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Outline of Consolidated Results for First Quarter of FY2020 & Earning Forecast for FY2020

July 31, 2020

Toyota Tsusho Corporation

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1 . Outline of Consolidated Results for First Quarter of FY2020

Outline of Consolidated Results

(Unit: Billion yen)

<Reference: Foreign Exchange rate>			
	FY2019 1Q	FY2020 1Q	Variance
USD	110yen	108yen	-2yen
EUR	123yen	118yen	-5yen

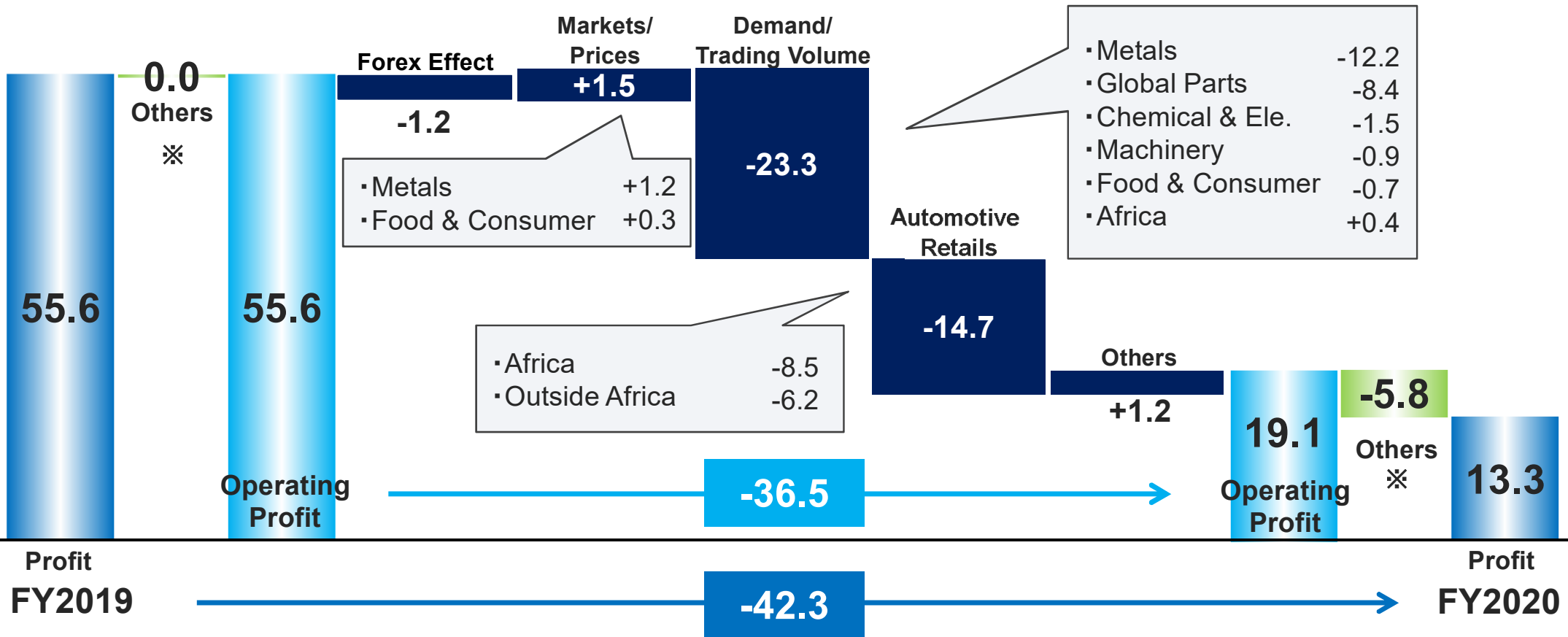
	FY2019 1Q	FY2020 1Q	Y o Y Change	FY 2020 Forecast	Progress
Gross Profit	158.6	115.4	(43.2)	570.0	20%
Operating Profit	55.6	19.1	(36.5)	153.0	13%
Profit before income taxes	81.5	25.9	(55.6)	144.0	18%
Profit (attributable to owners of the parent)	55.6	13.3	(42.3)	80.0	17%
Toyota Automotive Production (Unit: Ten thousands)	JAPAN 87 Overseas 148	JAPAN 50 Overseas 83			

Profit Analysis (1Q Results)

(Unit: Billion yen)









(※"Profit attributable to owners of the parents" is presented as "Profit" in the following pages.)

	FY2019 1Q	FY2020 1Q	Change	Main Factor of Changes
※Others	0.0	(5.8)	(5.8)	—
Finance income and costs	19.0	5.4	(13.6)	Effect from profit of divestment of electric power business in Canada in pre. fiscal year, Gain on exclusion of equity for North America Business, etc.
Equity gain / loss	6.8	1.3	(5.5)	Deterioration of earnings of overseas power business
Tax expense	(19.4)	(9.6)	+9.8	Impact of decrease in profit, Tax refund in North America
Non-controlling interests	(6.5)	(2.9)	+3.6	Impact of decrease in profit











Summary of Division Gross Profits

(Unit: Billion yen)

Division	FY2019 1Q	FY2020 1Q	Y o Y Change	Rate of change	Main Factors
 Metals	24.6	13.2	(11.4)	(46%)	▪ Reduced handling of automobile steel sheets, due to decrease in automobile production in Japan, North America, Thailand, etc.
 Global Parts	19.4	9.6	(9.8)	(50%)	▪ Reduced handling of automobile parts, due to decrease in automobile production in Japan, North America, Europe, etc.
 Automotive	20.7	13.3	(7.4)	(36%)	▪ Decrease in automobile sales volume in Asia/Oceania, Europe, etc.
 Machinery	22.0	20.2	(1.8)	(8%)	▪ Decrease in export of automobile production plant to North America, China, etc. ▪ Improve wind conditions in the renewable energy business
 Chemical & Ele.	25.2	22.0	(3.2)	(13%)	▪ Reduced handling of chemicals and electronics, due to decrease in automobile production. ▪ Increased handling of system-related business
 Food & Consumer	11.6	10.6	(1.0)	(8%)	▪ Decrease in handling of lifestyle related business
 Africa	35.5	27.1	(8.4)	(24%)	▪ Decrease in automotive sales across Africa
 Others	(0.6)	(0.9)	(0.3)	-	-
TOTAL	158.6	115.4	(43.2)	(27%)	

