September 30, 2019	Change over the end of the previous fiscal year	
			Amount	%
Total assets	4,441.4	4,498.5	57.1	1.3%
(Current assets)	2,803.2	2,780.9	(22.3)	(0.8%)
(Non-current assets)	1,638.2	1,717.6	79.4	4.8%
Total equity	1,389.6	1,382.4	(7.2)	(0.5%)
Net interest-bearing debt	988.4	1,032.5	44.1	4.5%
Debt-equity ratio (times)	0.8	0.9	0.1	

Main factors behind year-on-year changes

【Current assets】 -22.3 billion yen

• Trade and other receivables: -131.7 billion yen
• Inventories: +46.1 billion yen
• Other financial assets: +61.7 billion yen

【Non-current assets】 +79.4 billion yen

• Property, plant and equipment: +109.1 billion yen
• Other investments: -17.8 billion yen

【Total equity】 -7.2 billion yen

• Retained earnings: +60.0 billion yen
• Exchange differences on translation of foreign operations: -38.6 billion yen
• Non-controlling interests: -25.1 billion yen

Consolidated Cash Flow Position	Six Months ended Sep. 30, 2018	Six Months ended Sep. 30, 2019	Year-on-year change
1. Cash flows from operating activities	62.2	112.2	50.0
2. Cash flows from investing activities	(43.4)	(95.6)	(52.2)
1-2: Free cash flow	18.8	16.6	(2.2)
Cash flows from financing activities	(4.9)	(6.8)	(1.9)

Main factors behind year-on-year changes

【Cash flows from operating activities】

Profit for the six months ended September 30, 2019

【Cash flows from investing activities】

Purchase of property, plant and equipment

Consolidated Financial Results Forecasts	Year ended March 31, 2019	(Revised) Year ending March 31, 2020	Year-on-year change		(Reference) Forecast for Year Ending March 31, 2020 issued on April 26, 2020	
			Amount	%		
D i v i s i o n s	Metals	99.8	102.0	2.2	2.1%	102.0
	Global Parts & Logistics	75.3	77.0	1.7	2.2%	77.0
	Automotive	88.7	92.0	3.3	3.7%	92.0
	Machinery, Energy & Project	89.8	93.0	3.2	3.5%	93.0
	Chemicals & Electronics	107.5	110.0	2.5	2.3%	110.0
	Food & Consumer Services	18.4	23.0	4.6	24.7%	23.0
	Africa	43.9	48.0	4.1	9.3%	48.0
		1.7	5.0	3.3	183.7%	5.0
		137.1	141.0	3.9	2.8%	141.0
		10.1	11.0	0.9	8.7%	11.0
C o r p o r a t e	Gross profit	638.4	663.0	24.6	3.8%	663.0
	Operating profit	215.1	237.0	21.9	10.1%	237.0
	Profit before income taxes	229.1	251.0	21.9	9.5%	251.0
	Profit	154.7	176.0	21.3	13.7%	176.0
	Profit attributable to owners of the parent	132.6	150.0	17.4	13.1%	150.0

*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, 2018	Year ended March 31, 2019	Year ending March 31, 2020
Interim	45 yen	50 yen	60 yen
Full year	94 yen	100 yen	120 yen (forecast)
Payout ratio (consolidated)	25.4%	26.5%	28.2% (forecast)

Changes in Major Indexes

Exchange rate	Yen / US dollar	6M average	Six Months ended September 30, 2018 (As of March 31, 2019)	Six Months ended September 30, 2019
		End of period	110	109
Interest rate	Yen / Euro <td>6M average</td> <td>(111)</td> <td>108</td>	6M average	(111)	108
		End of period	130	121
Dubai oil (US dollars/bbl.)	Yen / Euro	6M average	(125)	118
		End of period	0.07%	0.07%
Corn futures (cents/bushel)	Yen / Euro	6M average	0.07%	0.07%
		End of period	2.34%	2.35%
Dubai oil (US dollars/bbl.)	Yen / Euro	6M average	73	64
		End of period	368	390