



Be the **Right ONE**

Outline of Consolidated Results for The Third Quarters of FY2016

February 2, 2017



TOYOTA TSUSHO CORPORATION

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|---|-------------|
| 1. Outline of Consolidated Results for the Third Quarter of FY2016 | P.3 |
| 2. Revision of Full-Year Consolidated Forecast for FY2016 | P.10 |
| 3. Supplementary Materials on Financial Results | P.14 |

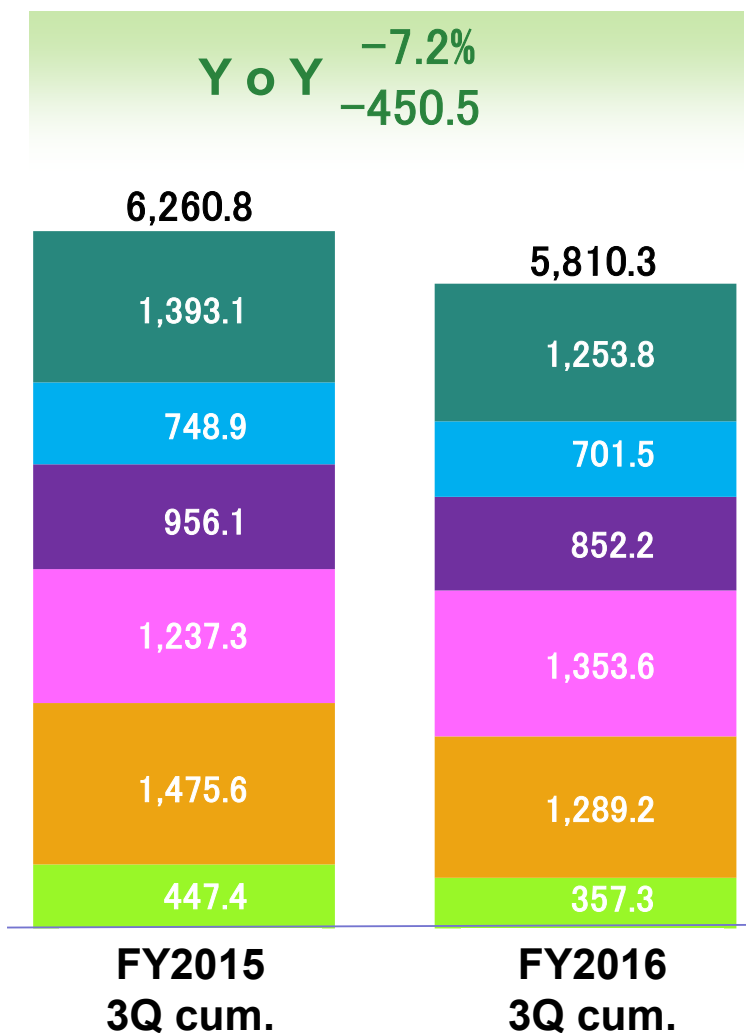


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1. Outline of Consolidated Results for the Third Quarter of FY2016

Third Quarter of FY2016 (Net Sales)

(Billion yen)



<Reasons for Changes in Net Sales>

Segment	Change	Main factors behind year on year change
Metals	-139.3	Lower sales due to forex effect and lower market value
Global Parts & Logistics	-47.4	Lower sales due to forex effect despite higher sales due to increase in automotive components handled overseas
Automotive	-103.9	Lower sales due to forex effect
Machinery, Energy & Project	116.3	Higher sales due to increase in trading volume of petroleum products despite of forex effect
Chemicals & Electronics	-186.4	Lower sales due to decrease in trading volume of electronics-related products and forex effect
Food & Consumer Services	-90.1	Lower sales due to decrease in trading volume of grain handled overseas and lower market price

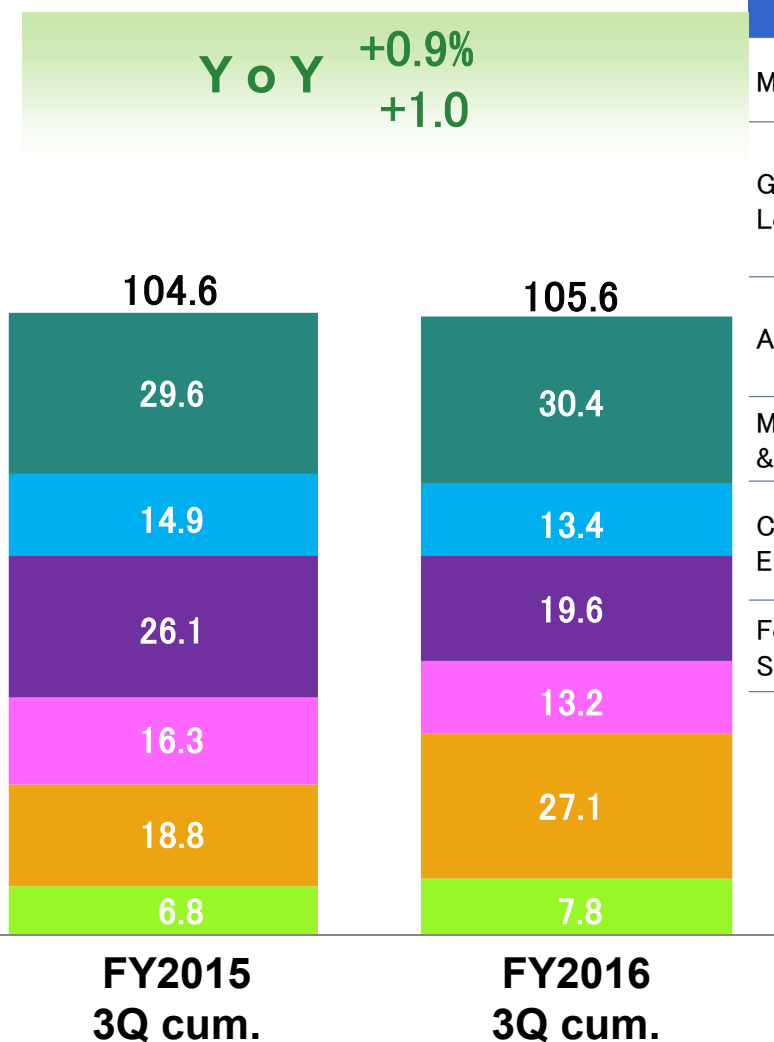
- Metals
- Global Parts & Logistics
- Automotive
- Machinery, Energy & Project
- Chemicals & Electronics
- Food & Consumer Services

※ Effective April 1, 2016, the Food & Agribusiness Division and the Consumer Products & Services Division have been integrated in the Food & Consumer Services Division. In line with this, net sales and operating income for the six months ended Sep. 30, 2015 have been recast to reflect this change.

