

Toyota Tsusho Corporation
Financial Highlights
for the Fiscal Year Ended March 31, 2021
[IFRS basis](Consolidated)

April 28, 2021

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	Yasushi Aida General manager, Accounting Department		
Telephone	+81 52-584-5482		
Scheduled dates:			
Ordinary General Meeting of Shareholders	June 24, 2021		
Dividend payout:	June 25, 2021		
Submission of annual securities report	June 24, 2021		
Supplementary materials to the annual results	Available		
Annual financial results briefings	Yes (targeted at institutional investors and analysts)		

(Amounts rounded down to the nearest million yen)

1. Consolidated Financial Results for the Fiscal Year Ended March 31, 2021 (April 1, 2020 to March 31, 2021)

(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	%
Fiscal Year ended												
March 31, 2021	6,309,303	(5.7)	213,058	1.3	221,425	(1.5)	156,447	0.4	134,602	(0.7)	338,872	525.6
March 31, 2020	6,694,071	(1.0)	210,370	(2.2)	224,801	(1.9)	155,786	0.7	135,551	2.2	54,167	(23.6)

	Basic earnings (losses) per share	Diluted earnings per share	Return on Equity	Return on assets
Fiscal Year ended	yen	yen	%	%
March 31, 2021	382.56	—	10.1	4.5
March 31, 2020	385.25	—	11.3	5.0

Reference: Share of profit (loss) of investments accounted for using the equity method

Fiscal year ended March 31, 2021: 7,523 million yen Fiscal year ended March 31, 2020: (2,489) million yen

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	Equity per share attributable to owners of the parent
As of	million yen	million yen	million yen	%	Yen
March 31, 2021	5,228,004	1,658,015	1,469,657	28.1	4,177.07
March 31, 2020	4,545,210	1,372,491	1,196,635	26.3	3,401.02

(3) Consolidated Cash Flow Position

	Cash flows from operating activities	Cash flows from investing activities	Cash flows from financing activities	Cash and cash equivalents at end of period
	million yen	million yen	million yen	million yen
Year Ended March 31, 2021	245,055	(102,176)	24,073	677,478
Year ended March 31, 2020	267,809	(173,910)	(53,679)	496,372

2. Dividends

Record date or period	Dividend per share					Total dividends paid (total)	Dividend payout ratio (consolidated)	Ratio of dividends to equity attributable to owners of the parent company (consolidated)
	End-first quarter	End-second quarter	End-third quarter	Fiscal year-end	Annual total			
	yen	yen	yen	yen	yen	million yen	%	%
Year ended March 31, 2020	—	60.00	—	50.00	110.00	38,726	28.6	3.2
Year Ended March 31, 2021	—	50.00	—	62.00	112.00	39,430	29.3	3.0
Year ending March 31, 2022 (forecast)	—	60.00	—	60.00	120.00		28.1	

3. Forecast of Consolidated Earnings for the Fiscal Year ending March 31, 2022 (April 1, 2021 to March 31, 2022)

(Percentage figures represent year-on-year changes)

	Profit attributable to owners of the parent		Basic earnings per share
	million yen	%	
Full year	150,000	11.4	yen 426.33

*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 16.

(3) Number of issued shares (common stock)

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

March 31, 2021: 354,056,516 shares

March 31, 2020: 354,056,516 shares

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

March 31, 2021: 2,217,027 shares

March 31, 2020: 2,210,565 shares

3) Average Number of shares outstanding during the period:

Year Ended March 31, 2021: 351,843,852 shares

Year ended March 31, 2020: 351,856,020 shares

(Reference) Non-consolidated Financial Results

Fiscal Year Ended March 31, 2021 (April 1, 2020 to March 31, 2021)

(1) Non-consolidated Operating Results

(Percentage figures represent year-on-year changes)

Fiscal Year ended	Revenue		Operating profit		Ordinary income		Profit	
	million yen	%	million yen	%	million yen	%	million yen	%
March 31, 2021	2,472,924	(15.9)	1,506	—	80,675	(30.9)	64,006	(41.7)
March 31, 2020	2,939,577	(16.9)	(3,335)	—	116,764	35.4	109,772	87.1

	Earnings per share	Earnings per share, fully diluted
Fiscal Year ended	yen	yen
March 31, 2021	181.81	—
March 31, 2020	311.79	—

(2) Non-consolidated Financial Position

	Total assets	Net assets	Equity ratio	Net assets per share
As of	million yen	million yen	%	Yen
March 31, 2021	2,474,853	730,527	29.5	2,075.05
March 31, 2020	2,176,958	609,695	28.0	1,731.80

Total equity: As of March 31, 2021: 730,527 million yen As of March 31, 2020: 609,695 million yen

***Audit Status**

This report is exempt from the audit 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 an annual earnings briefing for institutional investors and analysts on Thursday, May 6, 2021. 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 fiscal year ended March 31, 2021, the novel coronavirus (COVID-19) pandemic weighed heavily on global economic activity. In particular, the stagnant mood grew stronger in the fourth quarter because of extended lockdowns in North America, Europe, and elsewhere, in response to the resurgence of COVID-19 cases from the third quarter.

