

# Outline of Consolidated Results for the Nine Months ended December 31, 2019 (IFRS)

(For reference)	Quarterly changes	1Q	2Q	3Q
Gross profit		158.6	154.4	163.1
Operating profit		55.6	52.9	55.4
Profit attributable to owners of the parent		55.6	23.5	37.4

January 31, 2020

Toyota Tsusho Corporation

(Unit: Billion yen)

Consolidated Operating Results	Nine Months ended Dec. 31, 2018	Nine Months ended Dec. 31, 2019	Year-on-year change	
			Amount	%
<b>Revenue</b>	5,106.0	<b>5,060.1</b>	(45.9)	(0.9%)
<b>Gross profit</b>	479.7	<b>476.3</b>	(3.4)	(0.7%)
SG&A expenses	(311.3)	<b>(317.5)</b>	(6.2)	—
Other income (expenses)	(3.1)	<b>5.3</b>	8.4	—
<b>Operating profit</b>	165.1	<b>164.0</b>	(1.1)	(0.7%)
Interest income (expenses)	(12.0)	<b>(12.5)</b>	(0.5)	—
Dividend income	21.4	<b>17.6</b>	(3.8)	—
Other finance income (costs)	0.8	<b>14.1</b>	13.3	—
Share of profit of investments accounted for using the equity method	4.8	<b>0.9</b>	(3.9)	—
<b>Profit before income taxes</b>	180.2	<b>184.2</b>	4.0	2.2%
Income tax expense	(54.0)	<b>(50.4)</b>	3.6	—
<b>Profit for the period</b>	126.2	<b>133.7</b>	7.5	6.0%
<b>Profit attributable to owners of the parent</b>	109.8	<b>116.5</b>	6.7	6.1%
Total comprehensive income (attributable to owners of the parent)	22.0	<b>105.5</b>	83.5	377.7%

## Main factors behind year-on-year changes

### 【Gross profit】 -3.4 billion yen

Decreased largely due to decrease in trading volume of automobile production-related products in the Metals Division and lower profit margin in the Chemicals & Electronics Division, which offset growth in automobile sales volume in the Africa Division.

### 【Operating profit】 -1.1 billion yen

Decreased due to the decrease in gross profit and the increase in SG&A expenses, which offset improvement in foreign exchange gains/losses, etc.

### 【Profit attributable to owners of the parent】 +6.7 billion yen

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

Divisions	Nine Months ended Dec. 31, 2018	Nine Months ended Dec. 31, 2019	Year-on-year change	
			Amount	%
Metals	76.5	<b>70.6</b>	(5.9)	(7.7%)
Global Parts & Logistics	57.5	<b>56.3</b>	(1.2)	(2.2%)
Automotive	66.3	<b>63.7</b>	(2.6)	(3.9%)
Machinery, Energy & Project	65.1	<b>65.2</b>	0.1	0.1%
Chemicals & Electronics	80.4	<b>76.8</b>	(3.6)	(4.5%)
Food & Consumer Services	33.5	<b>34.6</b>	1.1	3.5%
Africa	102.9	<b>111.8</b>	8.9	8.6%
Total	479.7	<b>476.3</b>	(3.4)	(0.7%)

\*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 decrease in trading volume of automobile production-related products and impairment loss in the metal resources business.

Remained almost unchanged from the same period in the previous fiscal year.

Decreased largely due to decrease in sales volume handled by overseas auto dealerships

Increased largely due to gain on sale of shares in affiliate in the electric power business and the impact of one-time loss in the previous fiscal year.

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

Increased largely due to improvement in share of profit/loss of investments accounted for using the equity method in the food business.

Increased largely driven by growth in automobile sales volume.