Third Quarter of FY2016 (Operating Income)

(Billion yen)

<Reasons for Changes in Operating Income>



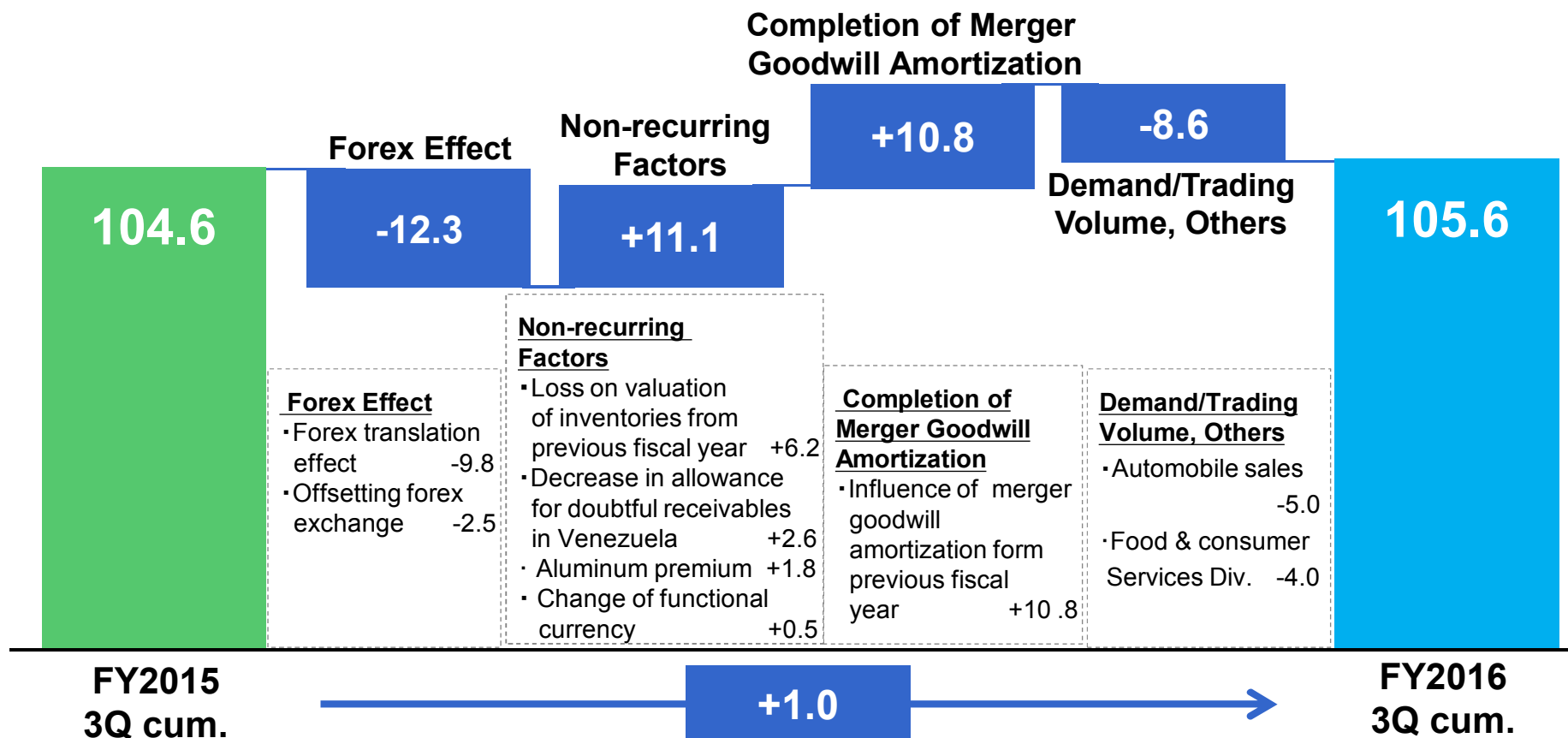
Segment	Change	Main factors behind year on year change
Metals	0.8	Increase on the back of increase in automobile production which offset the effects of lower market price
Global Parts & Logistics	-1.5	Almost unchanged from the previous corresponding period as the increase in automotive components handled overseas was offset by foreign exchange included in non-operating category
Automotive	-6.5	Decreased due to decrease in export by Toyota Tsusho Corporation as well as decrease in trading volume handled by overseas auto dealership
Machinery, Energy & Project	-3.1	Decreased due to decrease in trading volume of automotive related facilities
Chemicals & Electronics	8.3	Increase due to the effect of loss on valuation of inventories recorded in previous 3Q of FY2015 and decrease in amortization of goodwill
Food & Consumer Services	1.0	Increase due to decrease in amortization of goodwill

- Metals
- Global Parts & Logistics
- Automotive
- Machinery, Energy & Project
- Chemicals & Electronics
- Food & Consumer Services

Reasons for Changes in 3Q of FY2016 (Operating Income)

(Billion yen)

Reference : Toyota Automobile Production			
(Units : thousands)	FY2015 3Q cum.	FY2016 3Q cum.	Change
Japan	2,366	2,360	-6
Overseas	4,345	4,393	48
TOTAL	6,711	6,753	42



Outline of Consolidated Results for FY2016 of 3Q (Ordinary Income and Net Income Attributable to Owners of the Parent)