One-off Gains and Losses (Profit)

(Unit: Billion yen)

Division	FY2019		FY2020	
	1Q Results	Main Factors	1Q Results	Main Factors
 Metals	-	-	+1.0	▪ Gain on exclusion of equity for North America Business +1.0
 Global Parts	-	-	-	-
 Automotive	-	-	-	-
 Machinery	+13.0	▪ Divestment of electric power business in Canada +13.0	(0.0)	▪ Loss of divestment of construction machine business in Asia -0.5 ▪ North American tax refund +0.5
 Chemical & Ele.	-	-	-	-
 Food & Consumer	-	-	-	-
 Africa	-	-	-	-
 Others	(2.0)	▪ Tax burden of reorganization in Thailand -2.0	-	-
TOTAL	+11.0		+1.0	※The amount of one-time loss is rounded up to the nearest 0.5 billion yen.

Consolidated Financial Position

(Unit: Billion yen)

Mar. 31, 2020		Jun. 30, 2020	
Current Assets 2,818.2	Current Liabilities 1,878.2	Current Assets 2,834.5	Current Liabilities 1,827.2
	Non-Current Liabilities 1,294.4		Non-Current Liabilities 1,379.1
Non-Current Assets 1,726.9	Net Assets 1,372.4	Non-Current Assets 1,753.5	Net Assets 1,381.7

	Mar. 31, 2020	Jun. 30, 2020	Changes
Total assets	4,545.2	4,588.1	+42.9
Net worth	1,196.6	1,211.5	+14.9
Net interest-bearing debt	1,032.4	1,036.1	+3.7
Net interest-bearing debt (excluding lease liabilities)	922.1	924.5	+2.4
Net DER (times)	0.86	0.86	(0.00)
Net DER (times) (excluding lease liabilities)	0.77	0.76	(0.01)
Current ratio (%)	150	155	+5

Consolidated Cash Flows

(Unit: Billion yen)

FY2019 1Q

FY2020 1Q

Cash flows from operating activities 65.7

Profit before income taxes	81.5
Depreciation and amortization	24.6
Income taxes paid	-23.7
Working capital	-7.9

Cash flows from operating activities 39.2

Profit before income taxes	25.9
Depreciation and amortization	26.0
Income taxes paid	-24.2
Working capital	1.3

65.7

47.3

39.2

8.4

-0.8

-17.6

-13.2





-17.6

Cash flows from investing activities -0.8

<Investments>	-33.1
Mobility	-13.7
Resources & Environment	-10.9
Life & Community	-8.5
<Others>	+32.3
Cash from the sale of assets,	
Income from subsidies, etc.	

Cash flows from investing activities -13.2

<Investments >	-29.3
Mobility	-13.7
Resources & Environment	-12.0
Life & Community	-3.6
<Others>	+16.1
Income from subsidies,	
Cash from the sale of assets, etc.	

-  Cash flows from operating activities
-  Cash flows from investing activities
-  Dividend payment
-  Free cash flow after Dividend payment



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2. Earning Forecast for FY2020



Earnings forecast for FY2020 and Prerequisite

(Unit: Billion yen)

	FY2019 Result	FY2020 Forecast	Change	Rate of change
Gross Profit	639.8	570.0	(69.8)	(11%)
Operating Profit	210.3	153.0	(57.3)	(27%)
Profit before Income tax	224.8	144.0	(80.8)	(36%)
Profit (attributable to owners of the parent)	135.5	80.0	(55.5)	(41%)

		FY2019 Result	FY2020 Forecast
Foreign Exchange Rate	Yen/USD	109	105
	Yen/Euro	121	115
Toyota Automotive Production (Unit: Ten thousands)		874	Unpublished

Region recovery scenario of Gross Profit

Region	1Q	2Q	3Q	4Q	FY2020
Japan	80%	85%	90%	100%	90%
North America	50%	90%	95%	100%	80%
Europe	60%	90%	95%	100%	85%
East Asia	90%	100%	100%	100%	100%
Asia/Oceania	60%	60%	75%	90%	70%
Emerging regions	40%	60%	75%	90%	70%
Africa	60%	65%	80%	90%	75%

- Business related to production : Gradually recovery from the second quarter in Japan, North America, East Asia, etc.
- Business related to sales : Difficult recovery in Asia/Oceania, emerging regions and Africa in this term.








Division Earnings forecast for FY2020

(Unit: Billion yen)

	Gross Profit				Profit		
	FY2019 Result	FY2020 Forecast	Change	Rate of Change	FY2019 Result	FY2020 Forecast	Change
Metals	92.3	82.0	(10.3)	(11%)	18.9	19.0	+0.1
Global Parts	73.1	66.0	(7.1)	(10%)	22.3	12.0	(10.3)
Automotive	84.3	67.0	(17.3)	(21%)	19.7	5.0	(14.7)
Machinery	89.5	87.0	(2.5)	(3%)	35.1	20.0	(15.1)
Chemical & Ele.	102.5	94.0	(8.5)	(8%)	22.7	17.0	(5.7)
Food & Consumer	46.6	43.0	(3.6)	(8%)	5.8	4.0	(1.8)
Africa	155.1	131.0	(24.1)	(16%)	14.0	3.0	(11.0)
	639.8	570.0	(69.8)	(11%)	135.5	80.0	(55.5)

Progress of Division Profit

(Unit: Billion yen)

