

Toyota Tsusho Corporation
Financial Highlights
for the Six Months Ended September 30, 2020
[IFRS basis] (Consolidated)

October 29, 2020

Listings Tokyo Stock Exchange (the first section), Nagoya Stock Exchange
Security code 8015
URL <https://www.toyota-tsusho.com/english/>
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Scheduled dates:
Submission of quarterly securities report November 12, 2020
Dividend payout November 26, 2020
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 Six Months Ended September 30, 2020 (April 1, 2020 to September 30, 2020)

(1) Operating Results

(Percentage figures represent year-on-year changes)

	Revenue		Operating profit		Profit 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	%
Six Months Ended												
Sept. 30, 2020	2,732,583	(18.8)	71,999	(33.7)	74,269	(40.7)	49,478	(45.3)	41,694	(47.3)	90,108	130.0
Sept. 30, 2019	3,364,298	0.1	108,646	1.1	125,173	3.1	90,515	(1.3)	79,138	0.7	39,173	(41.0)

	Basic earnings per share	Diluted earnings per share
Six Months Ended	yen	yen
Sept. 30, 2020	118.50	—
Sept. 30, 2019	224.91	—

Note: "Basic earnings 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 assets
As of	million yen	million yen	million yen	%
September 30, 2020	4,685,124	1,432,990	1,261,352	26.9
March 31, 2020	4,545,210	1,372,491	1,196,635	26.3

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, 2020	—	60.00	—	50.00	110.00
Year ending March 31, 2021	—	50.00			
Year ending March 31, 2021 (forecast)			—	60.00	110.00

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

3. Forecast of Consolidated Earnings for the Fiscal Year ending March 31, 2021 (April 1, 2020 to March 31, 2021)

(Percentage figures represent year-on-year changes)

	Profit attributable to owners of the parent		Basic earnings per share
	million yen	%	yen
Full year	80,000	(41.0)	227.37

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: None
 - 2) Changes other than the above 1): None
 - 3) Changes in accounting estimates: None
- (3) Number of issued shares (common stock)
 - 1) Number of issued shares at end of period (Treasury shares included):
 - September 30, 2020: 354,056,516 shares
 - March 31, 2020: 354,056,516 shares
 - 2) Number of shares held in treasury at end of period:
 - September 30, 2020: 2,212,171 shares
 - March 31, 2020: 2,210,565 shares
 - 3) Average Number of shares outstanding during the period:
 - Six Months Ended September 30, 2020: 351,845,400 shares
 - Six Months Ended September 30, 2019: 351,864,293 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 Monday, November 2, 2020. 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.

1. Consolidated Results of Operations

(1) Overview of Operating Performance

1) Business Environment

In the first six months of the fiscal year (April 1, 2020 – September 30, 2020), the global economy followed a gradual recovery trend, despite regional differences in the impact of the spread of the novel coronavirus (COVID-19), and economic activity resumed, following a period of stagnation, as a result of relaxation of epidemic prevention and control measures implemented in each country to combat the spread of infection.

In the U.S. economy, the employment environment showed an improvement trend following resumption of economic activity, and manufacturing followed a recovery trend centered on the automotive sector. At the same time, although the U.S. emerged from the peak of the COVID-19 outbreak, infection continued to spread, mainly in the South and West, and a sense of stagnation of the economic recovery strengthened. Also, the struggle for high-tech supremacy between the U.S. and China led to heightening of concerns about prolongation of the friction between the two countries, as illustrated by the suspension of business transactions by some Chinese companies. In the European economy, although internal demand rebounded, driven mainly by consumer spending, against the backdrop of the lifting of lockdowns of cities, recovery in business conditions stalled due to the renewed spread of COVID-19. Also, there was no progress in negotiations for a new agreement between the E.U. and the U.K., and post-Brexit prospects were further clouded. Despite uncertainty about the future outlook for the Chinese economy due to factors such as reviewing of production in China by global companies due to trade friction between the U.S. and China and the spread of COVID-19 infection, industrial production of automobiles, information and communication equipment, and other products increased, and the recovery trend in business conditions continued. Although economic activity resumed in emerging market economies, with no end to the spread of the novel coronavirus in sight, the slowdown trend in business conditions continued.

