

Outline of Consolidated Results for First Quarter of FY2026 and Revision of Financial Forecasts for FY2026

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Humanity / Gembality / Beyond

July 31, 2026

Toyota Tsusho Corporation



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Summary of Financial Results for the First Quarter of FY2026

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- Profit increased year on year due to the impact of yen depreciation, as well as rising market prices in resources and device-related products.
- Although NET DER increased due to the share repurchases, maintained financial discipline of NET DER below 0.8 times.
- The full-year forecasts for the fiscal year ending March 2027 was revised to 430 billion yen, reflecting a reassessment of the current business environment and foreign exchange assumptions. The progress ratio is 31%.

[Reference]		FY2025 1Q	FY2026 1Q
Foreign exchange rate	USD	145 yen	159 yen
	EUR	164 yen	185 yen

(Unit: Billion Yen)

	FY2025 1Q	FY2026 1Q	YoY Variance (ratio)	Incl. FX Impact	FY2026 Forecasts Announced on April 30,2026	FY2026 Revised Forecasts Announced on July 31,2026	Variance (ratio)	1Q Progress ratio
Operating profit	126.5	184.3	+ 57.8 (+46%)	+11.0	587.0	630.0	43.0 (+7%)	29%
Profit	98.3	135.2	+ 36.9 (+38%)	+8.5	400.0	430.0	30.0 (+8%)	31%
One-off Gains/Losses (Profit)	1.5	3.5	+ 2.0					
Operating CF	34.6	(54.2)	(88.8)					
Investing CF*	(42.8)	(49.6)	(6.8)					
* () represents increases in investment								
	Mar. 31, 2026	Jun. 30, 2026	Variance					
NET DER (Times)	0.30	0.70	+ 0.40					

Exchange rate assumptions
USD 150 yen USD 155 yen
EUR 175 yen EUR 180 yen

Outline of Consolidated Results

- Profit was 135.2 billion yen, marking a record high for quarterly results and an increase of 38% year on year.

[Reference]		FY2025 1Q	FY2026 1Q
Foreign exchange rate	USD	145 yen	159 yen
	EUR	164 yen	185 yen

(Unit: Billion Yen)

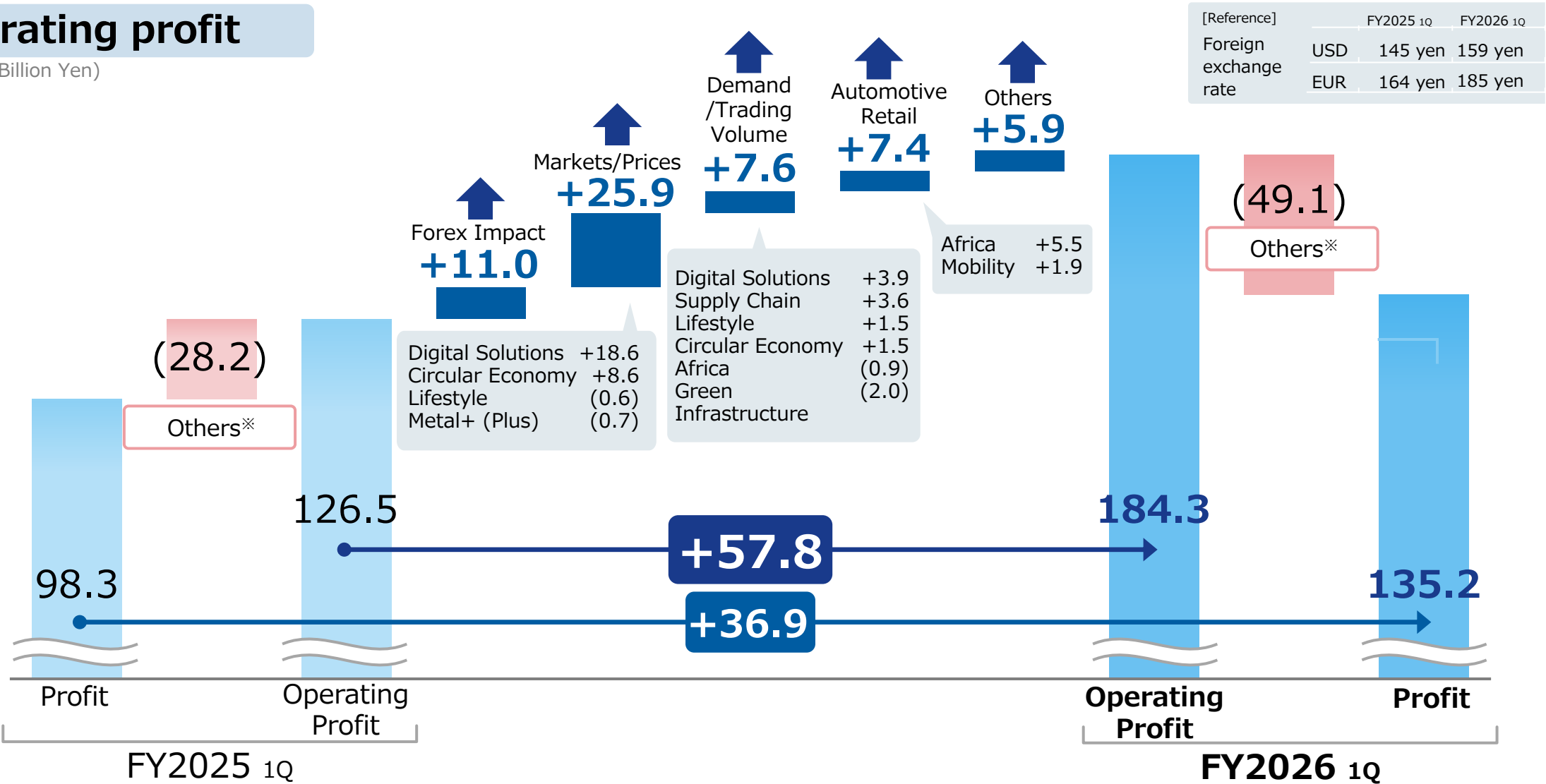
	FY2025 1Q	FY2026 1Q	YoY Variance (ratio)	Incl. FX Impact
Revenue	2,593.8	3,570.1	+976.3 (+38%)	+218.5
Gross profit	280.3	376.0	+ 95.7 (+34%)	+23.1
SG & A expenses	(157.3)	(191.0)	(33.7) (+21%)	(11.8)
Operating profit	126.5	184.3	+ 57.8 (+46%)	+11.0
Profit before income taxes	145.0	204.7	+ 59.7 (+41%)	+12.1
Profit	98.3	135.2	+ 36.9 (+38%)	+8.5

Factors for Profit Increases/Decreases Companywide – 1Q Results

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Operating profit

(Unit: Billion Yen)



※Others :Analysis below operating profit is on the next page.

Factors for Profit Increases/Decreases Companywide – 1Q Results

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Others

- Equity gain/loss increased due to higher profit in the lithium business amid a market recovery, etc.
- Meanwhile, the total below operating profit was negative due to an increase in tax expense resulting from higher profit, etc.