The U.S. economy was hit hard by having the highest number of COVID-19 cases in the world, along with other factors such as the impact of a cold snap, but economic activity started to pick up again mainly in manufacturing industries thanks chiefly to large-scale economic stimulus measures and the rollout of COVID-19 vaccinations. Meanwhile, social division in the U.S. deepened further mainly as a result of the presidential election turmoil and public demonstrations against racial discrimination. In Europe, economic activity remained weak owing to the emergence of new novel coronavirus variants such as the U.K. variant, as restrictions on activities were extended to combat fresh waves of infections. At the same time, the negotiations between the E.U. and the U.K. for a new deal culminated in an agreement before the post-Brexit transition period ended, thus avoiding the feared disruptions. The Chinese economy recovered to pre-pandemic levels before any other country and production activity and imports/exports remained solid despite trade friction stemming from U.S. policies towards China. In emerging market economies, business activity remained lackluster as the pandemic continued to spread.

Against this backdrop, a clampdown on economic activity in Japan accompanying the declaration of two states of emergency meant consumer spending and corporate activity receded, while inbound tourism demand also slumped. Exports to mainly the U.S. and China started to recover, but business conditions overall remained weak.

2) Business Activities by Segment

(I) Metals

With the objective of enhancing disaster response capabilities in regional areas and promoting the recycling of resources, in March 2021 Toyota Tsusho Corporation launched sales of Re-Q, a power supply kit that facilitates the supply of electricity from existing hybrid vehicles during disasters and emergencies. Starting with the first delivery to the city of Miyawaka in Fukuoka Prefecture alongside local sales in the Kyushu region, sales will be expanded to the rest of Japan.

(II) Global Parts & Logistics

With the aim of increasing sales of fuel cells, in September 2020 Toyota Tsusho entered into an exclusive marketing agreement for Japan with Germany-based SFC Energy AG, the world's leading producer and seller of compact fuel cells (up to 500W output capacity). Then in March 2021, Toyota Tsusho concluded another exclusive marketing agreement for other Asian markets as part of plans to pursue further customer base diversification and expand the breadth of fuel cell applications up ahead.

(III) Automotive

For the purpose of improving vaccine utilization rates in developing countries, a refrigerated transport vehicle jointly developed by Toyota Tsusho, Toyota Motor Corporation, and B Medical Systems for transporting vaccines at appropriate temperatures was the first in the world to acquire medical equipment PQS (Performance, Quality, and Safety) certification from the World Health Organization. Toyota Tsusho hopes to contribute to global healthcare through the use of this refrigerated vaccine transport vehicle.

(IV) Machinery, Energy & Projects

To strengthen renewable energy business operations, in January 2021 Toyota Tsusho acquired an equity stake in Northern Electricity Development & Investment Joint Stock Company No. 2, the operator of Vietnam's Ngoi Phat Hydropower Plant. The acquisition is Toyota Tsusho's first investment in an overseas hydroelectric power generation business. Toyota Tsusho intends to leverage Japanese hydroelectric power generation technology and know-how to improve plant operations and lower power generation costs.

(V) Chemicals & Electronics

With the aim of bolstering the mobility business in the Middle East, in February 2021 Toyota Tsusho increased its investment in Toyota Connected Middle East FZCO, a company engaged in the business of connected services for the mobility domain in the region. The company's name was also changed to Toyota Tsusho Connected Middle East FZCO. Going forward, in addition to supporting the provision of services to individuals, Toyota Tsusho intends to expand the lineup of services for corporate clients.

(VI) Food & Consumer Services

With the aim of eliminating medical accidents, improving survival rates, and easing the shortage of frontline healthcare workers, in March 2021 Toyota Tsusho invested in Cross Sync Inc., a developer and provider of critically-ill patient monitoring systems for ICUs. The system has been designed to promote the increased digitalization of healthcare facilities by harnessing AI to remotely monitor the condition of ICU patients in real time.

(VII) Africa

For the purpose of strengthening sales of Toyota-brand compact cars in the African market, in September 2020 Toyota Tsusho began sales in Africa of the Toyota Starlet, a compact car made in India and supplied on an OEM basis by Suzuki Motor Corporation. Toyota Tsusho plans to expand the range of models and offer additional services in 2021, in order to meet customer needs.

3) Revenue, Profits and Total Assets

(Unit: billions of yen)

	Year ended March 31, 2020	Year ended March 31, 2021	Change
Revenue	6,694.0	6,309.3	(384.7)
Gross profit	639.8	607.6	(32.2)
Operating profit	210.3	213.0	2.7
Profit (attributable to owners of the parent)	135.5	134.6	(0.9)
Total assets	4,545.2	5,228.0	682.8

4) Operating Results

The Toyota Tsusho Group's consolidated revenue for the fiscal year ended March 31, 2021 decreased 384.7 billion yen (5.7%) year on year to 6,309.3 billion yen, largely as a result of decreases in trading volume of automobile production-related products and automobile sales volume due to the impact of COVID-19.

Consolidated operating profit increased 2.7 billion yen (1.3%) year on year to 213.0 billion yen due mainly to a reduction in selling, general and administrative expenses, which offset lower gross profit. Consolidated profit for the year (attributable to owners of the parent) decreased 0.9 billion yen (0.7%) year on year to 134.6 billion yen, largely due to the impact of a gain on sale of shares in an affiliate in the Machinery, Energy & Project Division recognized in the previous fiscal year, despite an improvement in share of profit (loss) of investments accounted for using the equity method.