Against this backdrop, in the Japanese economy, exports began to rebound, mainly to the U.S. and China, and consumer spending also picked up in response to lifting of the state of emergency, as a result of the Go To Travel campaign and other factors. However, stagnation of internal demand continued due to the slump in inbound tourism demand and renewed spread of COVID-19, and recovery in business conditions was lackluster.

2) Business Activities by Segment

(I) Metals

For the purpose of utilizing IT technology in the recycling business, in August 2020 Toyota Tsusho Corporation acquired an equity stake in JEMS Inc., which provides IT solutions and information management services for the optimization of resource recycling. Toyota Tsusho will support supply chain optimization and overseas deployment of solutions and services for the collection, processing, and recycling of used products.

(II) Global Parts & Logistics

For the purpose of introducing a vehicle inspection system involving visual analysis utilizing artificial intelligence (AI) owned by Israel-based UVeye Ltd., a company in which Toyota Tsusho Corporation holds an equity stake, Toyotsu Automotive Creation Corporation concluded a service agreement with USS Co., Ltd. in December 2019, and in September 2020 launched operation of the system, the first time this has been done in Japan. Going forward, Toyotsu Automotive Creation will expand introduction of the system at USS vehicle auction sites nationwide.

(III) Automotive

To promote mobility services in emerging nations and business development in the field of MaaS, in December 2019 Toyota Tsusho Corporation invested in a Series A funding round from WhereIsMyTransport Ltd., a U.K.-based company that engages in the public transportation data platform business in emerging nations, and has entered into a business alliance and is pursuing cooperation with WhereIsMyTransport.

(IV) Machinery, Energy & Projects

For the purpose of constructing a Vehicle-to-Grid (V2G) system that fulfils requirements for participation in an electricity supply-demand adjustment market planned for establishment in 2021, in August 2020 Toyota Tsusho Corporation began verification of the feasibility of electric vehicle charge-discharge control based on commands from the servers of a power transmission and distribution business operator and Toyota Motor Corporation as an initiative in the third year of the V2G Aggregator Demonstration Project, which has continued since 2018.

(V) Chemicals & Electronics

For the purpose of contributing to the realization of a circular economy, in July 2020 Toyota Tsusho Corporation established Toyotsu PET Recycling Systems Co., Ltd., which will recycle discarded PET bottles into resources, and is proceeding with preparations to start operations in 2022.

(VI) Food & Consumer Services

For the purpose of contributing to the supply of sustainable marine resources and achievement of SDGs through enhancement of full-life-cycle blue-fin tuna aquaculture, Toyota Tsusho Corporation, together with NEC Corporation, has developed an automated juvenile blue-fin tuna size measurement service that utilizes AI and IoT technologies. The service was launched by Tuna Dream Goto Corporation and Tuna Dream Okinawa Corporation

in May 2020, and efforts aimed at aquaculture environment optimization utilizing digital transformation (DX) are now underway.

(VII) Africa

For the purpose of strengthening sales of Toyota-brand compact cars in the African market, in September 2020 Toyota Tsusho Corporation began sales in Africa of the Toyota Starlet, a compact car made in India and supplied on an OEM basis by Suzuki Motor Corporation.

3) Operating Results

The Toyota Tsusho Group's consolidated revenue for the six months ended September 30, 2020 decreased 631.7 billion yen (18.8%) year on year to 2,732.5 billion yen, largely as a result of decreases in trading volume of automobile production-related products and automotive sales volume due to the impact of the spread of the novel coronavirus.

Consolidated operating profit decreased 36.7 billion yen (33.7%) year on year to 71.9 billion yen, mainly due to a decrease in gross profit. Consolidated profit (attributable to owners of the parent) decreased 37.5 billion yen (47.3%) year on year to 41.6 billion yen, largely as a result of the decrease in operating profit and the impact of a gain on sale of shares in an affiliate in the Machinery, Energy & Project Division recognized in the previous fiscal year.

Segment Information

(I) Metals

Profit for the period (attributable to owners of the parent) decreased 4.4 billion yen (58.3%) year on year to 3.1 billion yen, largely as a result of a decrease in trading volume of automobile production-related products.