[Reference]		FY2025 1Q	FY2026 1Q
Foreign exchange rate	USD	145 yen	159 yen
	EUR	164 yen	185 yen

(Unit: Billion Yen)

	FY2025 1Q	FY2026 1Q	Variance	Main Factor
Finance income and costs	10.4	9.9	(0.5)	—
Equity gain/loss	8.0	10.3	+2.3	Recovery in lithium markets, etc.
Tax expense	(40.0)	(55.4)	(15.4)	Impact of increase in profit, etc.
Non-controlling interests	(6.7)	(14.0)	(7.3)	Impact of increase in profit, etc.
Total	(28.2)	(49.1)	(20.9)	

One-off Gains and Losses (Profit)

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(Unit : Billion yen))

		FY2025 1Q			FY2026 1Q	
	Metal+(Plus)	—	—		—	
	Circular Economy	+1.5	● Gain on related to chemical business in Japan	+1.5	—	
	Supply Chain	—	—		—	
	Mobility	—	—	+3.5	● Gain on related automotive dealer business in China	+2.0
					● Gain on sales of fixed asset of domestic automotive service business	+1.5
	Green Infrastructure	—	—	—	—	
	Digital Solutions	—	—	—	—	
	Lifestyle	—	—		—	
	Africa	—	—	—	—	
	Others	—	—	—	—	
	Total	+1.5		+3.5		

※One-off gains and losses are rounded to the nearest 0.5 billion yen

Profit Analysis Results (Division)

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(Unit: Billion Yen)

	FY2025 1Q	FY2026 1Q	Variance (Ratio)	Main Factor for Variance
Metal+(Plus)	11.4	12.7	+1.3 (+12%)	Increased profit due to the impact of yen depreciation, despite a decline in steel prices
Circular Economy	12.1	26.5	+14.4 (+119%)	Increased profit due to an upturn in the resource market, etc.
Supply Chain	14.0	18.8	+4.8 (+34%)	Increased profit due to higher transaction volume in automobile production-related businesses, mainly in North America
Mobility	15.2	20.6	+5.4 (+35%)	Increased profit due to higher overseas automobile sales volume, mainly in Asia/Oceania and Europe
Green Infrastructure	7.7	5.4	(2.3) (-30%)	Decreased profit due to lower power generation volume in Japan and lower transaction volume in the machinery business, etc.
Digital Solutions	8.6	18.4	+9.8 (+113%)	Increased profit due to an upturn in the memory-related market and higher transaction volume in in-vehicle electronics-related businesses, etc.
Lifestyle	4.2	2.6	(1.6) (-38%)	Decreased profit due to a decline in market prices etc, despite higher transaction volume in the food business in South America
Africa	22.4	28.1	+5.7 (+25%)	Increased profit due to higher automobile sales volume across Africa, etc
Total	98.3	135.2	+36.9 (+38%)	

Consolidated Financial Position

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- Total assets decreased, while inventories increased due to rising market prices for various commodities.
- Net interest-bearing debt increased due to the payment of 663.6 billion yen for the share repurchases conducted in June 2026.

[Reference]		Mar.31, 2026	Jun.30, 2026
Foreign exchange rate	USD	160 yen	162 yen
	EUR	183 yen	185 yen

	Mar. 31, 2026	Jun. 30, 2026	Variance	Incl. FX Impact
Total Assets	8,523.6	8,403.8	(119.8)	+66.0
(Inventory)	1,642.5	1,764.6	+122.1	+14.4
Net Worth	3,157.5	2,587.4	(570.1)	
Net Interest-bearing debt	944.0	1,803.1	+859.1	
NET DER (times)	0.30	0.70	+0.40	
Current ratio (%)	160%	141%	(19)	

Cash Flow

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- Operating cash flow was negative due to an increase in inventories and tax payments associated with the sale of shares in Toyota Industries Corporation, but remained positive excluding the impact of the tax payment.

(Unit: Billion Yen)

	FY2025 1Q	FY2026 1Q	Variance
Operating C/F	34.6	(54.2)	(88.8)
Operating C/F (excluding the impact of tax payments related to sales of shares in Toyota Industries Corporation)	34.6	37.6	+3.0
Investing C/F※	(42.8)	(49.6)	(6.8)
Dividend Payment	(58.0)	(65.4)	(7.4)
FCF After Dividend Payment	(66.2)	(169.2)	(103.0)

※ () represents increases in investment

Cash Flows from Investing Activities (FY2026 1Q Results) Be the **Right ONE**

FY2026 1Q Results

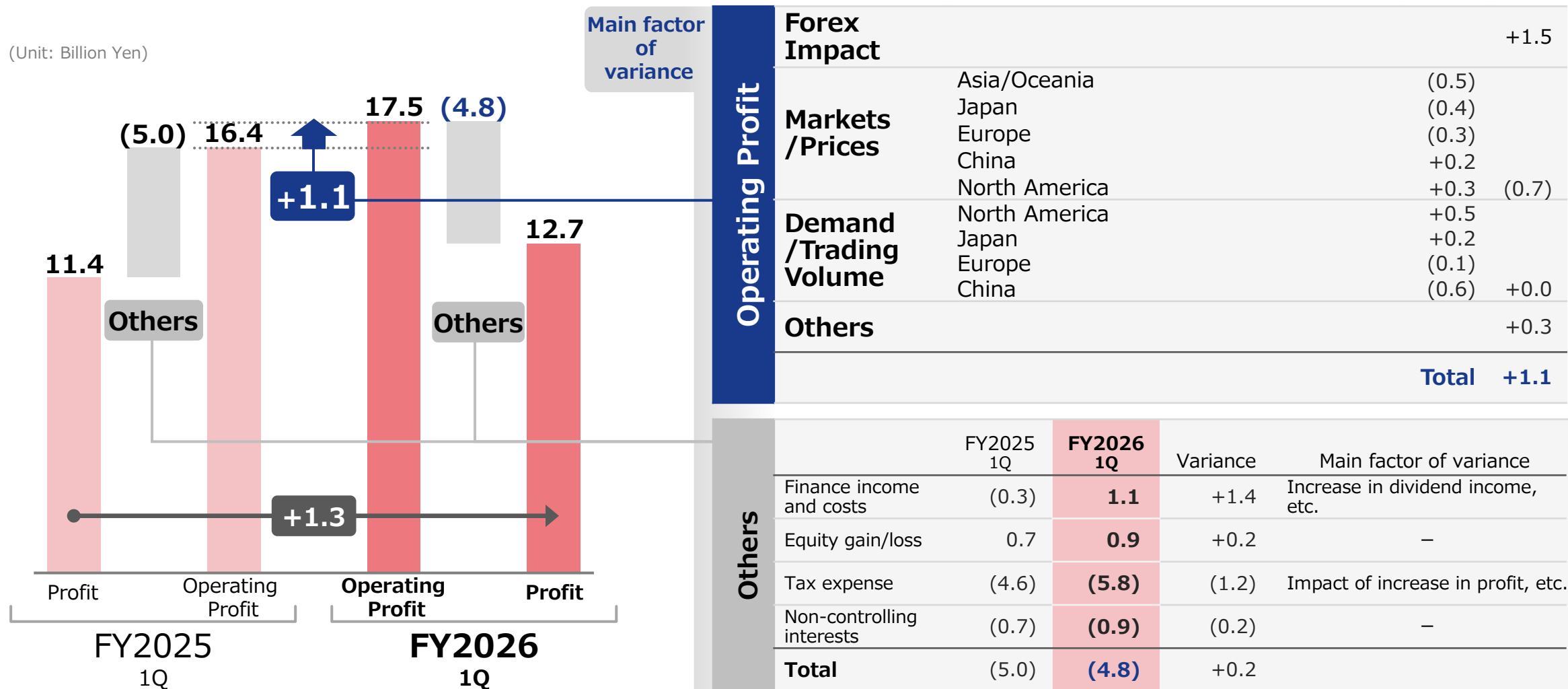
(Unit: Billion Yen)