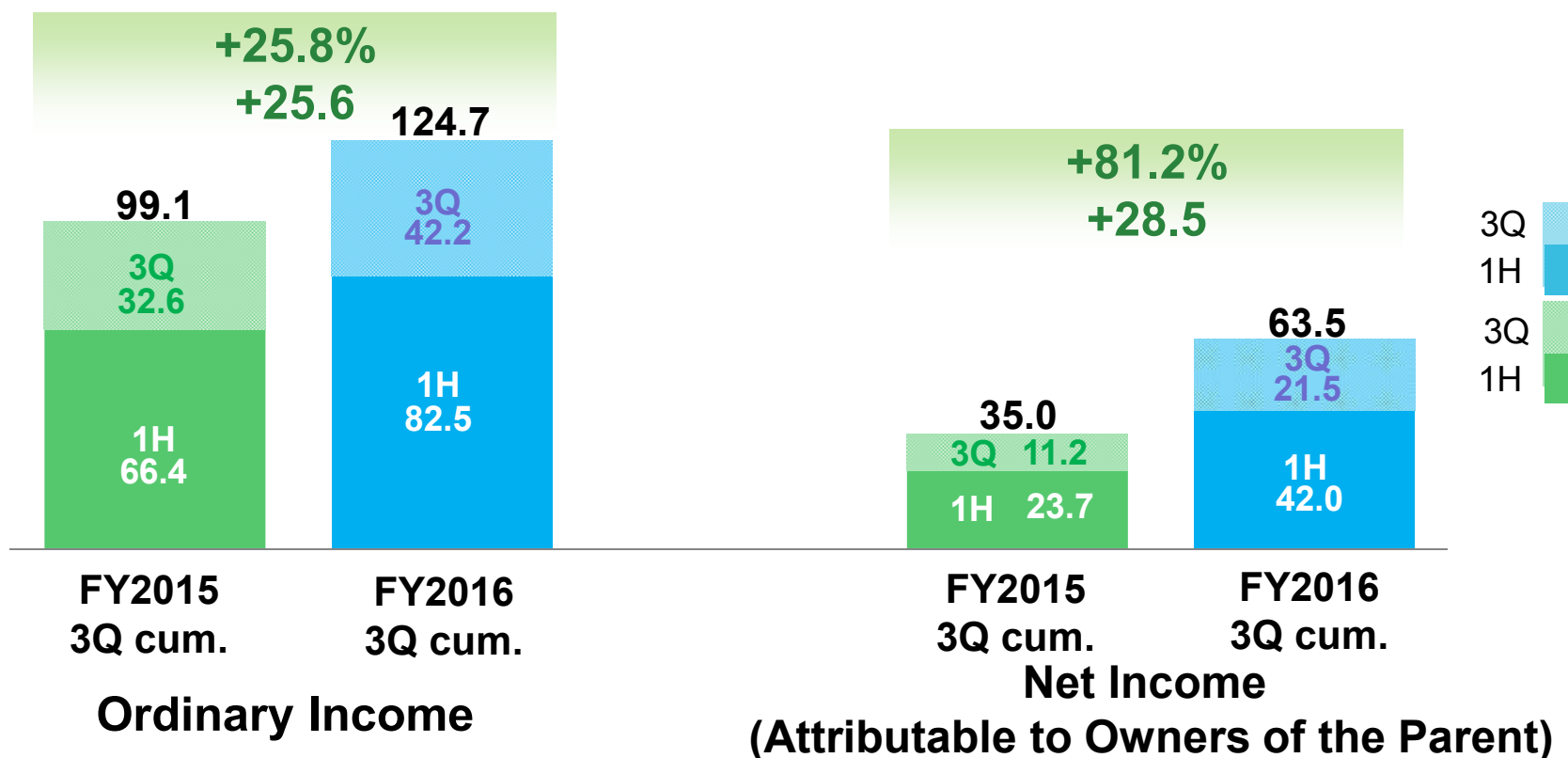
(Billion yen)

【Ordinary Income】 +25.6

Ordinary Income increased due to higher Share of profit of entitles accounted for using equity method mainly in the Metals division and the Chemicals & Electronics division

【Net Income (attributable to owners of the parent)】 +28.5

Net Income increased due to loss of cancellation of contract, decrease in loss on valuation of investment in capital in which recorded in third quarter of FY 2015



Balance Sheets

(Billion yen)

Mar.31,2016

Current Assets 2,425.8	Current Liabilities 1,737.1
	Long-term Liabilities 1,159.1
Fixed Assets 1,526.2	Net Assets 1,055.7

Dec.31,2016

Current Assets 2,551.0	Current Liabilities 1,770.2
	Long-term Liabilities 1,234.5
Fixed Assets 1,512.3	Net Assets 1,058.6