(II) Global Parts & Logistics

Profit for the period (attributable to owners of the parent) decreased 8.6 billion yen (61.1%) year on year to 5.5 billion yen, largely as a result of a decrease in trading volume of automotive parts.

(III) Automotive

Profit for the period (attributable to owners of the parent) decreased 4.8 billion yen (58.1%) year on year to 3.5 billion yen, largely due to a decrease in sales volume handled by overseas automotive dealerships.

(IV) Machinery, Energy & Projects

Profit for the period (attributable to owners of the parent) decreased 18.1 billion yen (65.3%) year on year to 9.6 billion yen, largely due to the impact of a gain on sale of shares in an affiliate in the electric power business recognized in the previous fiscal year and a decrease in share of profit (loss) of investments accounted for using the equity method.

(V) Chemicals & Electronics

Profit for the period (attributable to owners of the parent) increased 1.0 billion yen (9.8%) year on year to 10.4 billion yen, largely owing to an increase in share of profit (loss) of investments accounted for using the equity method.

(VI) Food & Consumer Services

Profit for the period (attributable to owners of the parent) increased 2.0 billion yen (122.3%) year on year to 3.7 billion yen, largely due to the impact of impairment loss recognized in the food business in the previous fiscal year.

(VII) Africa

Profit for the period (attributable to owners of the parent) decreased 4.4 billion yen year on year (64.3%) to 2.4 billion yen, largely as a result of a decrease in automotive sales volume.

(2) Consolidated Financial Condition

At September 30, 2020, consolidated assets totaled 4,685.1 billion yen, a 139.9 billion yen increase from March 31, 2020. The increase is attributable in part to a 202.5 billion yen increase in cash and cash equivalents, which offset a 97.1 billion yen decrease in trade and other receivables. Consolidated equity at September 30, 2020, totaled 1,432.9 billion yen, a 60.5 billion yen increase from March 31, 2020. The increase is attributable in part to a 44.2 billion yen increase in other components of equity.

(3) Outlook for Fiscal Year Ending March 31, 2021

The consolidated earnings forecast issued on June 10, 2020 remains unchanged.

2. Consolidated Financial Statements

(1) Consolidated Statements of Financial Position

(Unit: Millions of yen)

	As of March 31, 2020	As of September 30, 2020
Assets		
Current assets		
Cash and cash equivalents	496,372	698,811
Trade and other receivables	1,252,145	1,154,741
Other financial assets	147,467	126,445
Inventories	783,606	774,331
Other current assets	135,430	129,833
Subtotal	2,815,021	2,884,163
Assets held for sale	3,271	968
Total current assets	2,818,293	2,885,131
Non-current assets		
Investments accounted for using the equity method	265,643	253,339
Other investments	388,342	467,770
Trade and other receivables	33,841	34,133
Other financial assets	31,787	28,479
Property, plant and equipment	780,826	793,301
Intangible assets	161,107	160,105
Investment property	19,202	19,086
Deferred tax assets	19,443	19,938
Other non-current assets	26,720	23,837
Total non-current assets	1,726,917	1,799,992
Total assets	4,545,210	4,685,124

(Unit: Millions of yen)

	As of March 31, 2020	As of September 30, 2020
Liabilities and equity		
Liabilities		
Current liabilities:		
Trade and other payables	1,140,522	1,068,131
Bonds and borrowings	502,985	596,705
Other financial liabilities	42,597	34,199
Income taxes payable	22,764	22,966
Provisions	6,351	5,711
Other current liabilities	163,057	158,194
Total current liabilities	1,878,280	1,885,909
Non-current liabilities:		
Bonds and borrowings	1,020,322	1,059,465
Trade and other payables	87,241	86,234
Other financial liabilities	27,907	31,718
Retirement benefits liabilities	41,970	42,788
Provisions	41,045	40,615
Deferred tax liabilities	47,081	70,516
Other non-current liabilities	28,869	34,886
Total non-current liabilities	1,294,438	1,366,225
Total liabilities	3,172,719	3,252,134
Equity		
Share capital	64,936	64,936
Capital surplus	149,807	148,834
Treasury shares	(3,735)	(3,740)
Other components of equity	(39,802)	4,476
Retained earnings	1,025,429	1,046,845
Total equity attributable to owners of the parent	1,196,635	1,261,352
Non-controlling interests	175,856	171,637
Total equity	1,372,491	1,432,990
Total liabilities and equity	4,545,210	4,685,124