Segment Information

(I) Metals

Profit for the year (attributable to owners of the parent) increased 3.6 billion yen (18.7%) year on year to 22.5 billion yen, largely owing to an increase in share of profit (loss) of investments accounted for using the equity method, which offset a decrease in trading volume of automobile production-related products.

(II) Global Parts & Logistics

Profit for the year (attributable to owners of the parent) decreased 2.3 billion yen (10.3%) year on year to 20.0 billion yen, largely due to a decrease in trading volume of automotive parts.

(III) Automotive

Profit for the year (attributable to owners of the parent) decreased 4.6 billion yen (23.7%) year on year to 15.1 billion yen, largely as a result of a decrease in sales volume at overseas auto dealerships.

(IV) Machinery, Energy & Projects

Profit for the year (attributable to owners of the parent) decreased 12.1 billion yen (34.6%) year on year to 23.0 billion yen, largely reflecting the impact of a gain on sale of shares in an affiliate in the electric power business in the previous fiscal year.

(V) Chemicals & Electronics

Profit for the year (attributable to owners of the parent) increased 4.5 billion yen (20.0%) year on year to 27.2 billion yen, largely due to an increase in trading volume of electronics and automotive materials.

(VI) Food & Consumer Services

Profit for the year (attributable to owners of the parent) increased 2.4 billion yen (40.5%) year on year to 8.2 billion yen, largely due to increased demand in the grain business and the impact of impairment loss recognized in the food business in the previous fiscal year.

(VII) Africa

Profit for the year (attributable to owners of the parent) increased 1.3 billion yen (9.6%) year on year to 15.3 billion yen, mainly reflecting the impact of newly consolidated subsidiaries.

Outlook for Fiscal Year Ending March 31, 2022

The Company forecasts 150.0 billion yen in profit attributable to owners of the parent for the fiscal year ending March 31, 2022.

(2) Consolidated Financial Condition

At March 31, 2021, consolidated assets totaled 5,228.0 billion yen, a 682.8 billion yen increase from March 31, 2020. The increase is attributable in part to a 202.4 billion yen increase in other investments. Consolidated equity at March 31, 2021, totaled 1,658.0 billion yen, a 285.6 billion yen increase from March 31, 2020. The increase is attributable in part to a 175.8 billion yen increase in other components of equity and a 99.9 billion yen increase in retained earnings accruing from consolidated profit for the year (attributable to owners of the parent).

The Group consequently ended the fiscal year with a ratio of equity attributable to owners of the parent to total assets (equity ratio) of 28.1% and a net debt/equity ratio of 0.7.

(3) Cash flows

Cash and cash equivalents (“cash”) at March 31, 2021, totaled 677.4 billion yen, a 181.1 billion yen increase from March 31, 2020. The increase, which was 126.7 billion yen greater than the previous fiscal year’s increase in cash, is attributable to positive cash flows from operating and financing activities, partially offset by negative cash flow from investing activities. The main factors affecting cash flows are as follows.

Cash flows from operating activities

Net cash provided by operating activities was 245.0 billion yen, consisting mainly of profit before income taxes. Cash provided decreased by 22.8 billion yen from the previous fiscal year, mainly as a result of a 7.6 billion yen decrease in cash gained by dividend, and a 8.5 billion yen increase in cash used for working capital.

Cash flows from investing activities

Net cash used by investing activities was 102.1 billion yen, mainly for the purchase of property, plant and equipment. Cash used decreased by 71.8 billion yen from the previous fiscal year, mainly as a result of a 78.4 billion increase in cash due to smaller payments into time deposits.

As a result, free cash flow was a positive 142.9 billion yen, an increase of 49.0 billion yen from the previous fiscal year.

Cash flows from financing activities

Net cash provided from financing activities was 24.0 billion yen, consisting mainly of an increase in borrowings. Cash provided increased by 77.6 billion yen from the previous fiscal year, mainly because of a 60.5 billion yen net increase in short-term loans payable.

(4) Dividends

The Company's dividend policy is to endeavor to maintain a stable dividend and increase its dividend per share, with a consolidated dividend payout ratio of 25% or more.

For the fiscal year ended March 31, 2021, the Company plans to pay a year-end dividend of 62 yen per share. Including the previously paid interim dividend of 50 yen per share, dividends for the fiscal year ended March 31, 2021, will total 112 yen per share, an increase of 2 yen per share from the previous fiscal year.

The Company intends to use internally retained earnings to further enhance and strengthen its operational foundation and invest in business expansion to ensure future shareholder returns.

To enable the Company to flexibly distribute earnings to shareholders in the future, its Articles of Incorporation authorize it to distribute retained earnings and/or additional paid-in capital to shareholders pursuant to a Board of Directors’ resolution in accordance with Article 459(1) of the Companies Act. For the time being, however, the Company plans to continue paying dividends twice a year as usual.

2. Basic Approach to Selection of Accounting Standards

The Group has voluntarily adopted International Financial Reporting Standards (IFRS), to enhance its financial information’s international comparability in capital markets.