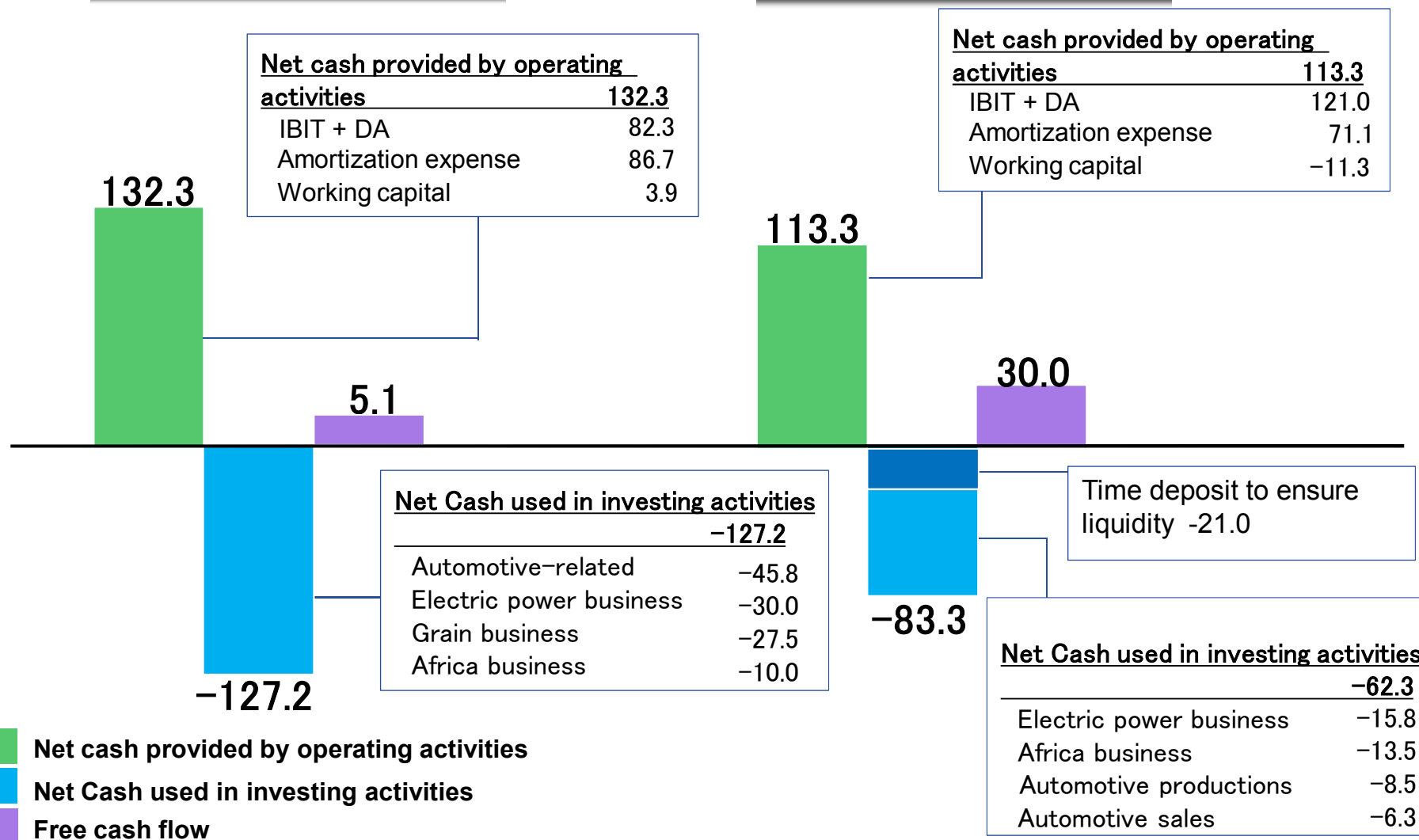
	Mar.31,2016	Dec.31,2016	Change
Total Assets	3,952.1	4,063.3	111.2
Net Worth	888.6	899.1	10.5
Net Worth Ratio(%)	22	22	- 0
Net Interest-bearing Debt	1,102.7	1,085.7	- 17.0
Net DER(times)	1.24	1.21	- 0.03
Current Ratio(%)	140	144	4

Cash Flows

(Billion yen)

FY2015 3Q

FY2016 3Q





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2. Revision of Full-year Consolidated Forecast for FY2016

Assumptions of Forecast for FY2016

Benchmark		FY2015	FY2016		
		Full year actual results	Original forecast (Released on Apr.28,2016)	2nd Half forecast (Released on Oct. 28,2016)	4Q forecast (Released on Feb.2,2017)
Exchange Rate	YEN/USD (YEN)	120	105	100	110
	YEN/EUR (YEN)	133	120	110	120
Toyota Motor's Automobile production for full year Units: 10 thousands		893	900	(Full year) 918	(Full year) 918

Assumptions of Forecast for FY2016

(Billion yen)

	Revised Forecast (Released on Oct.28,2016)	Revised Forecast (Released on Feb.2,2017)	Change	FY2016 3Q cum.	% of Plan
Net Sales	7,300.0	8,000.0	+700.0	5,810.3	73%
Operating Income	130.0	145.0	+15.0	105.6	73%
Ordinary Income	150.0	165.0	+15.0	124.7	76%
Net Income (attributable to owners of the parent)	70.0	85.0	+15.0	63.5	75%

- Revised our full year consolidated forecast based on forex effect , result progress of each divisions and future outlook.



Dividend

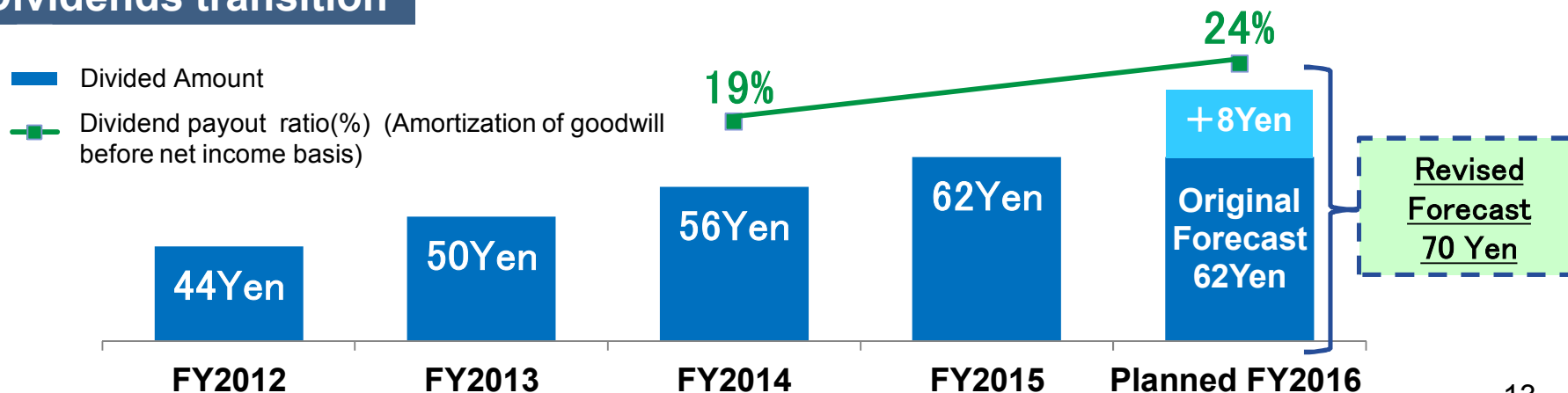
Dividend Forecast for FY2016

- We have increased our forecast for this year-end dividend per share by 8 yen from the forecast released on Oct.28,2016.
(End year dividend 31Yen → 39Yen)

Dividend	Initial Forecast (Issuing on Oct.28, 2016)	Revised Forecast (Issuing on Feb.2, 2017)	Change
Interim	31	31	0
End year	31	39	+8
Full year	62	70	+8

(Yen)