Division	FY2020 Forecast	FY2020 1Q Result	Progress	Accuracy to achieve
 Metals	19.0	2.6	14%	▪ Although recovery is delayed in resource-related fields, automotive production is expected to recover on a par with the previous year, excluding in Asia/Oceania
 Global Parts	12.0	1.0	8%	▪ Expected to recover from the same level as the previous year in automobile parts handling except in Asia/Oceania
 Automotive	5.0	0.3	6%	▪ Expected to recover in Asia/Oceania centered on East Asia and Southeast Asia that has gotten out of Coronavirus
 Machinery	20.0	5.4	27%	▪ Renewable energy business has almost no impact on Coronavirus. ▪ Include reduced machine handling in expectations
 Chemical & Ele.	17.0	4.2	25%	▪ Anticipated a recovery in automobile production in the future, regarding automobile-related ▪ Coronavirus impact is minimal for businesses other than automobiles
 Food & Consumer	4.0	2.0	50%	▪ Incorporate a prolonged recovery in lifestyle related business
 Africa	3.0	(2.9)	—	▪ Stable health care business ▪ Automobile sales are expected to recover gradually
TOTAL	80.0	13.3	17%	



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3 . Supplementary Materials of Financial Results

Summary of Division Gross Profits

(Unit: Billion yen)

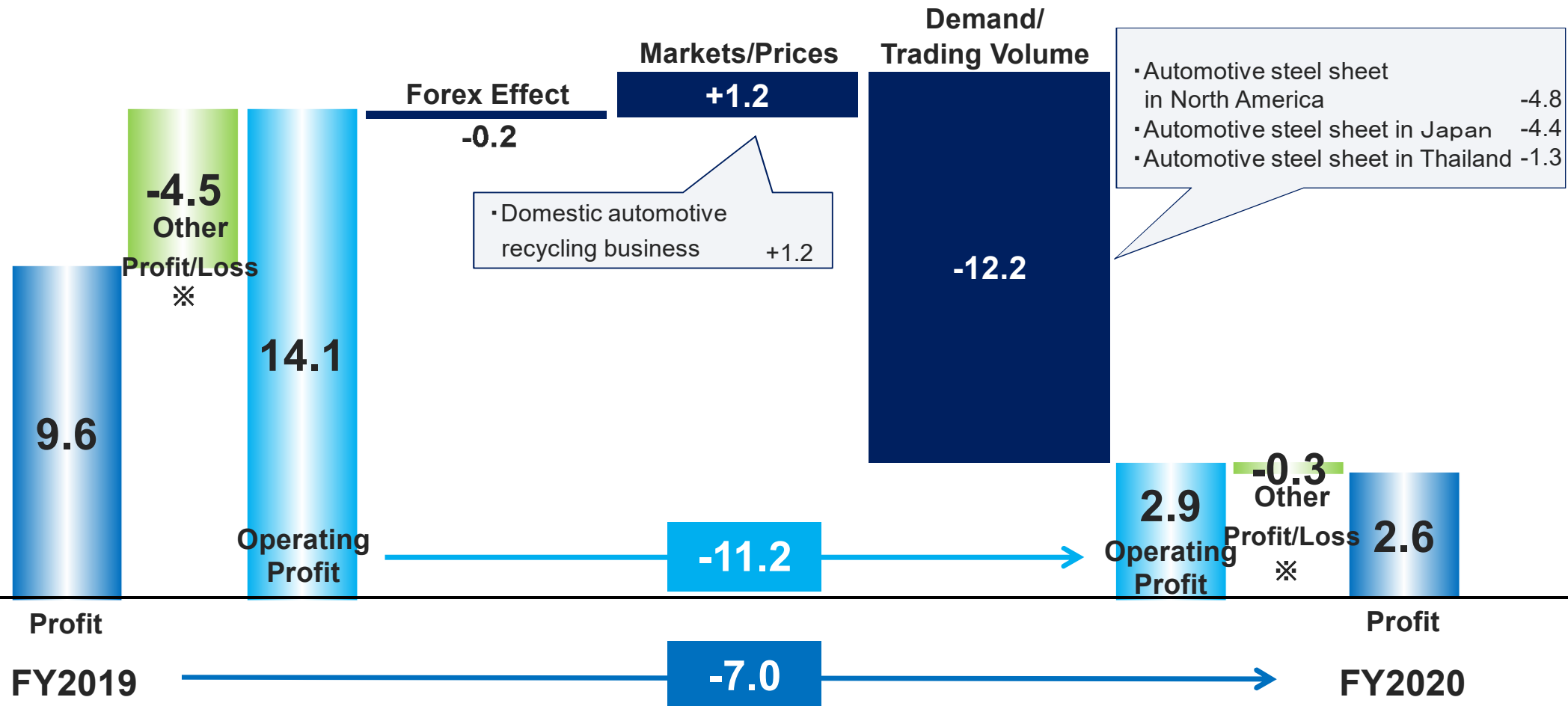
Division	FY2019 1Q	FY2020 1Q	Change	Main Factors
Metals	9.6	2.6	(7.0)	<ul style="list-style-type: none"> Reduced handling of automobile steel sheets, due to decrease in automobile production in Japan, North America, Thailand, etc. Impact of one-time profit/loss in this term
Global Parts	7.3	1.0	(6.3)	<ul style="list-style-type: none"> Reduced handling of automobile parts, due to decrease in automobile production in Japan, North America, Europe, etc.
Automotive	3.7	0.3	(3.4)	<ul style="list-style-type: none"> Decrease in sales volume at auto dealerships in Asia/Oceania, Europe, etc.
Machinery	20.5	5.4	(15.1)	<ul style="list-style-type: none"> Recoil increase of one-time profit/loss in the pre. Fiscal year. Decrease in export of automobile production plant to North America, China, etc.
Chemical & Ele.	5.2	4.2	(1.0)	<ul style="list-style-type: none"> Reduced handling of chemicals and electronics, due to decrease in automobile production. Increased handling of system-related business.
Food & Consumer	2.1	2.0	(0.1)	<ul style="list-style-type: none"> Decreased in handling of lifestyle related business.
Africa	3.2	(2.9)	(6.1)	<ul style="list-style-type: none"> Decreased in automotive sales across Africa.
Others	3.5	0.5	(3.0)	—
TOTAL	55.6	13.3	(42.3)	