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

Consolidated Statements of Profit or Loss

(Unit: Millions of yen)

	Six Months Ended September 30, 2019	Six Months Ended September 30, 2020
Revenue		
Sales of goods	3,319,244	2,673,817
Sales of services and others	45,054	58,766
Total revenue	3,364,298	2,732,583
Cost of sales	(3,051,149)	(2,470,314)
Gross profit	313,149	262,268
Selling, general and administrative expenses	(207,908)	(192,938)
Other income (expenses)		
Gain (loss) on sale and disposals of non-current assets, net	499	486
Impairment losses on non-current assets	—	(1,115)
Other, net	2,905	3,298
Total other income (expenses)	3,404	2,669
Operating profit	108,646	71,999
Finance income (costs)		
Interest income	6,654	4,476
Interest expenses	(14,714)	(12,822)
Dividend income	11,310	10,951
Other, net	13,497	1,774
Total finance income (costs)	16,748	4,380
Share of profit (loss) of investments accounted for using the equity method	(221)	(2,111)
Profit before income taxes	125,173	74,269
Income tax expense	(34,657)	(24,790)
Profit for the period	90,515	49,478
Profit for the period attributable to:		
Owners of the parent	79,138	41,694
Non-controlling interests	11,377	7,784
Earnings per share attributable to owners of the parent		
Basic earnings per share (yen)	224.91	118.50
Diluted earnings per share (yen)	—	—

Consolidated Statements of Comprehensive Income

(Unit: Millions of yen)

	Six Months Ended September 30, 2019	Six Months Ended September 30, 2020
Profit for the period	90,515	49,478
Other comprehensive income		
Items that will not be reclassified to profit or loss:		
Remeasurements of defined benefit pension plans	285	204
Financial assets measured at fair value through other comprehensive income	(5,842)	52,794
Share of other comprehensive income of investments accounted for using the equity method	(462)	724
Items that may be reclassified to profit or loss:		
Cash flow hedges	(5,098)	(259)
Exchange differences on translation of foreign operations	(39,693)	(9,736)
Share of other comprehensive income of investments accounted for using the equity method	(531)	(3,096)
Other comprehensive income for the period, net of tax	(51,342)	40,630
Total comprehensive income for the period	39,173	90,108
Total comprehensive income for the period attributable to:		
Owners of the parent	35,409	83,720
Non-controlling interests	3,764	6,388

(3) Consolidated Statement of Changes in Equity

Six Months Ended September 30, 2019 (April 1, 2019 to September 30, 2019)

(Unit: Millions of yen)

	Total equity attributable to owners of the parent								
	Share capital	Capital surplus	Treasury shares	Other components of equity					Total
				Remeasurements of defined benefit pension plans	Financial assets measured at FVTOCI*	Cash flow hedges	Exchange differences on translation of foreign operations		
Balance at the beginning of the period	64,936	150,933	(3,596)	—	192,460	(10,226)	(131,839)	50,394	
Profit for the period									
Other comprehensive income									
Remeasurements of defined benefit pension plans				169				169	
Financial assets measured at FVTOCI*					(5,966)			(5,966)	
Cash flow hedges						643		643	
Exchange differences on translation of foreign operations							(38,574)	(38,574)	
Total comprehensive income for the period	—	—	—	169	(5,966)	643	(38,574)	(43,728)	
Dividends									
Acquisition (disposal) of treasury shares		0	(119)						
Acquisition (disposal) of non-controlling interests		777							
Reclassification to retained earnings				(169)	1,262			1,092	
Other									
Total transactions with owners	—	777	(119)	(169)	1,262	—	—	1,092	
Balance at the end of the period	64,936	151,711	(3,716)	—	187,756	(9,583)	(170,413)	7,758	