		Major Investments
Total Investment Amount	(59.2)	Nature Value (17.2) Renewable energy-related Wind power generation in Japan, etc.
		Social Value (10.4) Iodine business in India
		Core Value (31.6) Mobility business related in Africa
Others	9.6	- Sale of fixed assets - Cash from the sale of assets, etc.
Investing C/F	(49.6)	

Metal+ (Plus) Division (1Q Results)

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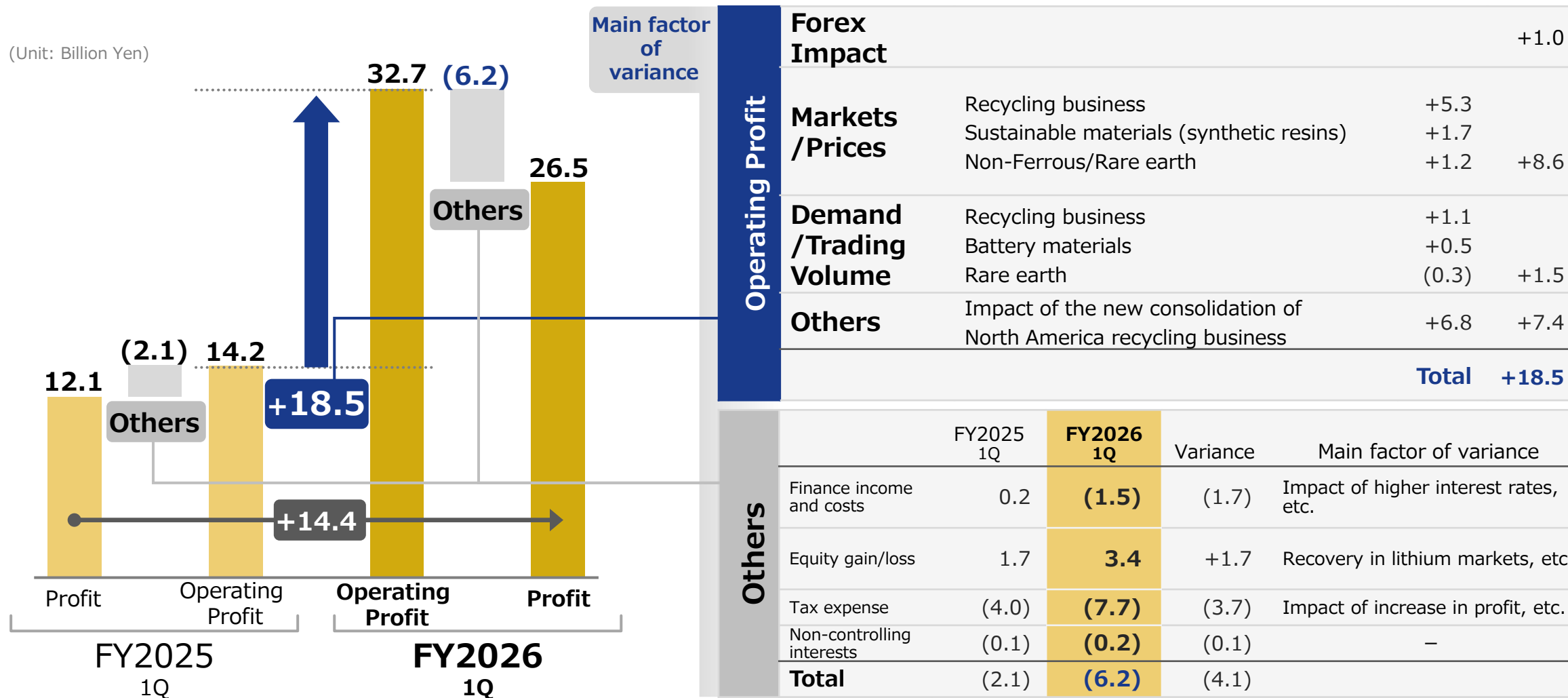
Increased profit due to the impact of yen depreciation, despite a decline in steel prices



Circular Economy Division (1Q Results)

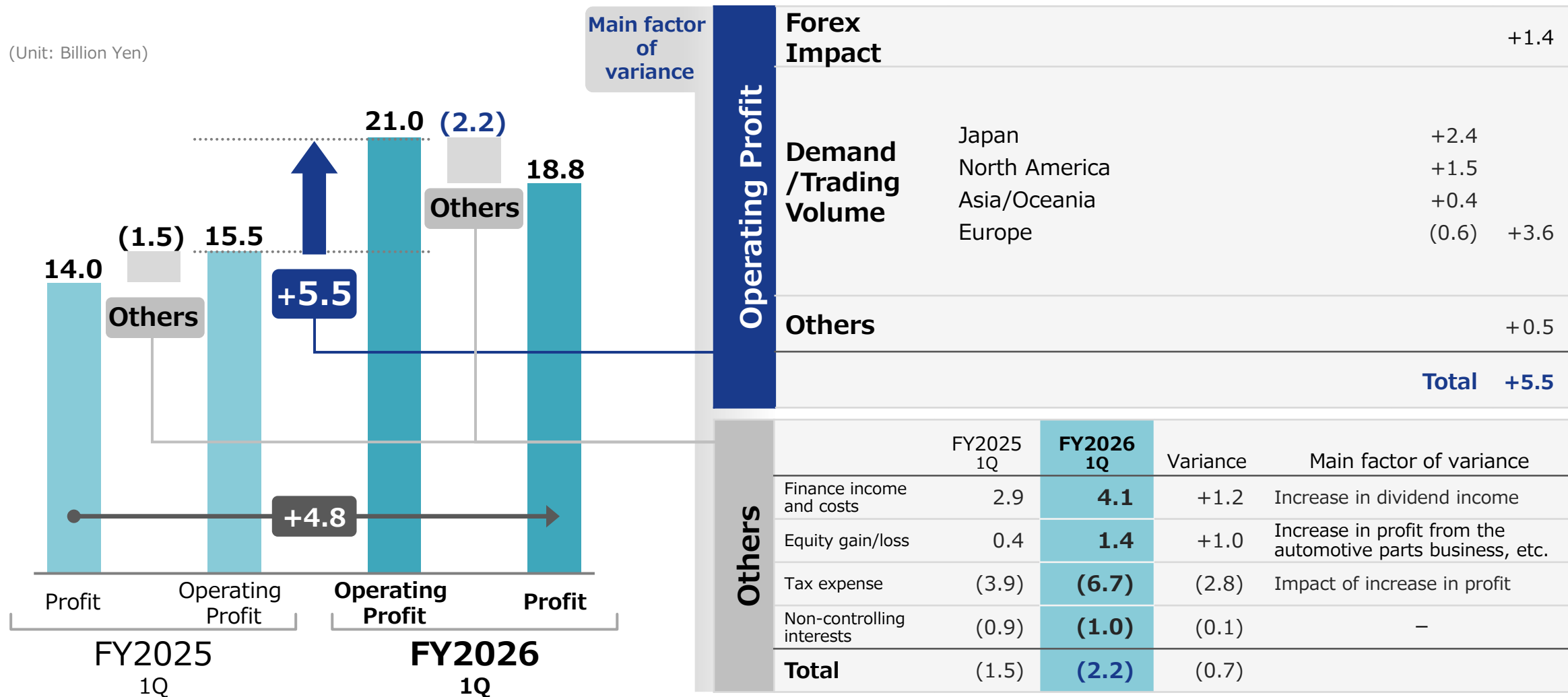
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Increased profit due to an upturn in the resource market, etc.