Metals Division (1Q Profit)

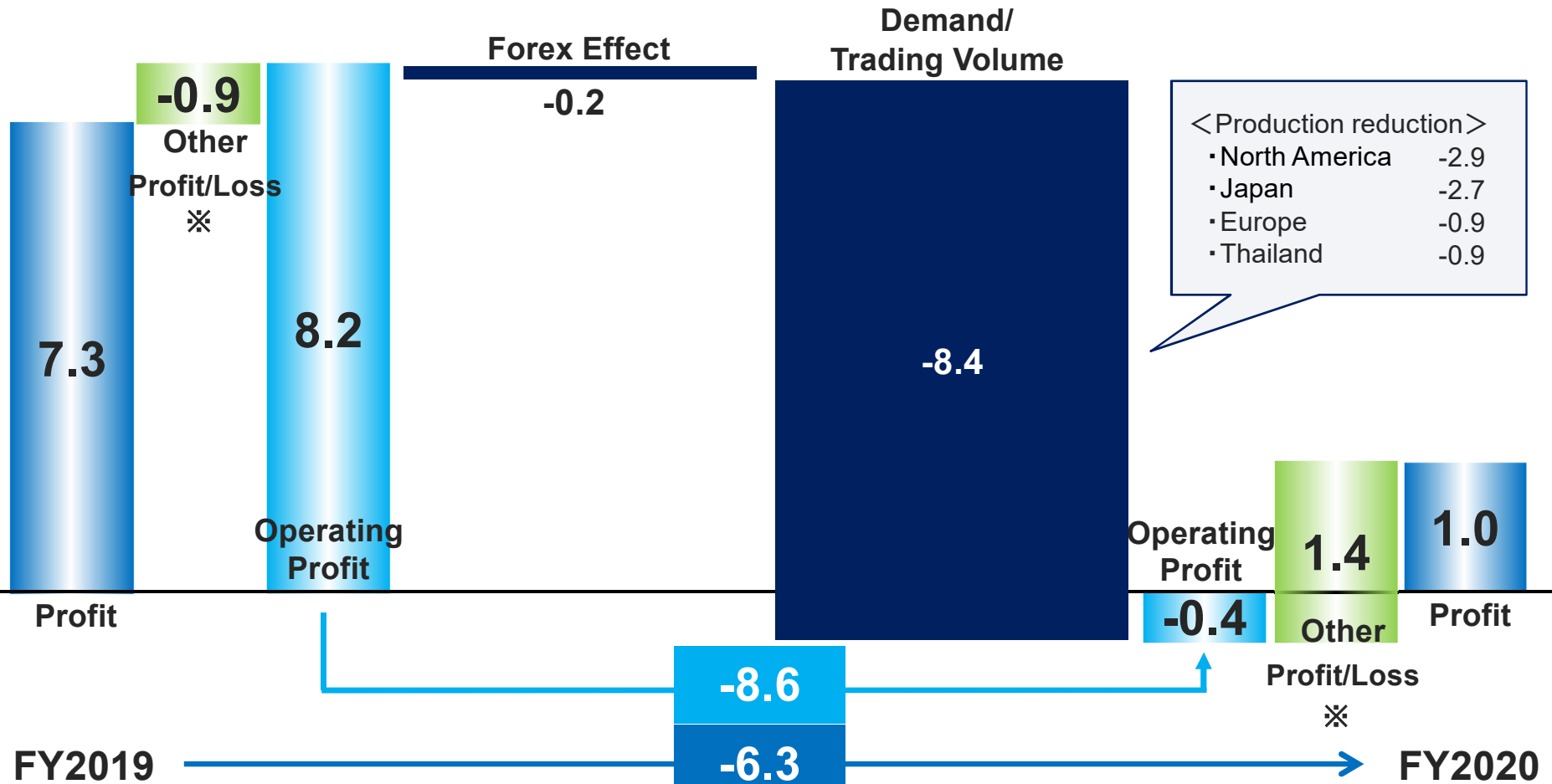
(Unit: Billion yen)

	FY2019 1Q	FY2020 1Q	Change	Main Factor of Changes
※Others	(4.5)	(0.3)	+4.2	—
Finance income and costs	(0.2)	1.2	+1.4	Gain on exclusion of equity for North America Business
Equity gain / loss	0.1	(0.6)	(0.7)	—
Tax expense	(3.6)	(1.0)	+2.6	Impact of decrease in profit
Non-controlling interests	(0.7)	0.2	+0.9	—





	FY2019 1Q	FY2020 1Q	Change	Main Factor of Changes
※Others	(0.9)	1.4	+2.3	—
Finance income and costs	1.9	1.8	(0.1)	—
Equity gain / loss	0.6	(0.1)	(0.7)	—
Tax expense	(2.9)	(0.4)	+2.5	Impact of decrease in profit
Non-controlling interests	(0.5)	0.1	+0.6	—