3. Consolidated Financial Statements

(1) Consolidated Statements of Financial Position

(Unit: Millions of yen)

	As of March 31, 2020	As of March 31, 2021
Assets		
Current assets		
Cash and cash equivalents	496,372	677,478
Trade and other receivables	1,252,145	1,404,988
Other financial assets	147,467	139,373
Inventories	783,606	840,709
Other current assets	135,430	159,698
Subtotal	2,815,021	3,222,248
Assets held for sale	3,271	752
Total current assets	2,818,293	3,223,000
Non-current assets		
Investments accounted for using the equity method	265,643	269,181
Other investments	388,342	590,794
Trade and other receivables	33,841	34,843
Other financial assets	31,787	31,805
Property, plant and equipment	780,826	840,629
Intangible assets	161,107	162,540
Investment property	19,202	18,740
Deferred tax assets	19,443	19,770
Other non-current assets	26,720	36,697
Total non-current assets	1,726,917	2,005,003
Total assets	4,545,210	5,228,004

(Unit: Millions of yen)

	As of March 31, 2020	As of March 31, 2021
Liabilities and equity		
Liabilities		
Current liabilities:		
Trade and other payables	1,140,522	1,318,252
Bonds and borrowings	502,985	571,542
Other financial liabilities	42,597	70,561
Income taxes payable	22,764	24,677
Provisions	6,351	6,034
Other current liabilities	163,057	157,651
Total current liabilities	1,878,280	2,148,720
Non-current liabilities:		
Bonds and borrowings	1,020,322	1,071,951
Trade and other payables	87,241	84,993
Other financial liabilities	27,907	27,741
Retirement benefits liabilities	41,970	43,371
Provisions	41,045	41,068
Deferred tax liabilities	47,081	116,051
Other non-current liabilities	28,869	36,090
Total non-current liabilities	1,294,438	1,421,268
Total liabilities	3,172,719	3,569,988
Equity		
Share capital	64,936	64,936
Capital surplus	149,807	147,128
Treasury shares	(3,735)	(3,760)
Other components of equity	(39,802)	136,026
Retained earnings	1,025,429	1,125,326
Total equity attributable to owners of the parent	1,196,635	1,469,657
Non-controlling interests	175,856	188,358
Total equity	1,372,491	1,658,015
Total liabilities and equity	4,545,210	5,228,004

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

Consolidated Statements of Profit or Loss

(Unit: Millions of yen)

	Year ended March 31, 2020	Year ended March 31, 2021
Revenue		
Sales of goods	6,578,920	6,182,737
Sales of services and others	115,150	126,565
Total revenue	6,694,071	6,309,303
Cost of sales	(6,054,186)	(5,701,677)
Gross profit	639,885	607,626
Selling, general and administrative expenses	(430,164)	(400,086)
Other income (expenses)		
Gain (loss) on sale and disposals of non-current assets, net	1,662	1,354
Impairment losses on non-current assets	(1,478)	(1,452)
Other, net	465	5,616
Total other income (expenses)	649	5,518
Operating profit	210,370	213,058
Finance income (costs)		
Interest income	13,180	8,341
Interest expenses	(29,880)	(24,706)
Dividend income	18,530	16,180
Other, net	15,089	1,027
Total finance income (costs)	16,920	842
Share of profit (loss) of investments accounted for using the equity method	(2,489)	7,523
Profit before income taxes	224,801	221,425
Income tax expense	(69,014)	(64,978)
Profit for the year	155,786	156,447
Profit for the year attributable to:		
Owners of the parent	135,551	134,602
Non-controlling interests	20,234	21,844
Earnings per share attributable to owners of the parent		
Basic earnings per share (yen)	385.25	382.56
Diluted earnings per share (yen)	—	—

Consolidated Statements of Comprehensive Income

(Unit: Millions of yen)

	Year ended March 31, 2020	Year ended March 31, 2021
Profit for the year	155,786	156,447
Other comprehensive income		
Items that will not be reclassified to profit or loss:		
Remeasurements of defined benefit pension plans	(770)	8,133
Financial assets measured at fair value through other comprehensive income	(46,006)	134,690
Share of other comprehensive income of investments accounted for using the equity method	(1,125)	1,480
Items that may be reclassified to profit or loss:		
Cash flow hedges	(507)	3,138
Exchange differences on translation of foreign operations	(52,805)	34,966
Share of other comprehensive income of investments accounted for using the equity method	(403)	15
Other comprehensive income for the year, net of tax	(101,618)	182,425
Total comprehensive income for the year	54,167	338,872
Total comprehensive income for the year attributable to:		
Owners of the parent	41,297	311,354
Non-controlling interests	12,870	27,518

(3) Consolidated Statement of Changes in Equity

Year ended March 31, 2020 (April 1, 2019 to March 31, 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 year	64,936	150,933	(3,596)	—	192,460	(10,226)	(131,839)	50,394	
Profit for the year									
Other comprehensive income									
Remeasurements of defined benefit pension plans				(896)				(896)	
Financial assets measured at FVTOCI*					(46,828)			(46,828)	
Cash flow hedges						3,783		3,783	
Exchange differences on translation of foreign operations							(50,312)	(50,312)	
Total comprehensive income for the year	—	—	—	(896)	(46,828)	3,783	(50,312)	(94,254)	
Dividends									
Acquisition (disposal) of treasury shares		0	(138)						
Acquisition (disposal) of non-controlling interests		(1,127)							
Reclassification to retained earnings				896	3,160			4,057	
Other									
Transactions with owners	—	(1,126)	(138)	896	3,160	—	—	4,057	
Balance at the end of the year	64,936	149,807	(3,735)	—	148,792	(6,443)	(182,151)	(39,802)	