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Increased profit due to higher transaction volume in automobile production-related businesses, mainly in North America

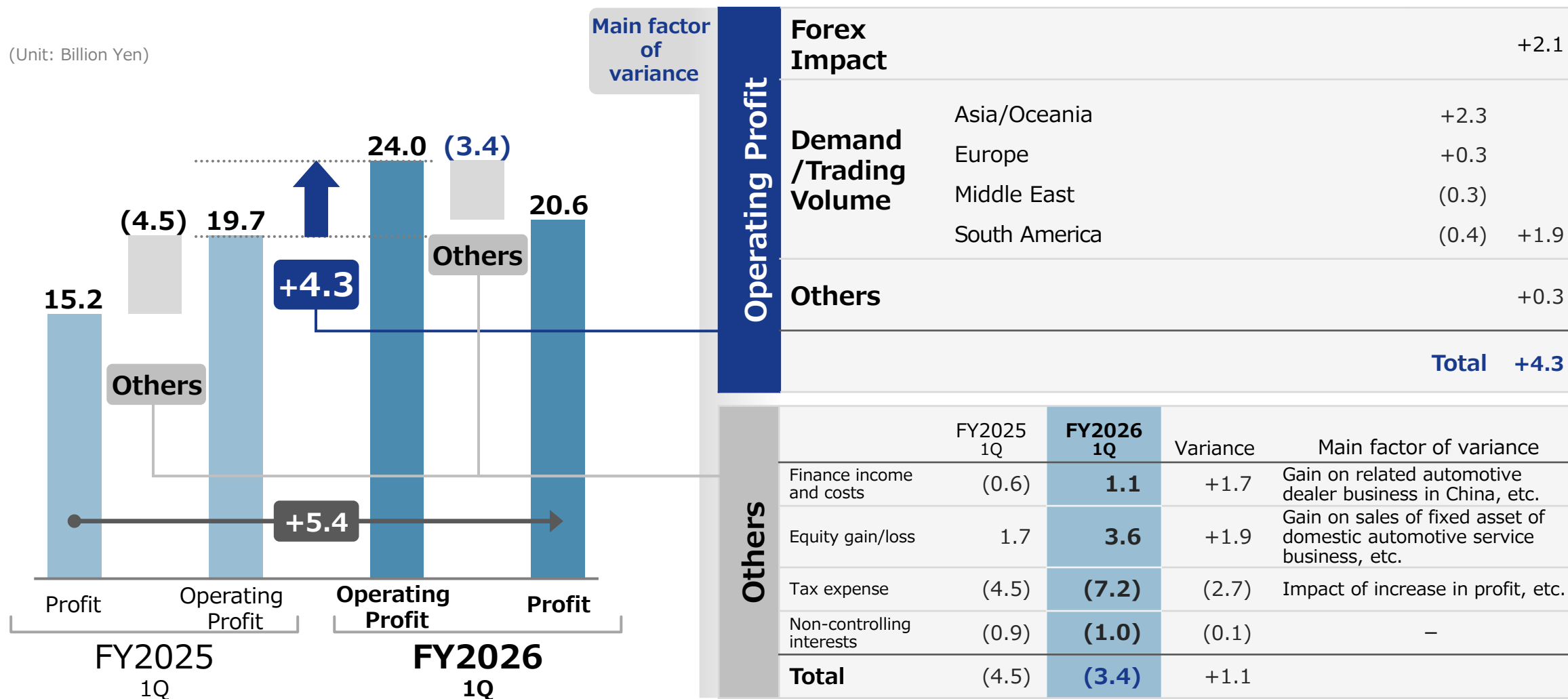


Mobility Division (1Q Results)

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Increased profit due to higher overseas automobile sales volume, mainly in Asia/Oceania and Europe

(Unit: Billion Yen)

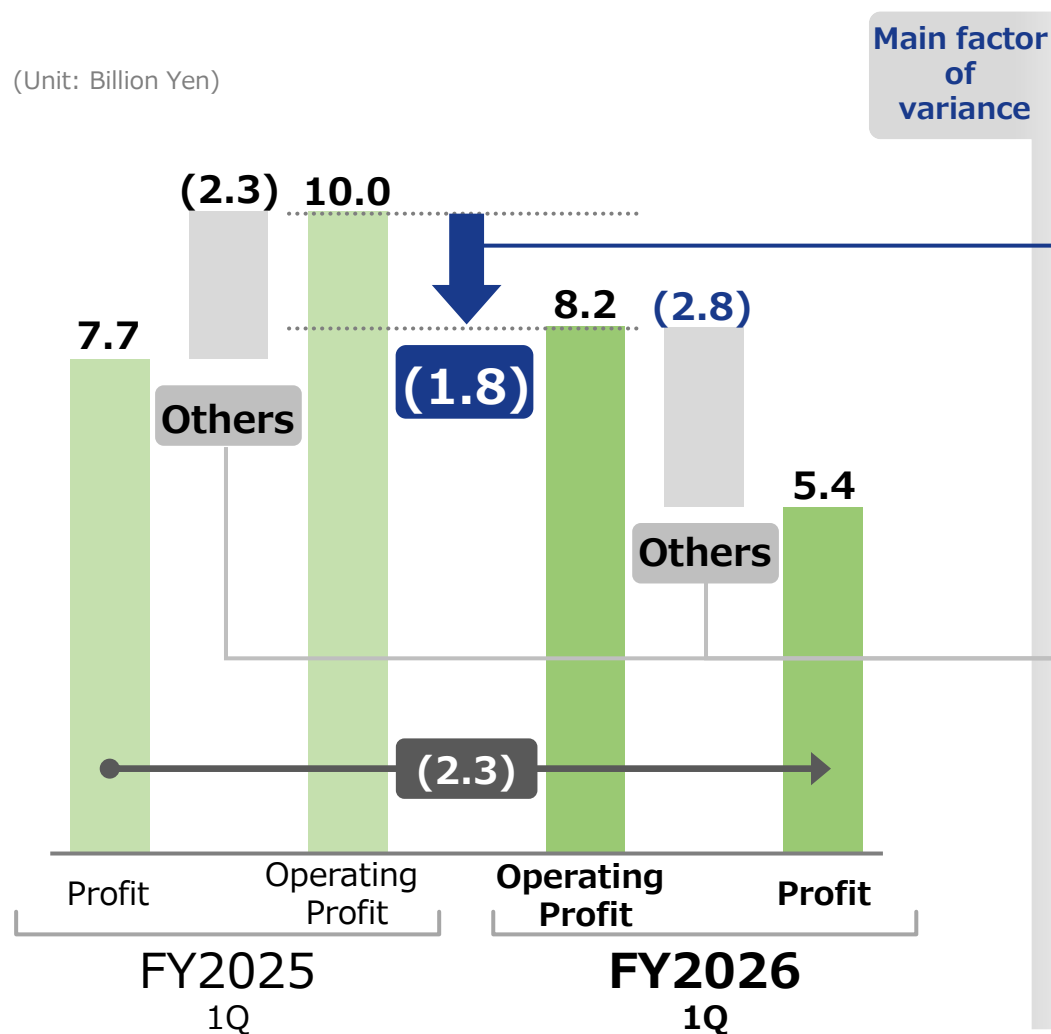


Green Infrastructure Division (1Q Results)

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Decreased profit due to lower power generation volume in Japan and lower transaction volume in the machinery business, etc.