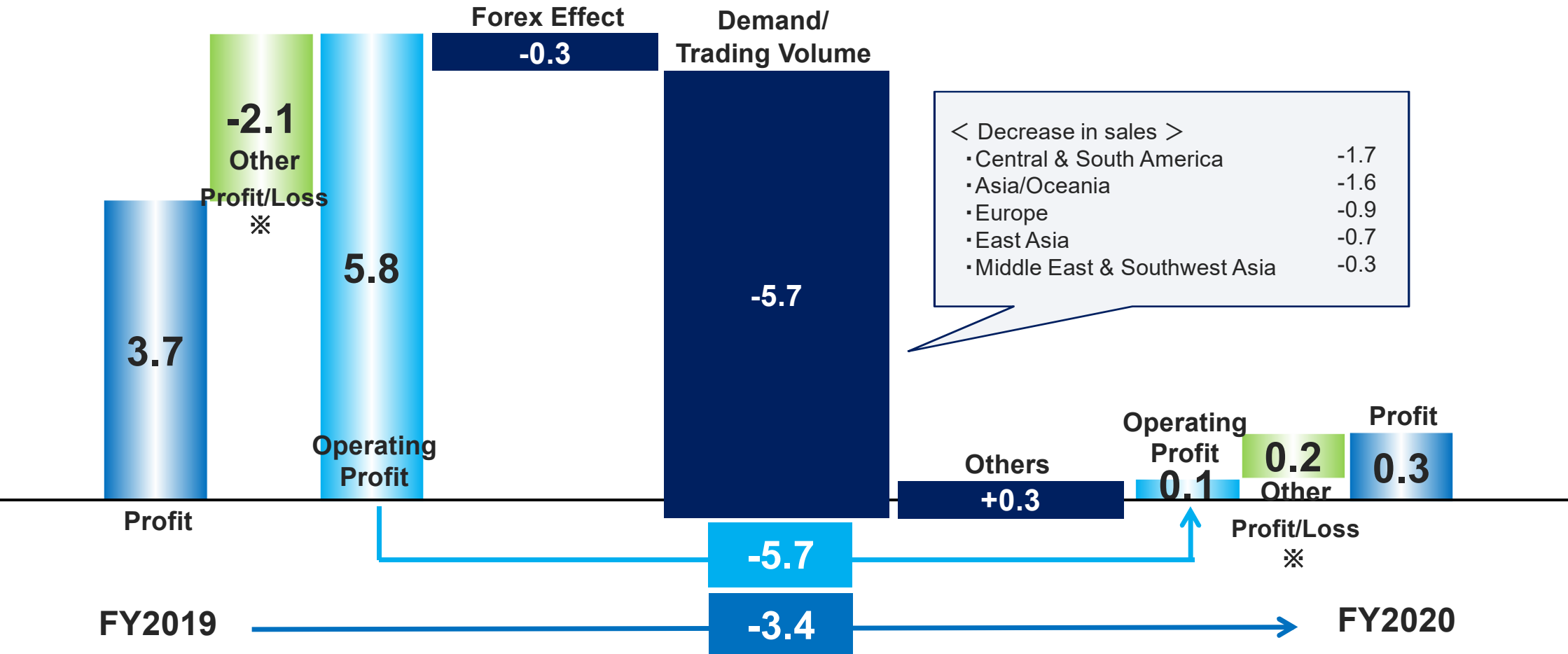




Automotive Division (1Q Profit)

(Unit: Billion yen)

	FY2019 1Q	FY2020 1Q	Change	Main Factor of Changes
※Others	(2.1)	0.2	+2.3	—
Finance income and costs	(0.1)	0.0	+0.1	—
Equity gain / loss	0.4	0.3	(0.1)	—
Tax expense	(1.7)	(0.2)	+1.5	Impact of decrease in profit
Non-controlling interests	(0.5)	0.0	+0.5	—