	Total equity attributable to owners of the parent		Non-controlling interests	Total equity
	Retained earnings	Total		
Balance at the beginning of the year	933,159	1,195,826	193,789	1,389,616
Profit for the year	135,551	135,551	20,234	155,786
Other comprehensive income				
Remeasurements of defined benefit pension plans		(896)	(57)	(954)
Financial assets measured at FVTOCI*		(46,828)	(118)	(46,947)
Cash flow hedges		3,783	(1,968)	1,815
Exchange differences on translation of foreign operations		(50,312)	(5,219)	(55,531)
Total comprehensive income for the year	135,551	41,297	12,870	54,167
Dividends	(38,728)	(38,728)	(12,028)	(50,757)
Acquisition (disposal) of treasury shares		(137)		(137)
Acquisition (disposal) of non-controlling interests		(1,127)	(18,756)	(19,884)
Reclassification to retained earnings	(4,057)	—		—
Other	(494)	(494)	(18)	(513)
Transactions with owners	(43,281)	(40,488)	(30,804)	(71,292)
Balance at the end of the year	1,025,429	1,196,635	175,856	1,372,491

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

Year Ended March 31, 2021 (April 1, 2020 to March 31, 2021)

(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 year	64,936	149,807	(3,735)	—	148,792	(6,443)	(182,151)	(39,802)	
Profit for the year									
Other comprehensive income									
Remeasurements of defined benefit pension plans				7,980				7,980	
Financial assets measured at FVTOCI*					135,597			135,597	
Cash flow hedges						3,160		3,160	
Exchange differences on translation of foreign operations							30,013	30,013	
Total comprehensive income for the year	—	—	—	7,980	135,597	3,160	30,013	176,751	
Dividends									
Acquisition (disposal) of treasury shares		0	(24)						
Acquisition (disposal) of non-controlling interests		(2,679)							
Reclassification to retained earnings				(7,980)	7,057			(922)	
Other									
Transactions with owners	—	(2,678)	(24)	(7,980)	7,057	—	—	(922)	
Balance at the end of the year	64,936	147,128	(3,760)	—	291,447	(3,283)	(152,137)	136,026	

	Total equity attributable to owners of the parent		Non-controlling interests	Total equity
	Retained earnings	Total		
Balance at the beginning of the year	1,025,429	1,196,635	175,856	1,372,491
Profit for the year	134,602	134,602	21,844	156,447
Other comprehensive income				
Remeasurements of defined benefit pension plans		7,980	60	8,041
Financial assets measured at FVTOCI*		135,597	665	136,263
Cash flow hedges		3,160	227	3,387
Exchange differences on translation of foreign operations		30,013	4,719	34,733
Total comprehensive income for the year	134,602	311,354	27,518	338,872
Dividends	(35,205)	(35,205)	(12,691)	(47,897)
Acquisition (disposal) of treasury shares		(24)		(24)
Acquisition (disposal) of non-controlling interests		(2,679)	132	(2,546)
Reclassification to retained earnings	922	—		—
Other	(422)	(422)	(2,457)	(2,880)
Transactions with owners	(34,706)	(38,332)	(15,016)	(53,348)
Balance at the end of the year	1,125,326	1,469,657	188,358	1,658,015

* “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)

	Year ended March 31, 2020	Year ended March 31, 2021
Cash flows from operating activities		
Profit before income taxes	224,801	221,425
Depreciation and amortization	103,558	104,349
Impairment losses on non-current assets	1,478	1,452
Finance costs (income)	(16,920)	(842)
Share of (profit) loss of investments accounted for using the equity method	2,489	(7,523)
(Gain) loss on sale and disposals of non-current assets, net	(1,662)	(1,354)
(Increase) decrease in trade and other receivables	124,267	(126,033)
(Increase) decrease in inventories	(31,792)	(29,526)
Increase (decrease) in trade and other payables	(99,377)	140,090
Other	17,818	(4,081)
Subtotal	324,661	297,954
Interest received	12,640	8,642
Dividends received	35,551	27,964
Interest paid	(30,389)	(24,452)
Income taxes paid	(74,655)	(65,053)
Net cash provided by operating activities	267,809	245,055
Cash flows from investing activities		
(Increase) decrease in time deposits	(54,282)	24,253
Purchase of property, plant and equipment	(103,808)	(124,327)
Proceeds from sale of property, plant and equipment	9,062	16,542
Purchase of intangible assets	(13,906)	(13,385)
Proceeds from sale of intangible assets	668	641
Purchase of investment property	(1,578)	(720)
Proceeds from sale of investment property	858	-
Purchase of investments	(19,445)	(19,482)
Proceeds from sale of investment	26,086	7,080
Proceeds from (payment for) acquisition of subsidiary	(29,235)	(86)
Proceeds from (payment for) sale of subsidiary	2,143	(250)
Payments of loans receivable	(7,249)	(7,678)
Collection of loans receivable	6,211	5,568
Subsidy income	9,849	8,115
Other	717	1,553
Net cash used in investing activities	(173,910)	(102,176)