(Unit: Billion Yen)



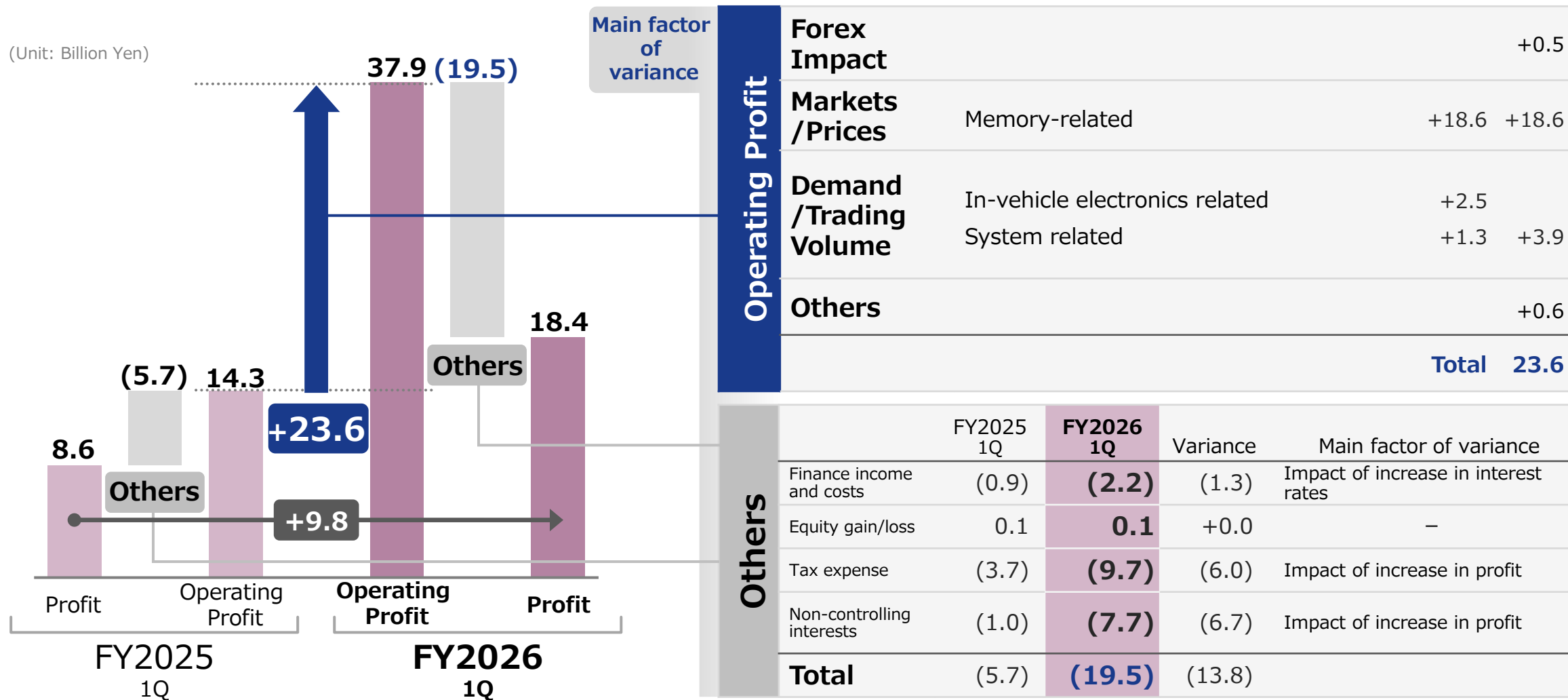
Main factor of variance	Operating Profit	
	Forex Impact	+0.2
Demand /Trading Volume	Renewable energy	(1.1)
	Machinery	(0.9) (2.0)
	Total (1.8)	

	FY2025 1Q	FY2026 1Q	Variance	Main factor of variance
Others	Finance income and costs	(1.2) (1.7)	(0.5)	—
	Equity gain/loss	2.8 1.4	(1.4)	Lower earnings from overseas power generation businesses, etc.
	Tax expense	(3.8) (1.4)	+ 2.4	Reversal of the gain on the sale of the thermal power generation business in the previous fiscal year
	Non-controlling interests	0.0 (1.0)	(1.0)	—
	Total	(2.3) (2.8)	(0.5)	

Digital Solutions Division (1Q Results)

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Increased profit due to an upturn in the memory-related market and higher transaction volume in in-vehicle electronics-related businesses, etc.

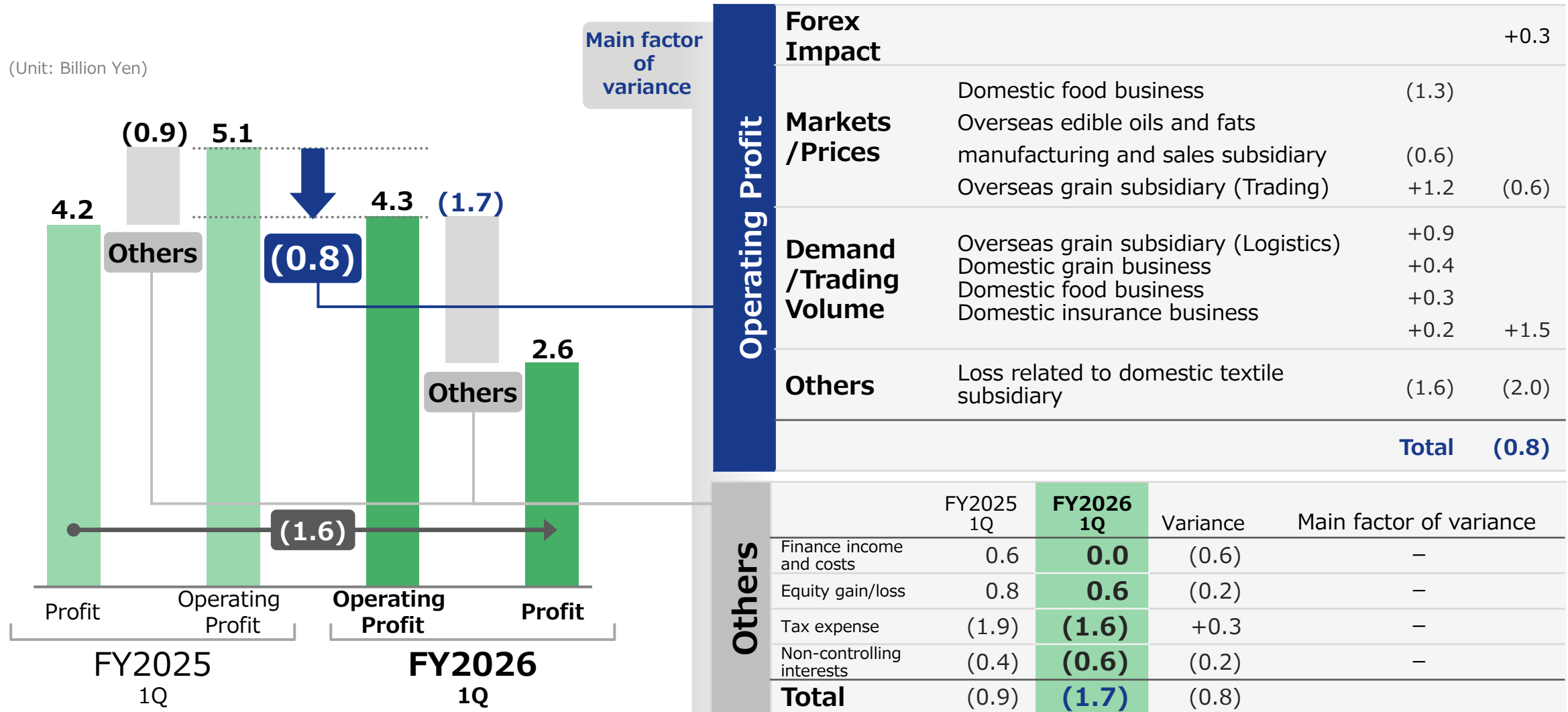


Lifestyle Division (1Q Results)