Dividends transition





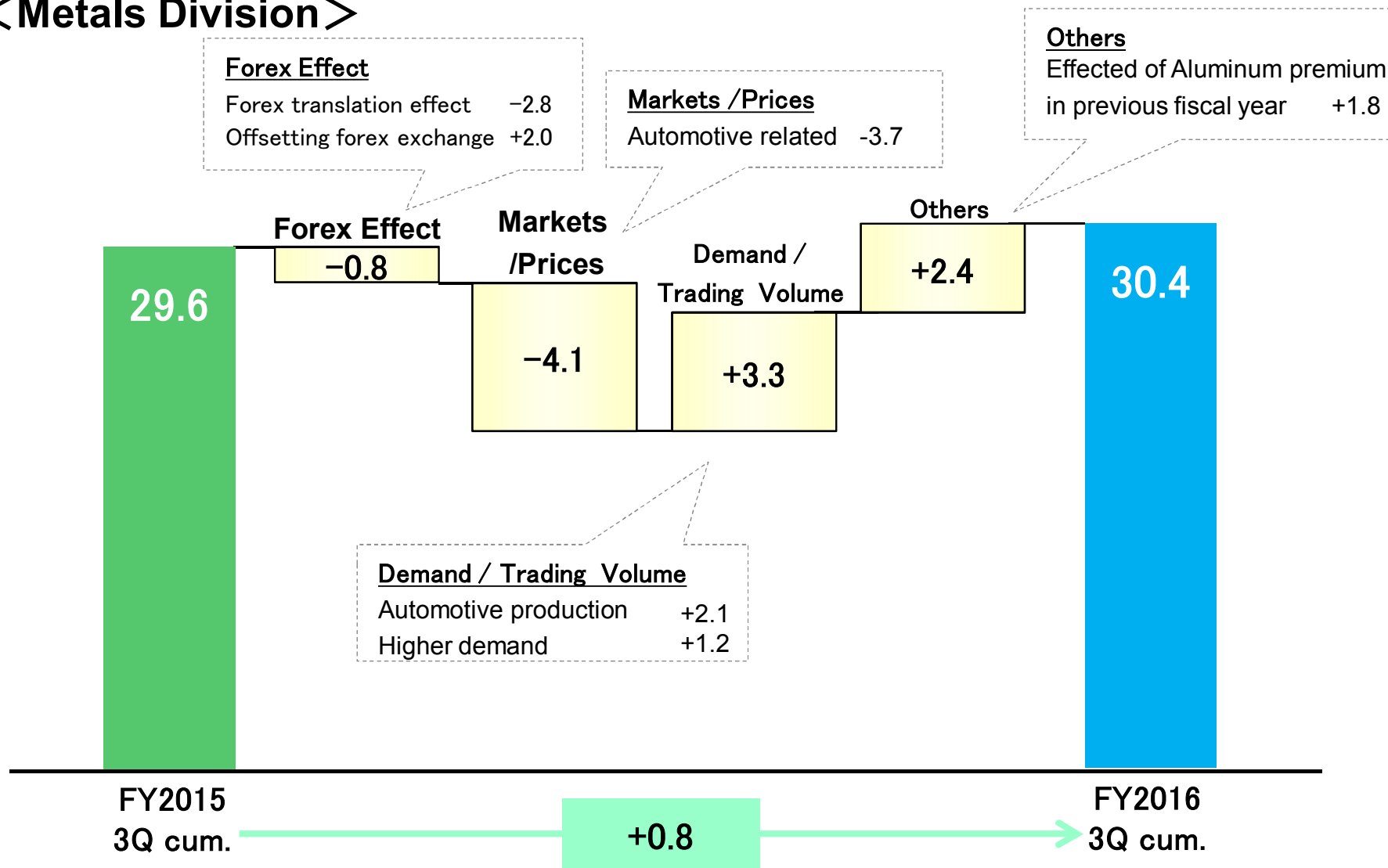
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3. Supplementary Materials on Financial Results

Results and Reasons of Changes for the 3Q of FY2016 (Operating Income)

(Billion yen)