	Total equity attributable to owners of the parent		Non-controlling interests	Total equity
	Retained earnings	Total		
Balance at the beginning of the period	933,159	1,195,826	193,789	1,389,616
Profit for the period	79,138	79,138	11,377	90,515
Other comprehensive income				
Remeasurements of defined benefit pension plans		169	(0)	168
Financial assets measured at FVTOCI*		(5,966)	(221)	(6,187)
Cash flow hedges		643	(2,546)	(1,903)
Exchange differences on translation of foreign operations		(38,574)	(4,845)	(43,419)
Total comprehensive income for the period	79,138	35,409	3,764	39,173
Dividends	(17,605)	(17,605)	(9,211)	(26,816)
Acquisition (disposal) of treasury shares		(118)		(118)
Acquisition (disposal) of non-controlling interests		777	(19,639)	(18,862)
Reclassification to retained earnings	(1,092)	—		—
Other	(494)	(494)	(11)	(506)
Total transactions with owners	(19,192)	(17,441)	(28,862)	(46,304)
Balance at the end of the period	993,104	1,213,795	168,690	1,382,486

* “Financial assets measured at FVTOCI” represents “Financial assets measured at Fair Value through Other Comprehensive Income.”

Six Months Ended September 30, 2020 (April 1, 2020 to September 30, 2020)

(Unit: Millions of yen)

	Total equity attributable to owners of the parent							
	Share capital	Capital surplus	Treasury shares	Other components of equity				Total
				Remeasurements of defined benefit pension plans	Financial assets measured at FVTOCI*	Cash flow hedges	Exchange differences on translation of foreign operations	
Balance at the beginning of the period	64,936	149,807	(3,735)	—	148,792	(6,443)	(182,151)	(39,802)
Profit for the period								
Other comprehensive income								
Remeasurements of defined benefit pension plans				38				38
Financial assets measured at FVTOCI*					53,612			53,612
Cash flow hedges						(29)		(29)
Exchange differences on translation of foreign operations							(11,595)	(11,595)
Total comprehensive income for the period	—	—	—	38	53,612	(29)	(11,595)	42,025
Dividends								
Acquisition (disposal) of treasury shares		0	(4)					
Acquisition (disposal) of non-controlling interests		(973)						
Reclassification to retained earnings				(38)	2,291			2,253
Other								
Total transactions with owners	—	(972)	(4)	(38)	2,291	—	—	2,253
Balance at the end of the period	64,936	148,834	(3,740)	—	204,696	(6,472)	(193,747)	4,476

	Total equity attributable to owners of the parent		Non-controlling interests	Total equity
	Retained earnings	Total		
Balance at the beginning of the period	1,025,429	1,196,635	175,856	1,372,491
Profit for the period	41,694	41,694	7,784	49,478
Other comprehensive income				
Remeasurements of defined benefit pension plans		38	(1)	36
Financial assets measured at FVTOCI*		53,612	73	53,686
Cash flow hedges		(29)	(975)	(1,005)
Exchange differences on translation of foreign operations		(11,595)	(491)	(12,087)
Total comprehensive income for the period	41,694	83,720	6,388	90,108
Dividends	(17,602)	(17,602)	(8,724)	(26,327)
Acquisition (disposal) of treasury shares		(4)		(4)
Acquisition (disposal) of non-controlling interests		(973)	896	(76)
Reclassification to retained earnings	(2,253)	—		—
Other	(422)	(422)	(2,778)	(3,201)
Total transactions with owners	(20,279)	(19,003)	(10,607)	(29,610)
Balance at the end of the period	1,046,845	1,261,352	171,637	1,432,990

* “Financial assets measured at FVTOCI” represents “Financial assets measured at fair Value through Other Comprehensive Income.”

(4) Consolidated Statements of Cash Flows

(Unit: Millions of yen)