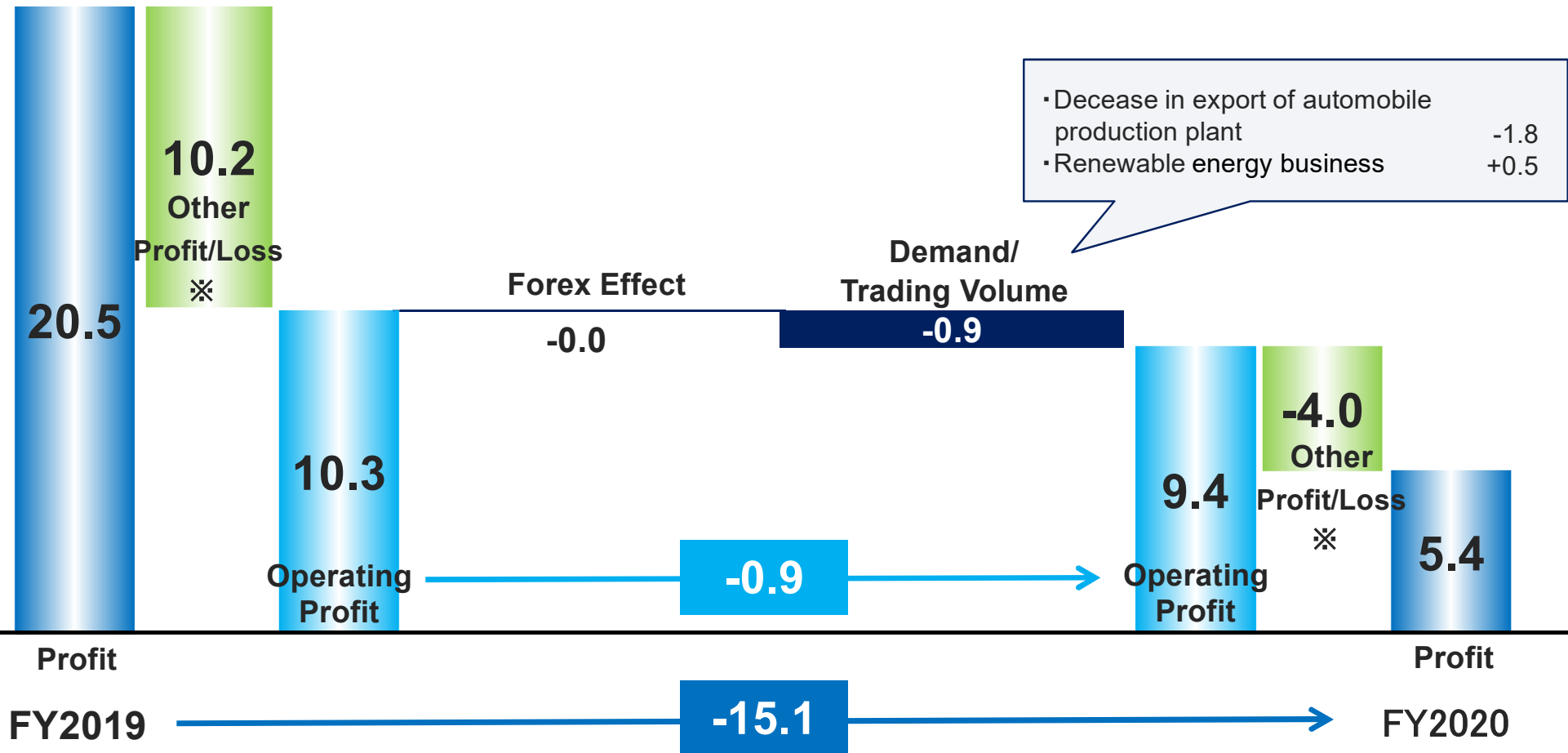


Machinery, Energy & Project Division (1Q Profit) (Unit: Billion yen)

	FY2019 1Q	FY2020 1Q	Change	Main Factor of Changes
※Others	10.2	(4.0)	(14.2)	—
Finance income and costs	12.3	(1.0)	(13.3)	Effect from profit of divestment of electric power business in Canada in pre. fiscal year, Loss of divestment of construction machine business in Asia
Equity gain / loss	4.4	1.3	(3.1)	Deterioration of earnings of overseas power business
Tax expense	(3.7)	(1.9)	+1.8	Tax refund in North America, Impact of decrease in profit
Non-controlling interests	(2.8)	(2.3)	+0.5	—

Business Name	Profit / Loss	
	FY2019 1Q	FY2020 1Q
Electric power business	17.9	4.1

※Management consolidated value





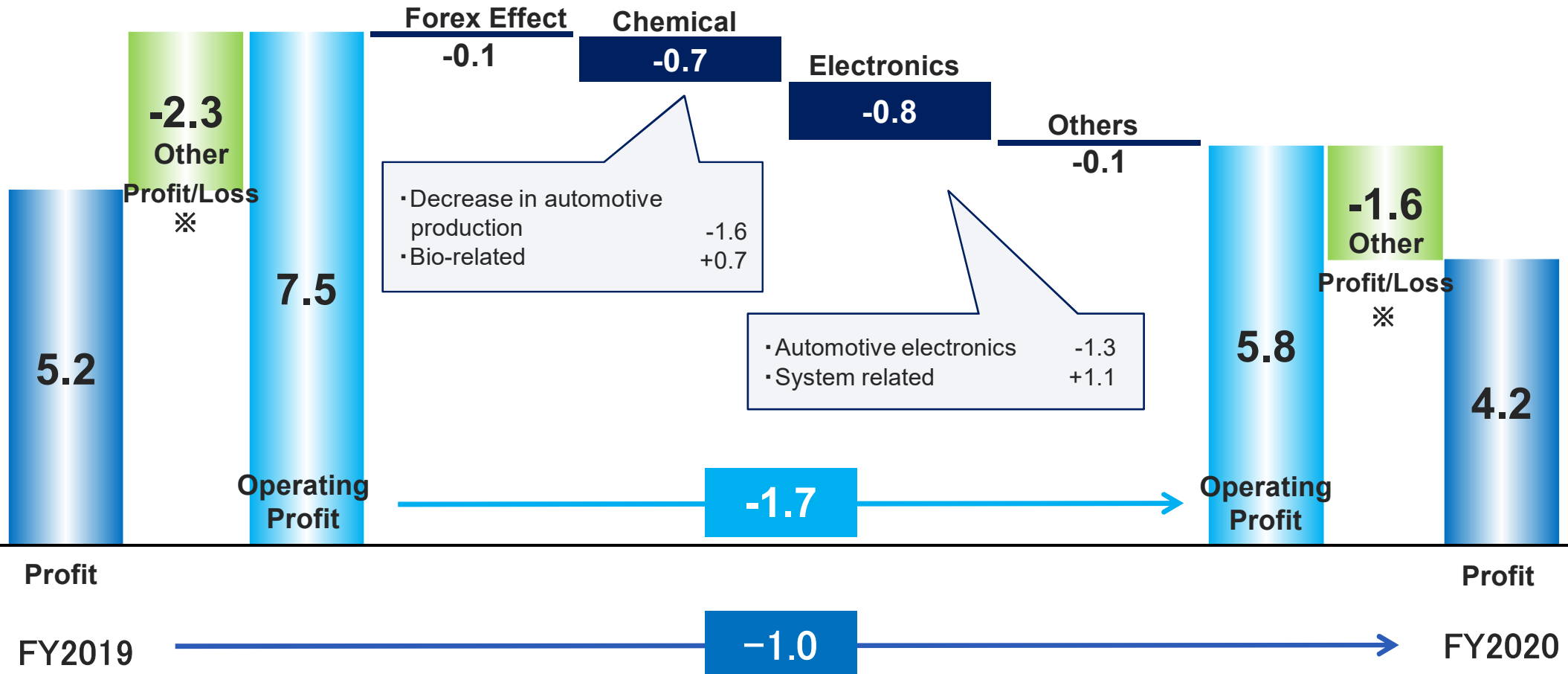
Chemicals & Electronics Division (1Q Profit)

(Unit: Billion yen)

	FY2019 1Q	FY2020 1Q	Change	Main Factor of Changes
※Others	(2.3)	(1.6)	+0.7	—
Finance income and costs	(0.1)	0.2	+0.3	—
Equity gain / loss	1.0	0.7	(0.3)	—
Tax expense	(2.2)	(1.7)	+0.5	—
Non-controlling interests	(0.9)	(0.7)	+0.2	—