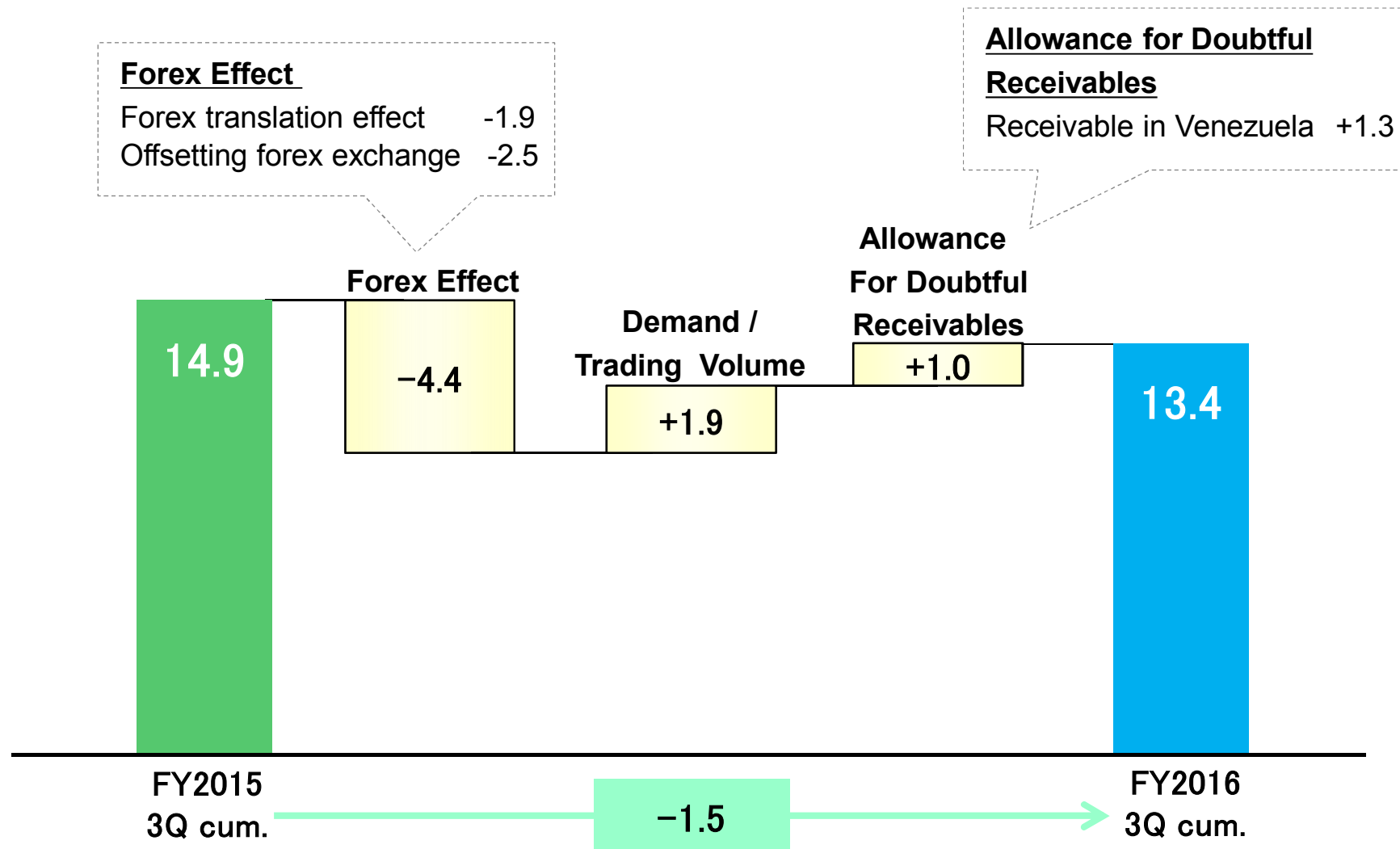
<Metals Division>



Results and Reasons of Changes for the 3Q of FY2016 (Operating Income)

(Billion yen)

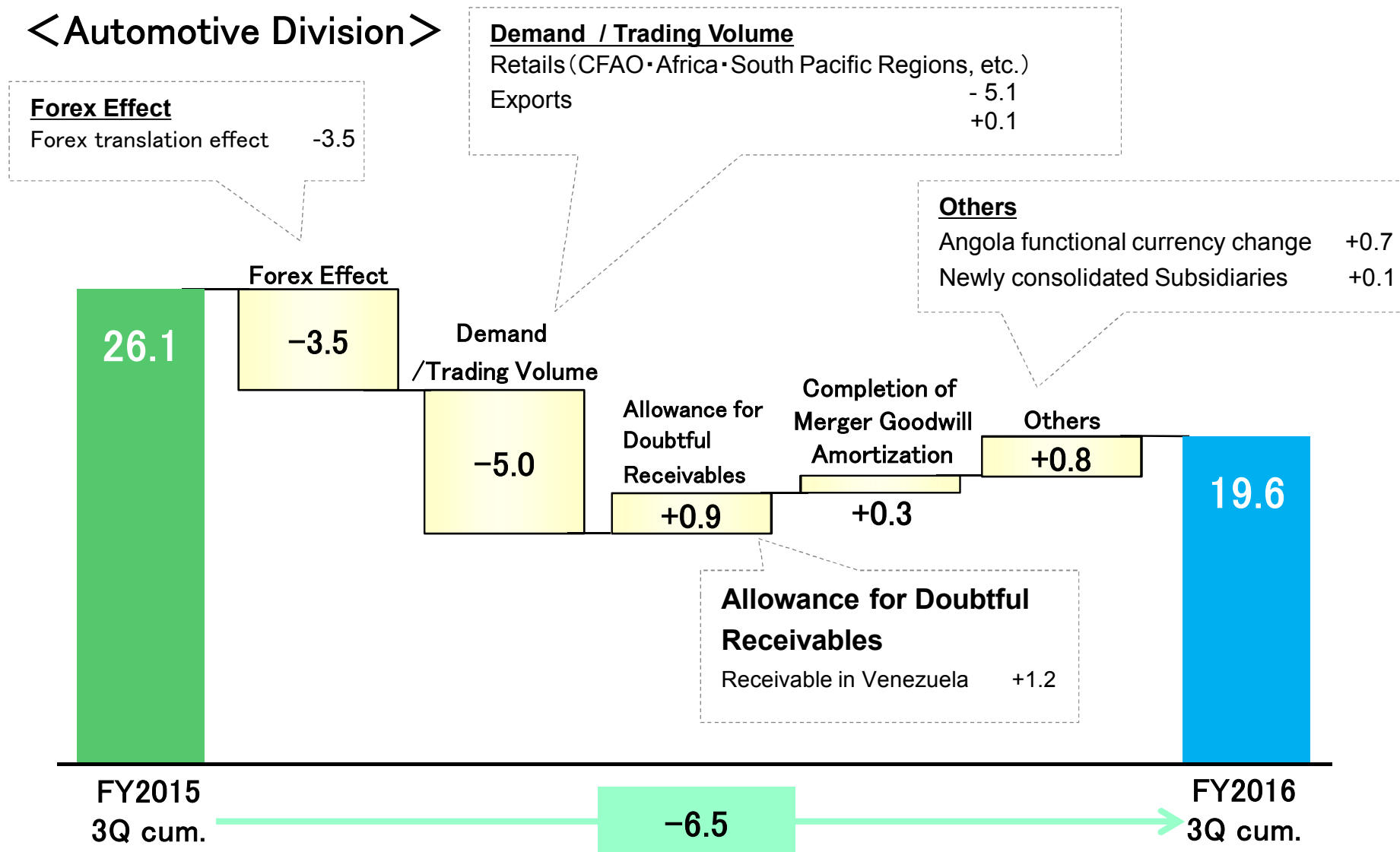
<Global Parts & Logistics Division>



Results and Reasons of Changes for the 3Q of FY2016 (Operating Income)

(Billion yen)