Consolidated Financial Position	As of March 31, 2019	As of December 31, 2019	Change over the end of the previous fiscal year	
			Amount	%
Total assets	4,441.4	<b>4,686.8</b>	245.4	5.5%
(Current assets)	2,803.2	<b>2,874.7</b>	71.5	2.5%
(Non-current assets)	1,638.2	<b>1,812.1</b>	173.9	10.6%
Total equity	1,389.6	<b>1,443.4</b>	53.8	3.9%
Net interest-bearing debt	988.4	<b>1,107.2</b>	118.8	12.0%
Debt-equity ratio (times)	0.8	<b>0.9</b>	0.1	

## Main factors behind year-on-year changes

### 【Current assets】 +71.5 billion yen

• Inventories: +82.6 billion yen  
• Other financial assets: +58.7 billion yen  
• Trade and other receivables: -83.2 billion yen

### 【Non-current assets】 +173.9 billion yen

• Property, plant and equipment: +150.7 billion yen

### 【Total equity】 +53.8 billion yen

• Retained earnings: +76.5 billion yen  
• Financial assets measured at FVTOCI: +18.4 billion yen  
• Exchange differences on translation of foreign operations: -29.2 billion yen  
• Non-controlling interests: -13.1 billion yen

Consolidated Cash Flow Position	Nine Months ended Dec. 31, 2018	Nine Months ended Dec. 31, 2019	Year-on-year change
1. Cash flows from operating activities	85.8	<b>167.5</b>	81.7
2. Cash flows from investing activities	(67.0)	<b>(130.0)</b>	(63.0)
1-2: Free cash flow	18.8	<b>37.5</b>	18.7
Cash flows from financing activities	22.0	<b>(29.1)</b>	(51.1)

## Main factors behind year-on-year changes

### 【Cash flows from operating activities】

Profit for the nine months ended December 31, 2019

### 【Cash flows from investing activities】

Purchase of property, plant and equipment and increase

Consolidated Financial Results Forecasts	Year ended March 31, 2019 (results)	Year ending March 31, 2020 (forecast revised on Oct. 31)	Year-on-year change	
			Amount	%

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

D i v i s i o n s	Metals	99.8	<b>102.0</b>	2.2	2.1%
		35.3	<b>26.0</b>	(9.3)	(26.4%)
	Global Parts & Logistics	75.3	<b>77.0</b>	1.7	2.2%
		23.7	<b>24.0</b>	0.3	0.8%
	Automotive	88.7	<b>92.0</b>	3.3	3.7%
		22.7	<b>24.0</b>	1.3	5.5%
	Machinery, Energy & Project	89.8	<b>93.0</b>	3.2	3.5%
		18.7	<b>37.0</b>	18.3	97.0%
	Chemicals & Electronics	107.5	<b>110.0</b>	2.5	2.3%
		18.4	<b>23.0</b>	4.6	24.7%
C o r p o r a t e	Food & Consumer Services	43.9	<b>48.0</b>	4.1	9.3%
		1.7	<b>5.0</b>	3.3	183.7%
	Africa	137.1	<b>141.0</b>	3.9	2.8%
		10.1	<b>11.0</b>	0.9	8.7%
	Gross profit	638.4	<b>663.0</b>	24.6	3.8%
	Operating profit	215.1	<b>237.0</b>	21.9	10.1%
Profit before income taxes	229.1	<b>251.0</b>	21.9	9.5%	
Profit	154.7	<b>176.0</b>	21.3	13.7%	
Profit attributable to owners of the parent	132.6	<b>150.0</b>	17.4	13.1%	

Dividend per share	Year ended March 31, 2018	Year ended March 31, 2019	Year ending March 31, 2020
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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	Nine Months ended December 31, 2018 (As of March 31, 2019)	Nine Months ended December 31, 2019
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Exchange rate	Yen / US dollar	9M average	111	109
		End of period	(111)	110
	Yen / Euro	9M average	129	121
		End of period	(125)	123
Interest rate	Yen TIBOR 3M average	0.07%	0.07%	
	US dollar LIBOR 3M average	2.43%	2.21%	
Dubai oil (US dollars / bbl.)	72	63		
Corn futures (cents / bushel)	369	387		