Business Name	Profit / Loss	
	FY2019 1Q	FY2020 1Q
Electronics business	2.1	1.8

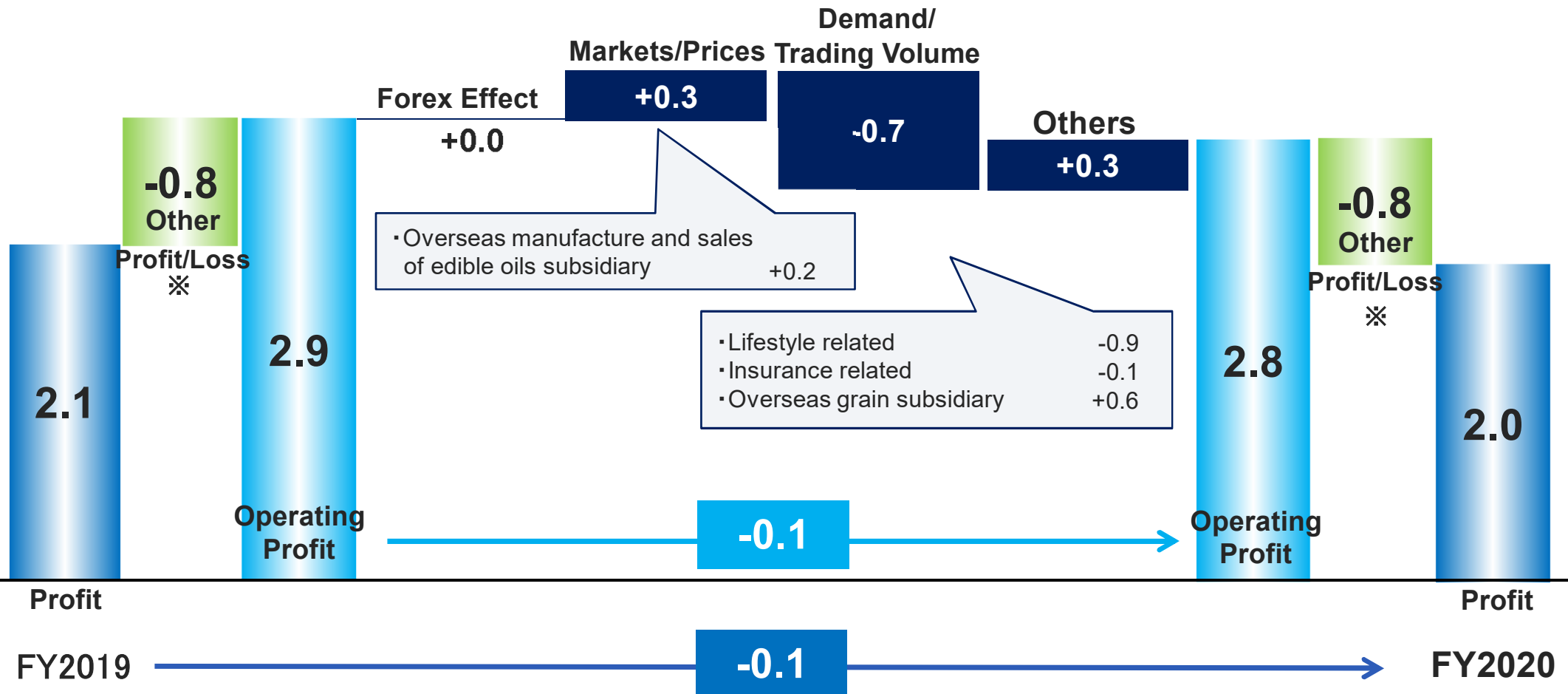
※Management consolidated value





Food & Consumer Services Division (1Q Profit) (Unit: Billion yen)

	FY2019 1Q	FY2020 1Q	Change	Main Factor of Changes
※Others	(0.8)	(0.8)	+0.0	—
Finance income and costs	(0.1)	(0.1)	+0.0	—
Equity gain / loss	0.1	0.2	+0.1	—
Tax expense	(0.6)	(0.8)	(0.2)	—
Non-controlling interests	(0.1)	(0.1)	+0.0	—