	Six Months Ended September 30, 2019	Six Months Ended September 30, 2020
Cash flows from operating activities		
Profit before income taxes	125,173	74,269
Depreciation and amortization	49,126	51,962
Impairment losses on non-current assets	—	1,115
Finance costs (income)	(16,748)	(4,380)
Share of (profit) loss of investments accounted for using the equity method	221	2,111
(Gain) loss on sale and disposals of non-current assets, net	(499)	(486)
(Increase) decrease in trade and other receivables	107,517	103,287
(Increase) decrease in inventories	(62,287)	12,003
Increase (decrease) in trade and other payables	(83,229)	(70,335)
Other	14,906	(7,447)
Subtotal	134,180	162,099
Interest received	6,322	4,792
Dividends received	22,610	20,476
Interest paid	(14,401)	(12,788)
Income taxes paid	(36,507)	(35,142)
Net cash provided by operating activities	112,204	139,437
Cash flows from investing activities		
(Increase) decrease in time deposits	(53,991)	5,792
Purchase of property, plant and equipment	(54,037)	(53,874)
Proceeds from sale of property, plant and equipment	3,469	5,942
Purchase of intangible assets	(6,008)	(5,927)
Proceeds from sale of intangible assets	233	403
Purchase of investment property	—	(169)
Proceeds from sale of investment property	760	—
Purchase of investments	(10,351)	(7,115)
Proceeds from sale of investments	20,023	2,798
Proceeds from (payment for) acquisition of subsidiary	(7,482)	(86)
Proceeds from (payment for) sale of subsidiary	18	(346)
Payments of loans receivable	(2,691)	(3,931)
Collection of loans receivable	3,901	2,319
Subsidy income	9,849	8,000
Other	699	2,936
Net cash used in investing activities	(95,605)	(43,257)

(Unit: Millions of yen)

	Six Months Ended September 30, 2019	Six Months Ended September 30, 2020
Cash flows from financing activities		
Net increase (decrease) in short-term borrowings	(26,536)	116,360
Proceeds from long-term borrowings	52,862	75,277
Repayment of long-term borrowings	(54,226)	(53,474)
Proceeds from issuance of bonds	53,161	10,000
Purchase of treasury shares	(120)	(5)
Dividends paid	(17,605)	(17,602)
Dividends paid to non-controlling interests	(9,211)	(8,724)
Proceeds from non-controlling interests	4,952	280
Payments for acquisition of subsidiaries' interest from non-controlling interests	(861)	(999)
Proceeds from sale of subsidiaries' interest to non-controlling interests	263	—
Other	(9,518)	(15,195)
Net cash provided by (used in) financing activities	(6,840)	105,916
Net increase (decrease) in cash and cash equivalents	9,757	202,095
Cash and cash equivalents at the beginning of the year	465,861	496,372
Effect of exchange rate changes on cash and cash equivalents	(8,882)	342
Cash and cash equivalents at the end of the period	466,736	698,811

(5) Notes on the Consolidated Financial Statements

(Notes on the Going-concern Assumption)

Not applicable

(Segment Information)

Revenue, Profit/loss and Assets by Reportable Segment

Six Months Ended September 30, 2019 (April 1, 2019 to September 30, 2019)

(Unit: Millions of yen)

	Reportable segment					
	Metals	Global Parts & Logistics	Automotive	Machinery, Energy & Project	Chemicals & Electronics	Food & Consumer Services
Revenue						
External	862,293	448,925	313,644	386,333	741,280	210,653
Inter-segment	1,095	12,970	843	3,010	2,331	278
Total	863,389	461,896	314,487	389,344	743,612	210,931
Gross profit	47,751	38,372	42,240	42,076	50,527	23,190
Profit for the period attributable to owners of the parent	7,514	14,133	8,356	27,726	9,480	1,709
Segment assets	899,187	398,836	285,454	759,082	708,659	284,925

	Reportable segment		Other *1	Adjustments *2	Consolidated
	Africa	Total			
Revenue					
External	398,365	3,361,496	2,802	—	3,364,298
Inter-segment	34	20,565	881	(21,447)	—
Total	398,400	3,382,061	3,683	(21,447)	3,364,298
Gross profit	70,836	314,995	(249)	(1,596)	313,149
Profit for the period attributable to owners of the parent	6,812	75,732	3,434	(28)	79,138
Segment assets	558,325	3,894,471	891,152	(287,027)	4,498,595

- 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.