(Unit: Millions of yen)

	Year ended March 31, 2020	Year ended March 31, 2021
Cash flows from financing activities		
Net increase (decrease) in short-term borrowings	(31,715)	44,073
Proceeds from long-term borrowings	113,826	160,088
Repayment of long-term borrowings	(93,684)	(112,006)
Proceeds from issuance of bonds	53,161	20,000
Redemption of bonds	—	(10,000)
Purchase of treasury shares	(139)	(25)
Dividends paid	(38,728)	(35,205)
Dividends paid to non-controlling interests	(12,028)	(12,691)
Proceeds from non-controlling interests	7,061	694
Payments for acquisition of subsidiaries' interest from non-controlling interests	(26,951)	(2,971)
Proceeds from sale of subsidiaries' interest to non-controlling interests	334	85
Other	(24,814)	(27,966)
Net cash provided by (used in) financing activities	(53,679)	24,073
Net increase (decrease) in cash and cash equivalents	40,219	166,952
Cash and cash equivalents at the beginning of the year	465,861	496,372
Effect of exchange rate changes on cash and cash equivalents	(9,707)	14,153
Cash and cash equivalents at end of the year	496,372	677,478

(5) Notes on the Consolidated Financial Statements

(Notes on the Going-concern Assumption)

Not applicable

(Changes in Accounting Policy)

(Financial instruments)

From the fiscal year ended March 31, 2021, the Group has applied the Interest Rate Benchmark Reform Amendments to IFRS 9, IAS 39, and IFRS 7 (announced in September 2019).

The amendments help companies to provide useful financial information during the period of uncertainty arising from the incremental phase-out of interbank offered rates (IBORs) and other financial benchmarks. To this end, the amendments involves the addition of assumptions such as the following:

- When determining whether a scheduled transaction is highly probable, a company shall assume that the interest rate benchmark on which the hedged cash flows are based is not altered as a result of interest rate benchmark reform.
- The interest rate benchmark related to the hedged item or the hedged risk, or the interest rate benchmark related to the hedging instrument are not altered as a result of interest rate benchmark reform.

The Group has applied the amendments to IFRS 9 and IFRS 7 retrospectively to hedging relationships that existed at the start of the fiscal year ended March 31, 2021 or that were designated thereafter, and to the amount accumulated in the cash flow hedge reserve at the start of the fiscal year ended March 31, 2021.

(Segment Information)

Revenue, Profit/loss and Assets and Other Items by Reportable Segment
Year ended March 31, 2020 (April 1, 2019 to March 31, 2020)

(Unit: Millions of yen)

	Reportable segment					
	Metals	Global Parts & Logistics	Automotive	Machinery, Energy & Project	Chemicals & Electronics	Food & Consumer Services
Revenue						
External	1,657,811	858,699	615,038	790,424	1,473,147	439,406
Inter-segment	2,127	24,721	1,165	5,902	4,037	634
Total	1,659,939	883,421	616,203	796,327	1,477,184	440,040
Gross profit	92,301	73,149	84,393	89,585	102,518	46,695
Profit for the year attributable to owners of the parent	18,996	22,389	19,798	35,192	22,742	5,888
Segment assets	893,889	388,677	279,548	816,956	668,663	279,356
Other items						
(1) Investments accounted for using the equity method	40,970	17,472	25,385	70,811	63,203	28,190
(2) Share of profit (loss) of investments accounted for using the equity method	(8,978)	1,570	3,004	1,433	3,192	(1,530)
(3) Depreciation and amortization	12,317	8,509	10,857	20,497	4,052	5,551
(4) Impairment losses on non-current assets	—	—	—	1,012	47	—
(5) Capital expenditure	27,285	12,976	15,799	59,080	7,146	11,365
(6) Income tax expense	13,070	5,326	7,997	17,002	9,665	3,775

	Reportable segment		Other *1	Adjustments *2	Consolidated
	Africa	Total			
Revenue					
External	853,911	6,688,439	5,631	—	6,694,071
Inter-segment	51	38,640	1,786	(40,426)	—
Total	853,963	6,727,080	7,417	(40,426)	6,694,071
Gross profit	155,181	643,825	(913)	(3,026)	639,885
Profit for the year attributable to owners of the parent	14,017	139,026	(3,476)	2	135,551
Segment assets	592,046	3,919,138	904,862	(278,790)	4,545,210
Other items					
(1) Investments accounted for using the equity method	1,223	247,257	18,385	—	265,643
(2) Share of profit (loss) of investments accounted for using the equity method	(2,140)	(3,447)	957	0	(2,489)
(3) Depreciation and amortization	28,179	89,964	13,593	—	103,558
(4) Impairment losses on non-current assets	—	1,060	417	—	1,478
(5) Capital expenditure	21,007	154,660	20,284	—	174,945
(6) Income tax expense	16,764	73,602	(4,540)	(47)	69,014

- 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.