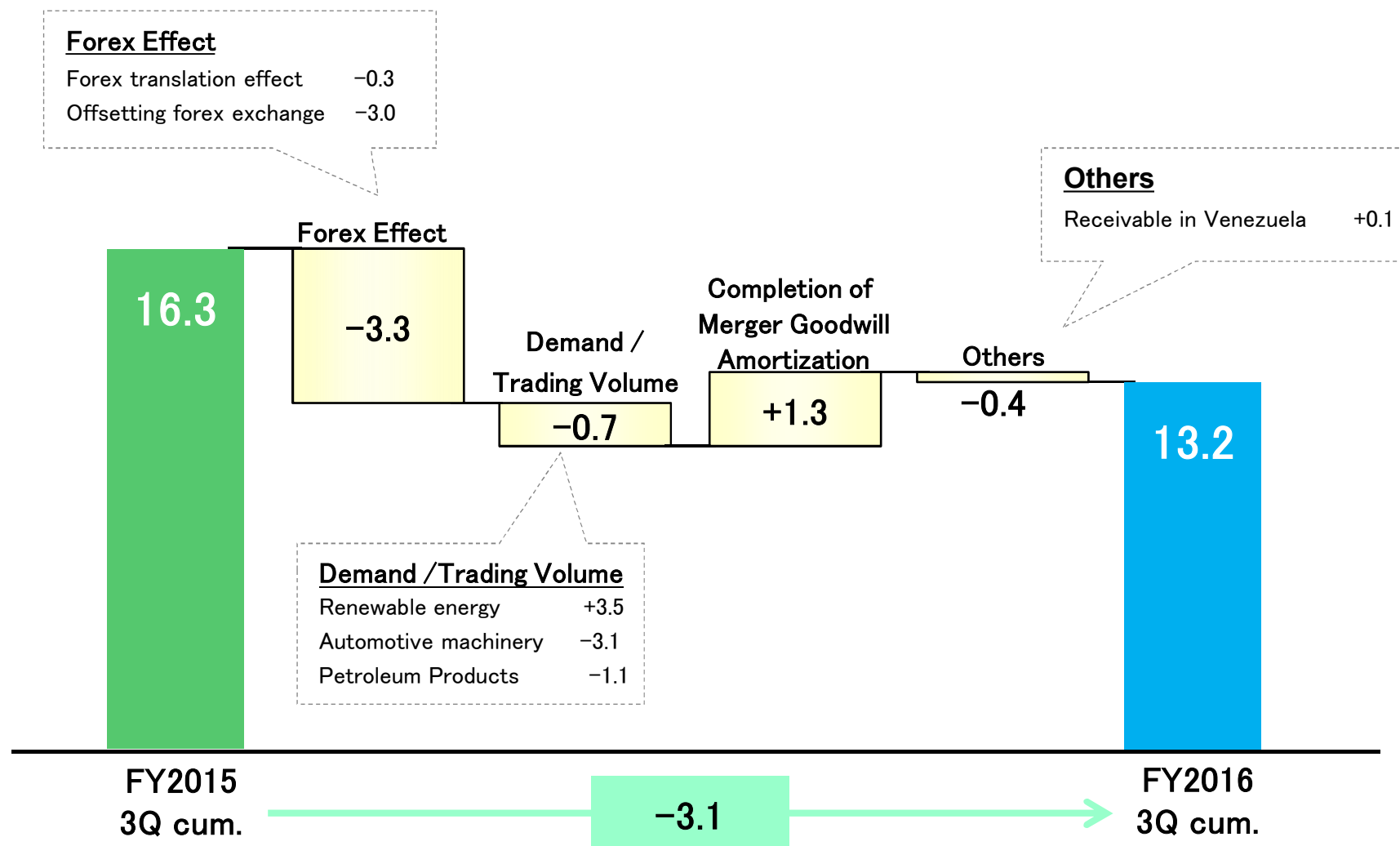
<Automotive Division>



Results and Reasons of Changes for the 3Q of FY2016 (Operating Income)

(Billion yen)

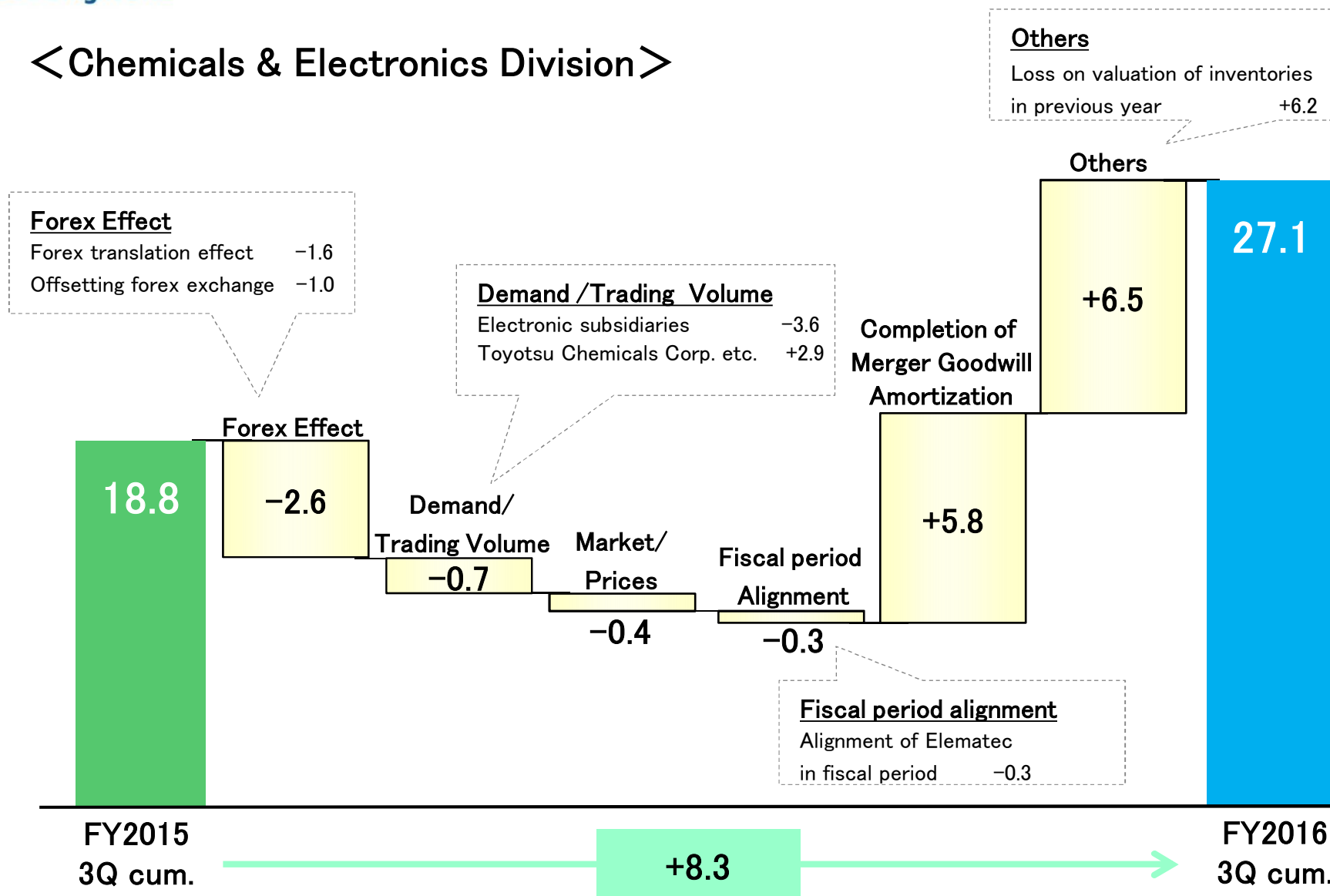
<Machinery, Energy & Project Division>



Results and Reasons of Changes for the 3Q of FY2016 (Operating Income)