Six Months ended September 30, 2020 (April 1, 2020 to September 30, 2020)

(Unit: Millions of yen)

	Reportable segment					
	Metals	Global Parts & Logistics	Automotive	Machinery, Energy & Project	Chemicals & Electronics	Food & Consumer Services
Revenue						
External	628,651	324,281	220,056	297,929	667,677	203,304
Inter-segment	733	11,351	354	1,759	911	233
Total	629,385	335,633	220,410	299,689	668,588	203,538
Gross profit	35,021	26,179	30,922	37,655	45,033	21,868
Profit for the period attributable to owners of the parent	3,134	5,502	3,501	9,616	10,412	3,799
Segment assets	848,135	433,423	257,068	788,325	653,251	289,943

	Reportable segment		Other *1	Adjustments *2	Consolidated
	Africa	Total			
Revenue					
External	388,388	2,730,289	2,294	—	2,732,583
Inter-segment	58	15,402	902	(16,304)	—
Total	388,446	2,745,692	3,196	(16,304)	2,732,583
Gross profit	67,622	264,304	(569)	(1,465)	262,268
Profit for the period attributable to owners of the parent	2,430	38,398	3,323	(27)	41,694
Segment assets	570,439	3,840,586	1,092,400	(247,862)	4,685,124

- 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 Six Months ended September 30, 2020 (IFRS)

(For reference)	Quarterly changes	1Q	2Q
	Gross profit	115.4	146.8
	Operating profit	19.1	52.8
	Profit attributable to owners of the parent	13.3	28.3

October 29, 2020
Toyota Tsusho Corporation

(Unit: Billion yen)

Consolidated Operating Results	Six Months ended September 30, 2019	Six Months ended September 30, 2020	Year-on-year change	
			Amount	%
Revenue	3,364.2	2,732.5	(631.7)	(18.8%)
Gross profit	313.1	262.2	(50.9)	(16.2%)
SG&A expenses	(207.9)	(192.9)	15.0	-
Other income (expenses)	3.4	2.6	(0.8)	-
Operating profit	108.6	71.9	(36.7)	(33.7%)
Interest income (expenses)	(8.0)	(8.3)	(0.3)	-
Dividend income	11.3	10.9	(0.4)	-
Other finance income (costs)	13.4	1.7	(11.7)	-
Share of profit of investments accounted for using the equity method	(0.2)	(2.1)	(1.9)	-
Profit before income taxes	125.1	74.2	(50.9)	(40.7%)
Income tax expense	(34.6)	(24.7)	9.9	-
Profit for the period	90.5	49.4	(41.1)	(45.3%)
Profit attributable to owners of the parent	79.1	41.6	(37.5)	(47.3%)
Total comprehensive income (attributable to owners of the parent)	35.4	83.7	48.3	136.4%

Main factors behind year-on-year changes
<p>[Gross profit] -50.9 billion yen Decreased largely due to decreases in trading volume of automobile production-related products and automotive sales volume.</p> <p>[Operating profit] -36.7 billion yen Decreased largely due to decrease in gross profit.</p> <p>[Profit attributable to owners of the parent] -37.5 billion yen Decreased largely due to decrease in operating profit and the impact of a gain on sale of shares in affiliate in the Machinery, Energy & Project Division recognized in the previous fiscal year.</p>

Consolidated Financial Position	As of March 31, 2020	As of September 30, 2020	Change over the end of the previous fiscal year	
			Amount	%
Total assets	4,545.2	4,685.1	139.9	3.1%
(Current assets)	2,818.2	2,885.1	66.9	2.4%
(Non-current assets)	1,726.9	1,799.9	73.0	4.2%
Total equity	1,372.4	1,432.9	60.5	4.4%
Net interest-bearing debt	1,032.4	968.4	(64.0)	(6.2%)
Debt-equity ratio (times)	0.9	0.8	(0.1)	

Main factors behind year-on-year changes
<p>[Current assets] +66.9 billion yen -Cash and cash equivalents +202.5 billion yen -Trade and other receivables -97.4 billion yen -Other financial assets -21.0 billion yen</p> <p>[Non-current assets] +73.0 billion yen -Other investments +79.4 billion yen -Property, plant and equipment +12.5 billion yen -Investments accounted for using the equity method -12.3 billion yen</p> <p>[Total equity] +60.5 billion yen -Financial assets measured at FVTOCI +55.9 billion yen -Retained earnings +21.4 billion yen -Exchange differences on translation of foreign operations -11.6 billion yen -Non-controlling interests -4.2 billion yen</p>

Consolidated Cash Flow Position	Six Months ended September 30, 2019	Six Months ended September 30, 2020	Year-on-year change
2. Cash flows from investing activities	(95.6)	(43.2)	52.4
1-2: Free cash flow	16.6	96.2	79.6
Cash flows from financing activities	(6.8)	105.9	112.7