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Decreased profit due to a decline in market prices etc, despite higher transaction volume in the food business in South America

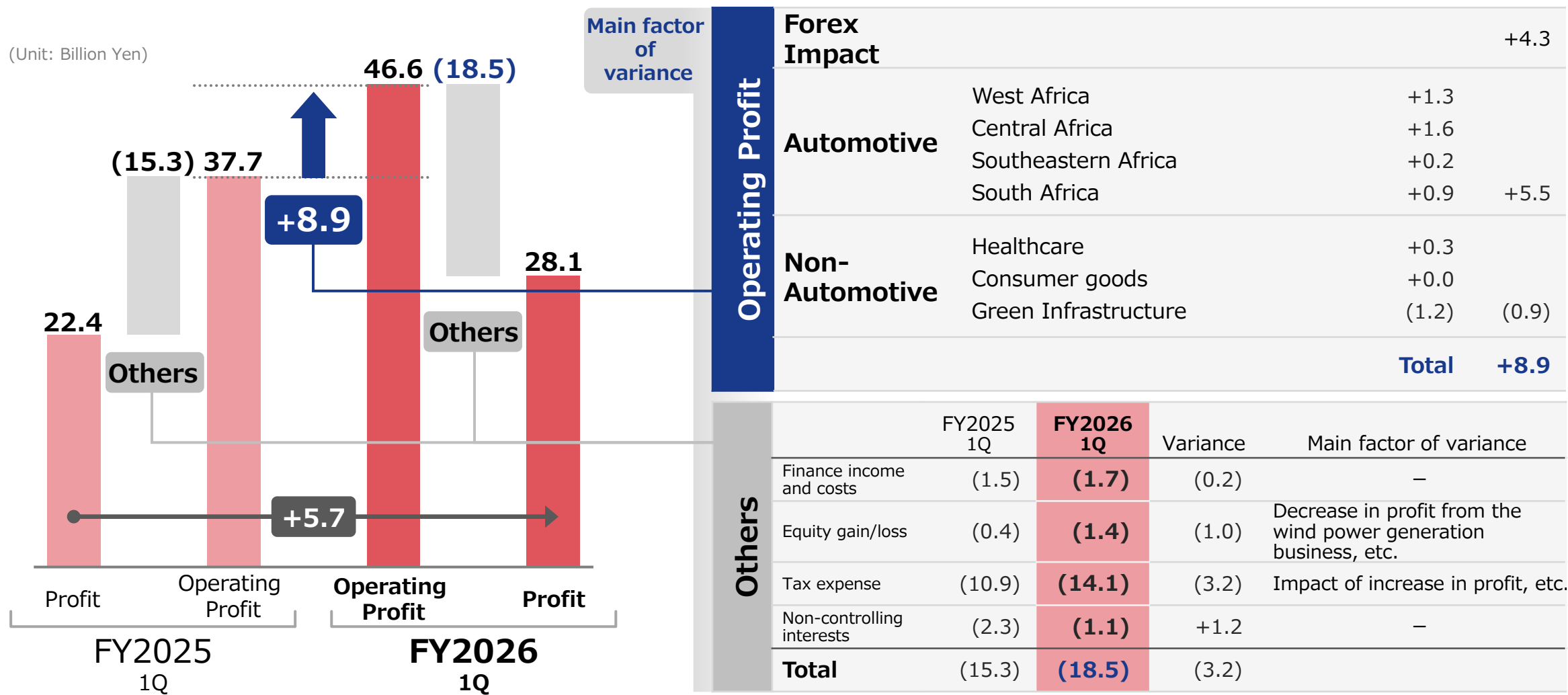
(Unit: Billion Yen)



Africa Division (1Q Results)

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Increased profit due to higher automobile sales volume across Africa, etc.



Revised Earnings Forecast for FY2026

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● Prerequisites

(Unit: Billion yen)

	FY2026 Forecasts Announced on April 30, 2026
USD/YEN	150 yen
EUR/YEN	175 yen



FY2026 Revised Forecasts Announced on July 31, 2026
155 yen
180 yen

	FY2026 Forecasts Announced on April 30, 2026
Gross profit	1,332.0
Operating profit	587.0
Profit	400.0



FY2026 Revised Forecasts Announced on July 31, 2026	Variance	Ratio
1,438.0	+106.0	+8%
630.0	+43.0	+7%
430.0	+30.0	+8%

Revised Earnings Forecasts by Division ※Profit

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(Unit: Billion yen)

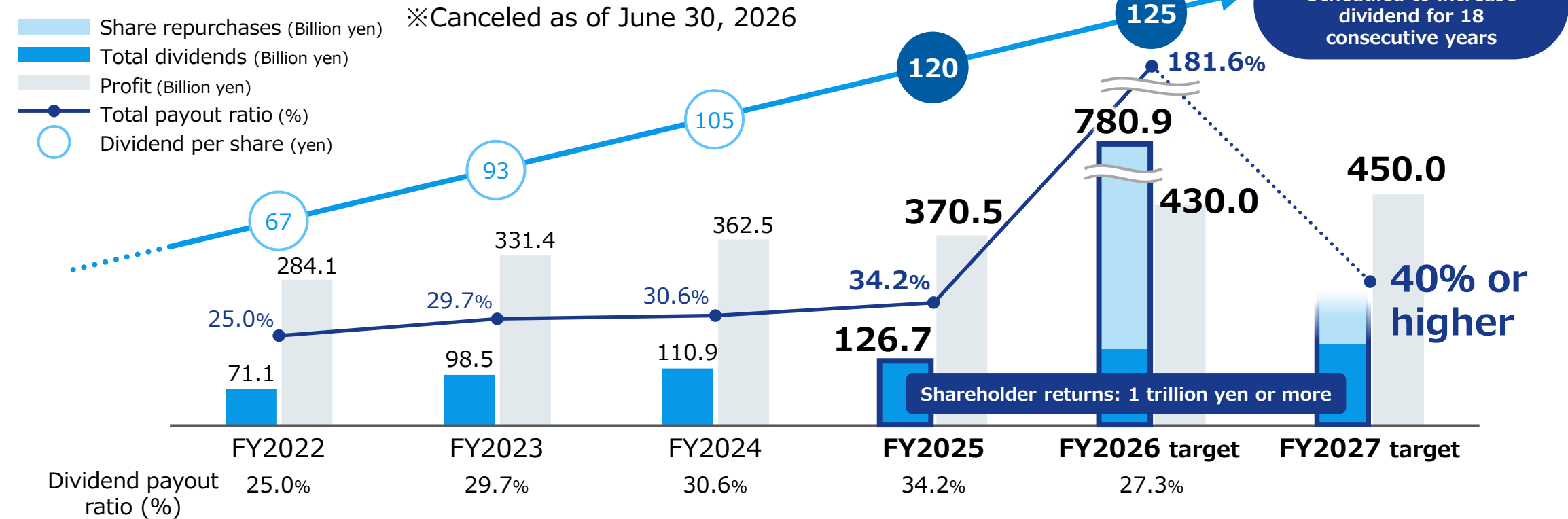
	FY2026 Forecasts Announced on April 30, 2026	Revised Forecasts Announced on July 31, 2026	Variance (Ratio)	1Q Results	Progress Ratio
Metal + (Plus)	44.0	45.0	+1.0 (+2%)	12.7	28%
Circular Economy	51.0	63.0	+12.0 (+24%)	26.5	42%
Supply Chain	55.0	56.0	+1.0 (+2%)	18.8	34%
Mobility	69.0	70.0	+1.0 (+1%)	20.6	30%
Green Infrastructure	30.0	30.0	+0 (+0%)	5.4	18%
Digital Solutions	37.0	47.0	+10.0 (+27%)	18.4	39%
Lifestyle	16.0	16.0	+0 (+0%)	2.6	17%
Africa	98.0	103.0	+5.0 (+5%)	28.1	27%
TOTAL	400.0	430.0	+30.0 (+8%)	135.2	31%