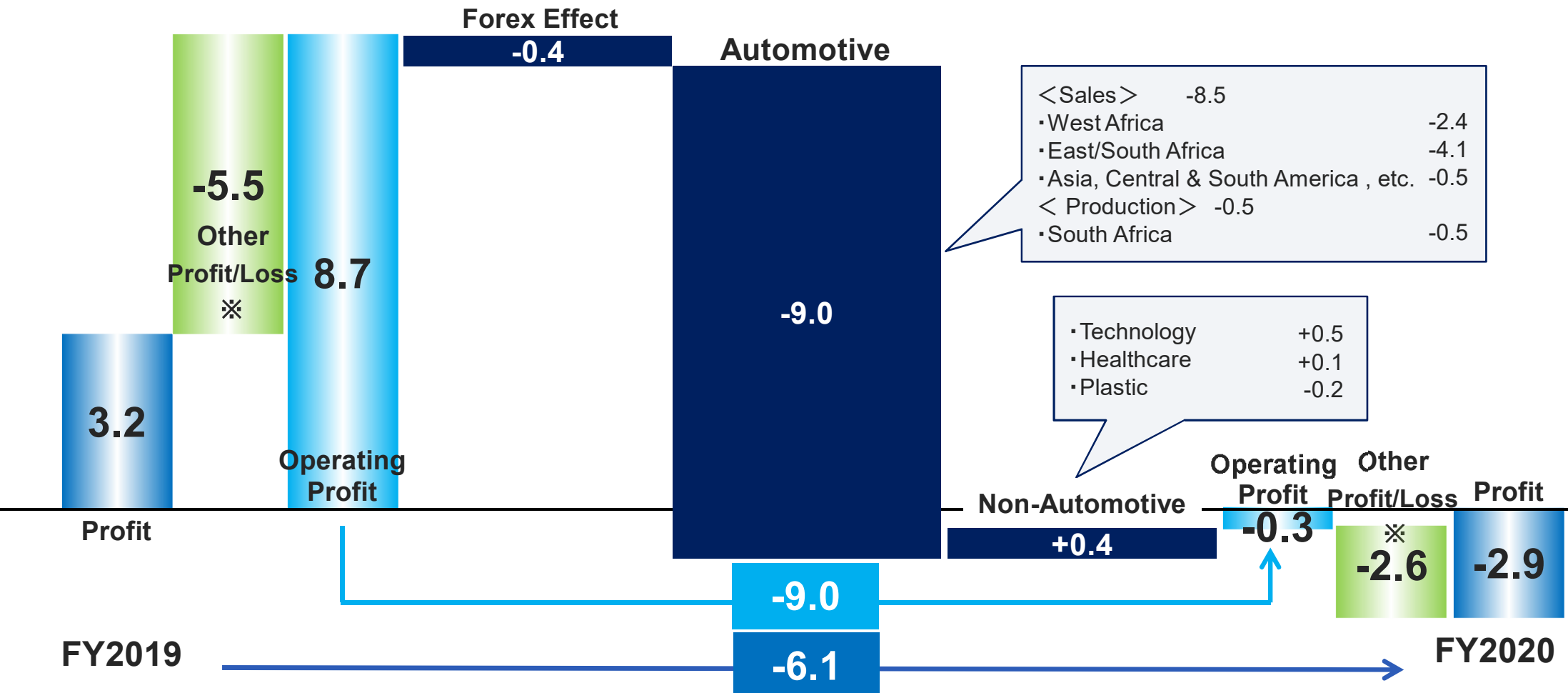


Africa Division (1Q Profit)

(Unit: Billion yen)

	FY2019 1Q	FY2020 1Q	Change	Main Factor of Changes
※Others	(5.5)	(2.6)	+2.9	—
Finance income and costs	(1.3)	(1.2)	+0.1	—
Equity gain / loss	(0.4)	(0.5)	(0.1)	—
Tax expense	(2.8)	(0.7)	+2.1	Impact of decrease in profit
Non-controlling interests	(0.7)	(0.1)	+0.6	—

Company Name	Profit / Loss	
	FY2019 1Q	FY2020 1Q
CFAO SAS	3.1	(3.1)



Progress of Investment

(Unit: Billion yen)

		FY2020 1Q	
		Main projects	Amount
Mobility	<ul style="list-style-type: none"> Automotive production-related facilities In North America Vehicles for lease(CFAO) 		(13.7)
	Resources & Environment	<ul style="list-style-type: none"> Wind power business (Eurus) 	(12.0)
Life & Community	<ul style="list-style-type: none"> Retail business (CFAO) 		(3.6)
Total Amount of Investment			(29.3)
<ul style="list-style-type: none"> Income from subsidies Cash from the sale of assets, etc. 			+16.1
Cash flows from investing activities			(13.2)

Car Exports and Retail Sales Volume by Key Region and Country

(Unit: units)

※ CFAO'S number of export include only from Japan

Export Volume by Region			
Region	FY2019 1Q	FY2020 1Q	Change
Asia & Oceania	16,623	7,052	(9,571)
China, Hong Kong	13,663	6,821	(6,842)
Central & South America	11,651	4,183	(7,468)
Middle East & Southwest Asia	18,020	5,541	(12,479)
Africa	14,858	9,232	(5,626)
West & North Africa	3,770	4,617	+847
East & South Africa	11,088	4,615	(6,473)
Europe & Russia	808	177	(631)
TOTAL	75,623	33,006	(42,617)

Retail Sales Volume by Region			
Region	FY2019 1Q	FY2020 1Q	Change
Asia & Oceania	8,119	5,559	(2,560)
China, Hong Kong	7,934	8,285	+351
Central & South America	8,838	3,860	(4,978)
Middle East & Southwest Asia	1,202	573	(629)
Africa	9,568	10,654	+1,086
West & North Africa	6,291	5,403	(888)
East & South Africa	3,277	5,251	+1,974
Europe & Russia	11,837	6,374	(5,463)
TOTAL	47,498	35,305	(12,193)

Main Export Countries			
Country	FY2019 1Q	FY2020 1Q	Change
Australia	12,310	5,312	(6,998)
China	10,401	5,185	(5,216)
Pakistan	16,366	4,704	(11,662)
Hong Kong	3,262	1,636	(1,626)
Ecuador	2,089	678	(1,411)

Main Retail Countries			
Country	FY2019 1Q	FY2020 1Q	Change
China	7,934	8,285	351
South Africa	204	3,168	2,964
Russia	4,083	2,235	(1,848)
Adria	2,925	1,431	(1,494)
Caucasus	2,052	1,160	(892)

	← J-GAAP →					← IFRS →				
	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019
Net sale/ Revenue (※)	5,743.6	5,916.7	6,304.3	7,743.2	8,663.4	8,170.2	5,797.3	6,491.0	6,762.7	6,694.0
Profit (attributable to owners of the parent)	47.1	66.2	67.4	73.0	67.5	(43.7)	107.9	130.2	132.6	135.5
Total assets	2,436.2	2,837.4	3,592.3	4,072.7	4,533.6	3,952.1	4,212.0	4,310.0	4,441.4	4,545.2
Total equity	667.3	751.7	920.0	1,156.0	1,304.4	1,055.7	1,223.5	1,362.1	1,389.6	1,372.4
Net interest- bearing debt	581.3	672.1	998.6	1,088.9	1,233.5	1,102.7	1,101.9	1,006.9	988.4	1,032.4
Cash flows from operating activities	79.8	63.7	124.1	133.9	169.1	308.3	159.7	215.0	210.7	267.8
ROE	8.0%	10.7%	9.6%	8.4%	6.4%	(4.3%)	10.8%	11.7%	11.2%	11.3%
Net DER (times)	0.98	1.05	1.31	1.12	1.10	1.24	1.05	0.86	0.83	0.86

※Net Sale under J-GAPP, Revenue under IFRS

Investor Relations Group

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