Year Ended March 31, 2021 (April 1, 2020 to March 31, 2021)

(Unit: Millions of yen)

	Reportable segment					
	Metals	Global Parts & Logistics	Automotive	Machinery, Energy & Project	Chemicals & Electronics	Food & Consumer Services
Revenue						
External	1,519,540	779,910	500,770	689,743	1,462,943	487,030
Inter-segment	1,799	27,078	1,177	3,211	2,998	606
Total	1,521,339	806,989	501,947	692,954	1,465,941	487,636
Gross profit	89,976	66,392	69,787	83,550	101,202	45,894
Profit for the year attributable to owners of the parent	22,549	20,089	15,114	23,014	27,285	8,271
Segment assets	1,016,053	510,179	287,670	847,325	751,864	378,938
Other items						
(1) Investments accounted for using the equity method	34,218	37,406	26,017	71,723	67,506	29,461
(2) Share of profit (loss) of investments accounted for using the equity method	(7,248)	2,501	2,737	4,005	6,460	485
(3) Depreciation and amortization	12,388	8,352	10,424	21,444	4,691	5,886
(4) Impairment losses on non-current assets	310	1,001	—	288	—	—
(5) Capital expenditure	16,652	8,205	18,548	67,245	8,592	5,725
(6) Income tax expense	14,010	6,646	4,431	14,221	11,652	4,848

	Reportable segment		Other *1	Adjustments *2	Consolidated
	Africa	Total			
Revenue					
External	865,100	6,305,038	4,265	—	6,309,303
Inter-segment	91	36,963	1,979	(38,943)	—
Total	865,192	6,342,001	6,244	(38,943)	6,309,303
Gross profit	155,121	611,925	(1,123)	(3,175)	607,626
Profit for the year attributable to owners of the parent	15,368	131,694	2,839	68	134,602
Segment assets	606,657	4,398,689	1,111,868	(282,553)	5,228,004
Other items					
(1) Investments accounted for using the equity method	2,674	269,008	172	—	269,181
(2) Share of profit (loss) of investments accounted for using the equity method	(1,351)	7,590	(67)	0	7,523
(3) Depreciation and amortization	27,223	90,410	13,938	—	104,349
(4) Impairment losses on non-current assets	—	1,600	(148)	—	1,452
(5) Capital expenditure	22,186	147,157	10,292	—	157,449
(6) Income tax expense	10,482	66,293	(1,370)	54	64,978

- 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.

(Per Share Information)

Calculation basis for basic earnings per share attributable to owners of the parent is as follows. Diluted earnings per share (attributable to owners of the parent) is not provided herein, as there are no residual securities.

	Year ended March 31, 2020	Year ended March 31, 2021
Profit for the year (attributable to owners of the parent) <i>(million yen)</i>	135,551	134,602
Basic weighted average number of common shares <i>(thousand shares)</i>	351,856	351,843
Basic earnings per share (attributable to owners of the parent) <i>(yen)</i>	385.25	382.56

(Material Subsequent Events)

Not applicable.

Outline of Consolidated Results for the Fiscal Year ended March 31, 2021 (IFRS)

(For reference)

Quarterly changes	1Q	2Q	3Q	4Q
Gross profit	115.4	146.8	167.1	178.2
Operating profit	19.1	52.8	71.3	69.7
Profit attributable to owners of the parent	13.3	28.3	47.6	45.2

April 28, 2021

Toyota Tsusho Corporation

(Unit: Billion yen)

Consolidated Operating Results	Year ended March 31, 2020	Year ended March 31, 2021	Year-on-year change	
			Amount	%
Revenue	6,694.0	6,309.3	(384.7)	(5.7%)
Gross profit	639.8	607.6	(32.2)	(5.0%)
SG&A expenses	(430.1)	(400.0)	30.1	—
Other income (expenses)	0.6	5.5	4.9	—
Operating profit	210.3	213.0	2.7	1.3%
Interest income (expenses)	(16.7)	(16.3)	0.4	—
Dividend income	18.5	16.1	(2.4)	—
Other finance income (costs)	15.0	1.0	(14.0)	—
Share of profit of investments accounted for using the equity method	(2.4)	7.5	9.9	—
Profit before income taxes	224.8	221.4	(3.4)	(1.5%)
Income tax expense	(69.0)	(64.9)	4.1	—
Profit for the period	155.7	156.4	0.7	0.4%
Profit attributable to owners of the parent	135.5	134.6	(0.9)	(0.7%)
Total comprehensive income (attributable to owners of the parent)	41.2	311.3	270.1	653.9%

Main factors behind year-on-year changes

【Gross profit】 -32.2 billion yen
Decreased largely due to decreases in trading volume of automobile production-related products and automobile sales volume.

【Operating profit】 +2.7 billion yen
Increased largely due to decrease in SG&A expenses, which offset decrease in gross profit.

【Profit attributable to owners of the parent】 -0.9 billion yen
Decreased largely due to impact of a gain on sale of shares in affiliate in the Machinery, Energy & Project Division recognized in the previous fiscal year, which offset improvement in share of profit (loss) of investments accounted for using the equity method.