Shareholder Returns

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	FY2025 Results	FY2026 Forecasts
Dividend per share (full year)	120 yen	125 yen
Share repurchases	—	※663.6 billion yen
Total payout ratio	34.2%	181.6%

In the period from FY2025 to FY2027, we aim to target a total payout ratio of **40% or more**, including share repurchases, while maintaining a **progressive dividend**



Supplementary Materials of Financial Results

Mobility Division Supplemental Information

Vehicle Exports and Retail Sales Volume by Key Region and Country

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(Unit : units)

Export Volume by Region

Region	FY2025 1Q	FY2026 1Q	Variance
Asia / Oceania	28,608	28,715	+107
South America	8,033	8,568	+535
East Asia	1,760	1,556	(204)
Europe	-	-	-
Middle East, Central Asia & India	458	402	(56)
Total	38,859	39,241	+382

Main Export Destination (Countries/ Region)

Pakistan	11,349	15,111	+3,762
Australia	14,804	10,754	(4,050)

Retail Sales Volume by Region

Region	FY2025 1Q	FY2026 1Q	Variance
Asia / Oceania	8,750	10,736	+1,986
South America	10,295	10,523	+228
East Asia	8,748	7,809	(939)
Europe	10,396	11,612	+1,216
Middle East, Central Asia & India	2,244	5,121	+2,877
Total	40,433	45,801	+5,368

Main Retail (Countries/ Region)

India	1,071	3,799	+2,728
Adria	4,573	5,676	+1,103
Sri Lanka	407	1,452	+1,045

※Export and retail sales volumes represent consolidated unit sales to third parties, after elimination of intra-group transactions.

※Export sales volumes include KD vehicle exports to certain regions:

Asia / Oceania (Pakistan): 11,236 units in 1Q FY2025 and 14,880 units in 1Q FY2026;

East Asia (China): 260 units in 1Q FY2025 and 227 units in 1Q FY2026.

Circular Economy Division – Additional Information (Radius)

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Radius's Financial Results

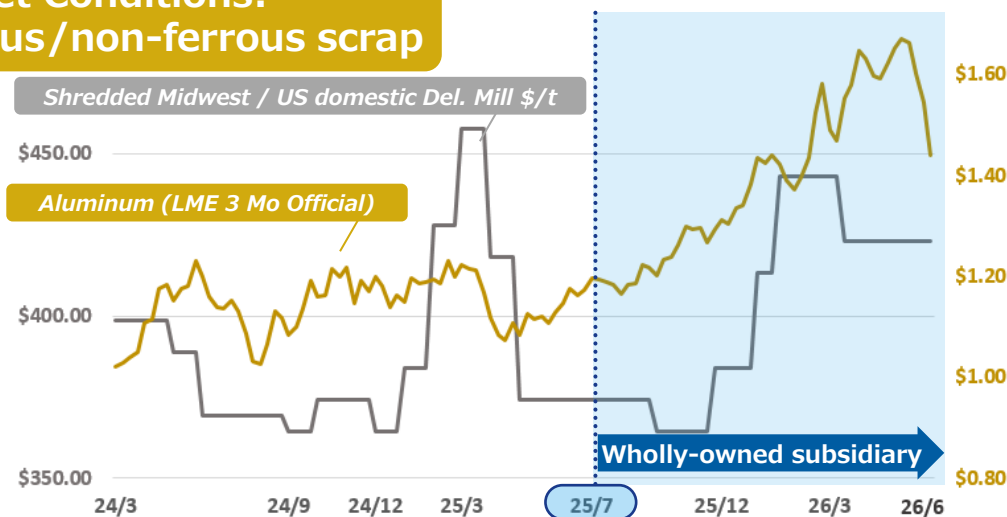
(Unit: Billion Yen)

	FY2025 Full Year* ¹	FY2026 1Q results
Ferrous/non-ferrous scrap	(0.8)	2.4
Automotive dismantling business	0.8	0.5
Electric furnace	3.8	2.1
Scrap recycling and processing business	1.6	1.0
One-off gains/losses	(1.4)	0.0
Profit* ²	0.7	5.1

*1 Results after consolidation into the Company (July 2025–March 2026)

*2 Excludes investment interest and PPA amortization

Market Conditions: Ferrous/non-ferrous scrap



Current Results (April–June 2026)

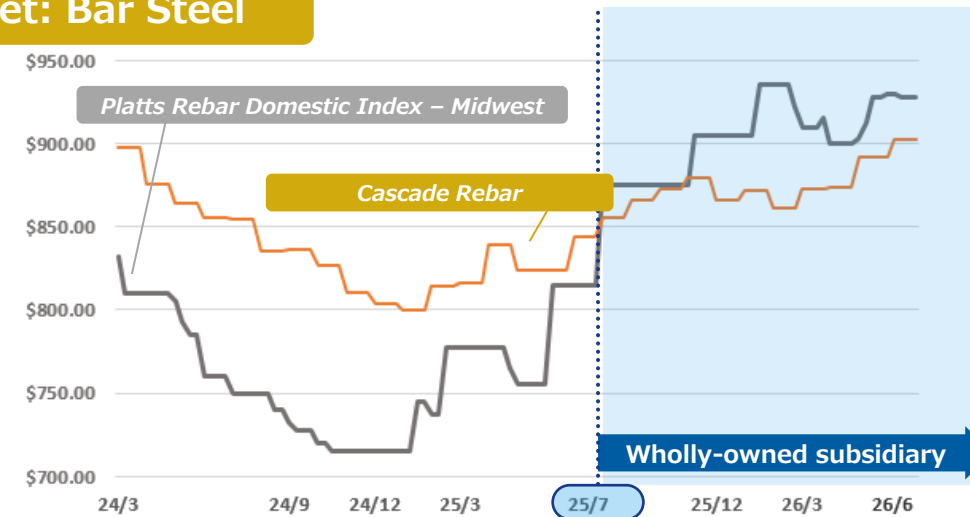
- Fixed cost reductions are proceeding smoothly
- Maintained a solid profit level mainly due to improved spreads in non-ferrous scrap-related businesses



Future Outlook

- Although related indicators have paused after rising, we will continue reducing fixed costs and diversifying sales channels to enhance profitability and stabilize the earnings base

Market: Bar Steel



Africa Division Supplemental Information (CFAO)