Main factors behind year-on-year changes
<p>[Cash flows from operating activities] Profit before income taxes</p> <p>[Cash flows from investing activities] Purchase of property, plant and equipment</p> <p>[Cash flows from financing activities] Increase in borrowings</p>

Divisions	Six Months ended September 30, 2019	Six Months ended September 30, 2020	Year-on-year change	
			Amount	%
Metals	47.7	35.0	(12.7)	(26.7%)
Global Parts & Logistics	7.5	3.1	(4.4)	(58.3%)
Automotive	38.3	26.1	(12.2)	(31.8%)
Machinery, Energy & Project	14.1	5.5	(8.6)	(61.1%)
Chemicals & Electronics	42.2	30.9	(11.3)	(26.8%)
Food & Consumer Services	8.3	3.5	(4.8)	(58.1%)
Africa	42.0	37.6	(4.4)	(10.5%)
Total	27.7	9.6	(18.1)	(65.3%)
	50.5	45.0	(5.5)	(10.9%)
	9.4	10.4	1.0	9.8%
	23.1	21.8	(1.3)	(5.7%)
	1.7	3.7	2.0	122.3%
	70.8	67.6	(3.2)	(4.5%)
	6.8	2.4	(4.4)	(64.3%)
	313.1	262.2	(50.9)	(16.2%)
	79.1	41.6	(37.5)	(47.3%)

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.
Decreased largely due to decrease in trading volume of automotive parts.
Decreased largely due to decrease in sales volume handled by overseas automotive dealerships.
Decreased largely due to the impact of a gain on sale of shares in affiliate in the electric power business recognized in the previous fiscal year and a decrease in share of profit (loss) of investments accounted for using the equity method.
Increased largely due to increase in share of profit (loss) of investments accounted for using the equity method.
Increased largely due to the impact of impairment loss recognized in the food business in the previous fiscal year.
Decreased largely due to decrease in automotive sales volume.

Consolidated Financial Results Forecasts	Year ended March 31, 2020 (results)	Year ending March 31, 2021	Year-on-year change		
			Amount	%	
D i v i s i o n s	Metals	92.3	82.0	(10.3)	(11.2%)
	Global Parts & Logistics	18.9	19.0	0.1	0.0%
	Automotive	73.1	66.0	(7.1)	(9.8%)
	Machinery, Energy & Project	22.3	12.0	(10.3)	(46.4%)
	Chemicals & Electronics	84.3	67.0	(17.3)	(20.6%)
	Food & Consumer Services	19.7	5.0	(14.7)	(74.7%)
	Africa	89.5	87.0	(2.5)	(2.9%)
	Gross profit	35.1	20.0	(15.1)	(43.2%)
	Operating profit	102.5	94.0	(8.5)	(8.3%)
	Profit before income taxes	22.7	17.0	(5.7)	(25.2%)
C o r p o r a t e	Profit	46.6	43.0	(3.6)	(7.9%)
	Profit attributable to owners of the parent	5.8	4.0	(1.8)	(32.1%)
		155.1	131.0	(24.1)	(15.6%)
		14.0	3.0	(11.0)	(78.6%)
		639.8	570.0	(69.8)	(10.9%)
	210.3	153.0	(57.3)	(27.3%)	
	224.8	144.0	(80.8)	(35.9%)	
	155.7	96.0	(59.7)	(38.4%)	
	135.5	80.0	(55.5)	(41.0%)	

Dividend per share	Year ended March 31, 2019	Year ended March 31, 2020	Year ending March 31, 2021
Full year	100 yen	110 yen	110 yen (forecast)
Payout ratio (consolidated)	26.5%	28.6%	48.4% (forecast)

Changes in Major Indexes	Six Months ended September 30, 2019 (As of March 31, 2020)	Six Months ended September 30, 2020		
			Exchange rate	Yen / US dollar
	Yen / Euro	6M average End of period	(109)	106
Interest rate	Yen TIBOR 3M average		121	121
	US dollar LIBOR 3M average		(120)	124
	Dubai oil (US dollars/bbl.)		0.07%	0.07%
	Corn futures (cents/bushel)		2.35%	0.42%
			64	37
			390	331

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