Consolidated Financial Position	As of March 31, 2020	As of March 31, 2021	Change over the end of the previous fiscal year	
			Amount	%
Total assets	4,545.2	5,228.0	682.8	15.0%
(Current assets)	2,818.2	3,223.0	404.8	14.4%
(Non-current assets)	1,726.9	2,005.0	278.1	16.1%
Total equity	1,372.4	1,658.0	285.6	20.8%
Net interest-bearing debt	1,032.4	993.4	(39.0)	(3.8%)
Debt-equity ratio (times)	0.9	0.7	(0.2)	

Main factors behind year-on-year changes

【Current assets】 +404.8 billion yen
 ·Cash and cash equivalents +181.1 billion yen
 ·Trade and other receivables +152.8 billion yen
 ·Inventories +57.1 billion yen

【Non-current assets】 +278.1 billion yen
 ·Other investments +202.4 billion yen
 ·Property, plant and equipment +59.8 billion yen

【Total equity】 +285.6 billion yen
 ·Retained earnings +99.9 billion yen
 ·Financial assets measured at FVTOCI +142.7 billion yen
 ·Exchange differences on translation of foreign operation +30.0 billion yen

Divisions	Year ended March 31, 2020	Year ended March 31, 2021	Year-on-year change	
			Amount	%
Metals	92.3	89.9	(2.4)	(2.5%)
Global Parts & Logistics	18.9	22.5	3.6	18.7%
Automotive	73.1	66.3	(6.8)	(9.2%)
Machinery, Energy & Project	22.3	20.0	(2.3)	(10.3%)
Chemicals & Electronics	84.3	69.7	(14.6)	(17.3%)
Food & Consumer Services	19.7	15.1	(4.6)	(23.7%)
Africa	89.5	83.5	(6.0)	(6.7%)
Total	35.1	23.0	(12.1)	(34.6%)
	102.5	101.2	(1.3)	(1.3%)
	22.7	27.2	4.5	20.0%
	46.6	45.8	(0.8)	(1.7%)
	5.8	8.2	2.4	40.5%
	155.1	155.1	(0.0)	(0.0%)
	14.0	15.3	1.3	9.6%
	639.8	607.6	(32.2)	(5.0%)
	135.5	134.6	(0.9)	(0.7%)

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

Increased largely due to increase in share of profit (loss) of investments accounted for using the equity method, which offset 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 auto dealerships.

Decreased largely due to impact of gain on sale of shares in affiliate in the electric power business recognized in the previous fiscal year.

Increased largely due to increase in trading volume of electronics and automotive materials.

Increased largely due to increased demand in the grain business and impact of impairment loss recognized in the food business in the previous fiscal year.

Increased largely due to impact of of newly consolidated subsidiaries.

Consolidated Cash Flow Position	Year ended March 31, 2020	Year ended March 31, 2021	Year-on-year change
1. Cash flows from operating activities	267.8	245.0	(22.8)
2. Cash flows from investing activities	(173.9)	(102.1)	71.8
1-2: Free cash flow	93.9	142.9	49.0
Cash flows from financing activities	(53.6)	24.0	77.6

Main factors behind year-on-year changes

【Cash flows from operating activities】
Profit before income taxes

【Cash flows from investing activities】
Purchase of property, plant and equipment

Consolidated Financial Results Forecasts	Year ended March 31, 2021 (results)	Year ending March 31, 2022 (forecast)	Year-on-year change		
			Amount	%	
D i v i s i o n s	Metals	89.9	93.0	3.1	3.4%
		22.5	34.5	12.0	53.0%
	Global Parts & Logistics	66.3	74.0	7.7	11.5%
		20.0	25.0	5.0	24.4%
	Automotive	69.7	83.0	13.3	18.9%
		15.1	20.5	5.4	35.6%
	Machinery, Energy & Project	83.5	86.0	2.5	2.9%
		23.0	20.5	(2.5)	(10.9%)
	Chemicals & Electronics	101.2	106.0	4.8	4.7%
		27.2	27.0	(0.2)	(1.0%)
C o r p o r a t e	Food & Consumer Services	45.8	47.0	1.2	2.4%
		8.2	8.0	(0.2)	(3.3%)
	Africa	155.1	161.0	5.9	3.8%
		15.3	16.0	0.7	4.1%
	Gross profit	607.6	650.0	42.4	7.0%
	Operating profit	213.0	232.0	19.0	8.9%
Profit before income taxes	221.4	240.0	18.6	8.4%	
Profit	156.4	170.0	13.6	8.7%	
Profit attributable to owners of the parent	134.6	150.0	15.4	11.4%	

*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, 2020	Year ended March 31, 2021	Year ending March 31, 2022
Interim	60 yen	50 yen	60 yen (forecast)
Full year	110 yen	112 yen (forecast)	120 yen (forecast)
Payout ratio (consolidated)	28.6%	29.3% (forecast)	28.1% (forecast)

Changes in Major Indexes	Year ended March 31, 2020 (As of March 31, 2020)		Year ended March 31, 2021 (As of March 31, 2021)	
	Exchange rate	Yen / US dollar	Average during the year	109
	Yen / Euro	End of period	109	111
		Average during the year	121	124
		End of period	120	130
Interest rate	Yen TIBOR 3M average		0.07%	0.07%
	US dollar LIBOR 3M average		2.04%	0.32%
	Dubai oil (US dollars/bbl.)		60	44
	Corn futures (cents/bushel)		384	405