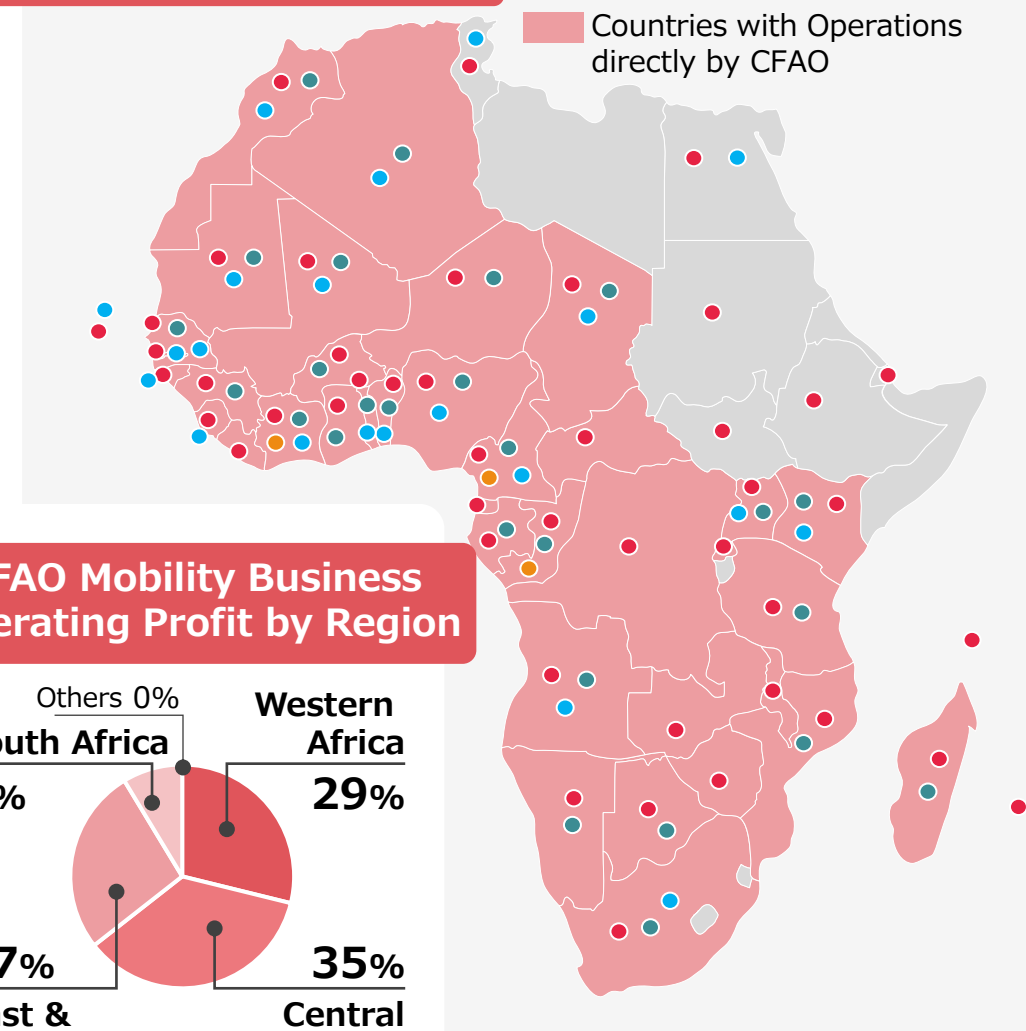
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CFAO Operating Profit

(Unit : Billion yen)

	FY25 1Q	FY26 1Q	Variance
SBU	31.5	43.2	+11.6
● Mobility	28.0	38.0	+9.9
● Healthcare	6.2	7.9	+1.7
● Consumer	0.0	0.0	+0
● Green Infra	(0.1)	0.0	+0.2

CFAO Business Network

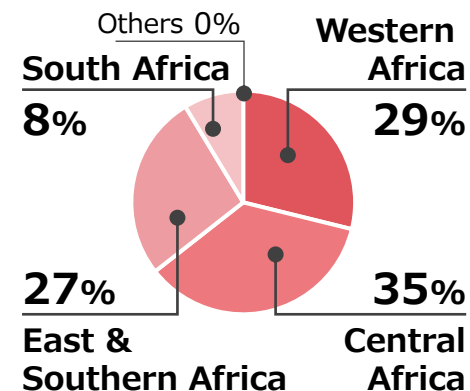


CFAO Vehicle Retail Sales

(Unit : units)

	FY25 1Q	FY26 1Q	Variance
West Africa	7,316	8,555	+1,239
Central Africa	6,747	9,588	+2,841
East & Southern Africa	6,213	6,574	+361
South Africa	8,092	8,595	+503
Others	1,181	1,729	+548

CFAO Mobility Business Operating Profit by Region



Profit of Principal Subsidiaries(Division)

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(Unit: Billion yen)

	Company Name/Region	Country	Business Activities/Products	Ownership Ratio	FY2025 1Q	FY2026 1Q	Variance
Metal+ (Plus)	Principal subsidiaries in North America		Steel supply chain (metal processing, etc.)	—	3.7	4.8	+1.1
	Principal subsidiaries in Asia/Oceania		Steel supply chain (metal processing, etc.)	—	1.9	2.3	+0.4
	Principal subsidiaries in East Asia		Steel supply chain (metal processing, etc.)	—	1.0	1.0	+0.0
	Principal subsidiaries in Japan		Steel supply chain (metal processing, etc.)	—	1.0	1.1	+0.1
Circular Economy	Principal subsidiaries in North America		CE business	—	2.6	9.8	+7.2
	(of which, Radius Recycling)	U.S.	Resource recycling business	100%	-	5.1	-
	Toyota Tsusho Material	Japan	Ferrous and non-ferrous metals business	100%	1.4	2.3	+0.9
	Toyotsu Chemiplas	Japan	Chemicals and resins business	100%	1.5	2.3	+0.8
Supply Chain	Principal subsidiaries in North America		Automotive parts logistics, etc.	—	2.8	4.4	+1.6
	Principal subsidiaries in Asia/Oceania		Automotive parts logistics, etc.	—	2.4	2.9	+0.5
	Principal subsidiaries in Europe		Automotive parts logistics, etc.	—	0.9	0.6	(0.3)
	Toyotsu Automotive Creation	Japan	Automotive parts development and sales	100%	0.6	0.8	+0.2
	Toyotsu Logistics Service	Japan	Logistics and trade arrangement services, etc.	100%	0.3	0.2	(0.1)
Mobility	Principal subsidiaries in Europe		Automobile wholesale/sales, etc.	—	3.0	4.2	+1.2
	Principal subsidiaries in Asia/Oceania		Automobile wholesale/sales, etc.	—	5.4	6.9	+1.5
	Principal subsidiaries in Central and South America region		Automobile wholesale/sales, etc.	—	2.4	1.9	(0.5)

Profit of Principal Subsidiaries(Division)

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(Unit: Billion yen)

	Company Name/Region	Country	Business Activities/Products	Ownership Ratio	FY2025 1Q	FY2026 1Q	Variance
Green Infrastructure	Eurus Energy Holdings	Japan	Renewable energy	100%	5.1	3.6	(1.5)
	Toyotsu Machinery Corporation	Japan	Machinery and equipment-related	100%	1.7	0.9	(0.8)
Digital Solutions	NEXTY Electronics Corporation	Japan	Semiconductor and electronic parts sales	100%	1.3	3.0	+1.7
	Elematec Corporation	Japan	Electronic materials/parts sales	100%	1.1	1.4	+0.3
	TOMEN DEVICES CORPORATION	Japan	Semiconductor sales	50%	1.2	14.5	+13.3
Lifestyle	Wellness business		Insurance brokerage, hospital-related, etc.	—	1.4	1.6	+0.2
	NOVAAGRI	Brazil	Grain infrastructure, logistics	100%	(0.3)	1.3	+1.6
	OLEOS MENU	Brazil	Cottonseed oil and meal sales	100%	0.7	0.4	(0.3)
	TOYOTA TSUSHO FOODS	Japan	Food wholesale	100%	0.3	0	(0.3)
Africa	CFAO SAS	France	Mobility, healthcare, consumer, infrastructure	100%	18.5	27.2	+8.7

Toyota Tsusho Corporation Investor Relations Group

E-mail

ttc_ir@pp.toyota-tsusho.com

TEL

03-4306-8201

Tokyo Head Office

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