(Billion yen)

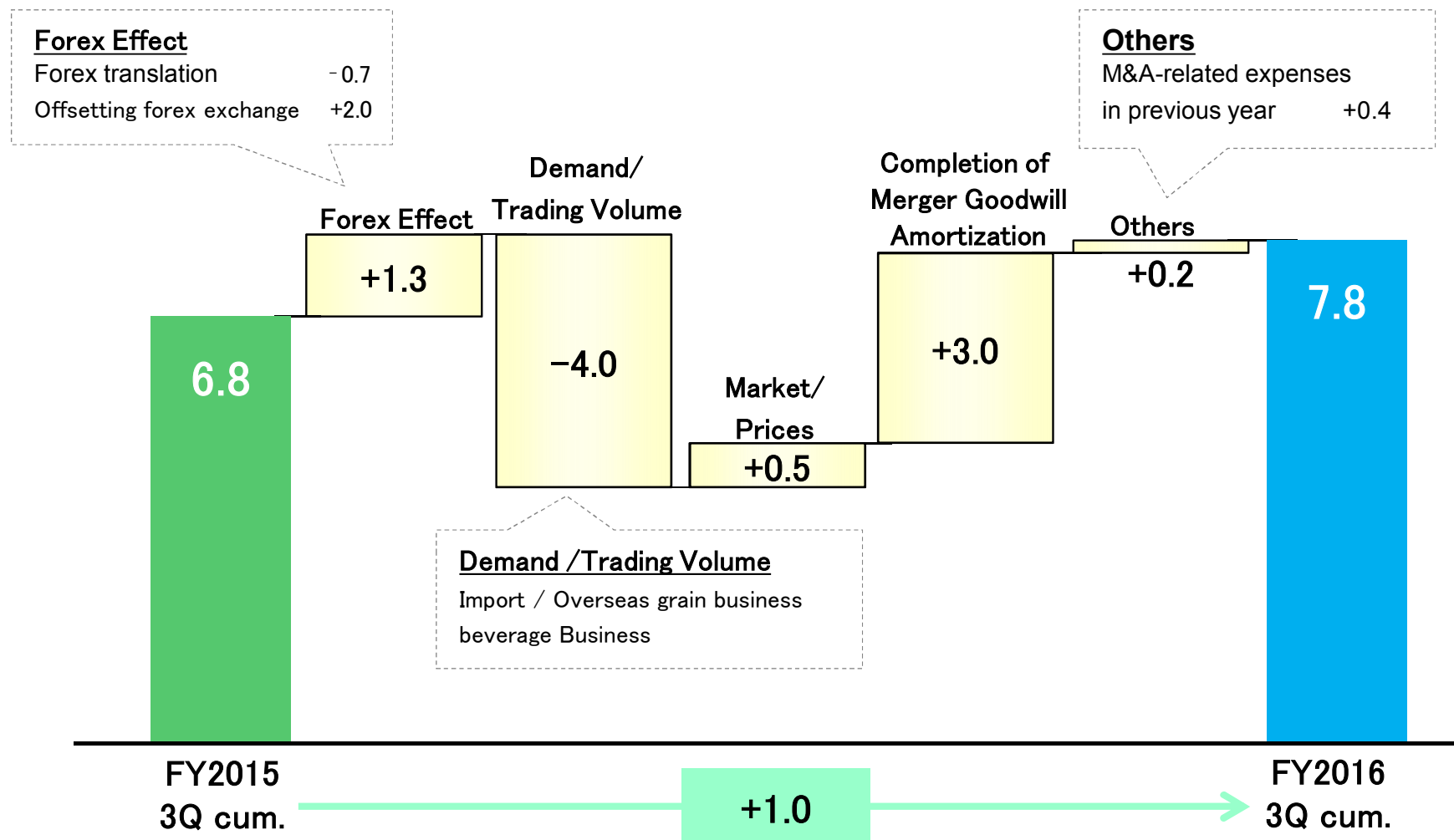
<Chemicals & Electronics Division>



Results and Reasons of Changes for the 3Q of FY2016 (Operating Income)

(Billion yen)

<Food & Consumer Services Division>



(in € millions)

(9 months ended September 30, 2015 and 2016)

	FY2015	FY2016	Change
Revenue	2,535.8	2,442.4	(93.4)
Gross profit	625.3	600.9	(24.4)
Payroll expenses	(225.3)	(227.4)	2.1
Other recurring operating income and expenses	(216.3)	(231.0)	14.7
Recurring operating incomes	183.6	142.5	(41.1)
Other non-recurring operating income and expenses	6.0	13.2	7.2
Operating income	189.6	155.7	(33.9)
Finance costs, net	(35.8)	(31.3)	(4.5)
Income before tax	153.8	124.4	(29.4)
Income tax	(64.2)	(57.6)	(6.6)
Share in earnings of associates	1.2	(1.7)	(2.9)
Net income of consolidated companies	90.8	65.0	(25.8)
Net income attributable to non-controlling interests	27.1	19.6	(7.5)
Net income attributable to owners of the parent	63.6	45.4	(18.2)



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CFAO Consolidated statement of financial position and Cash flow

Consolidated statement of financial position

(in € millions)

(9 months ended September 30, 2015 and 2016)

	FY 2015	FY 2016	Change
Intangible assets	260.4	256.3	(4.1)
Property, plant and equipment	494.1	475.4	(18.7)
Working capital requirement	805.1	809.4	4.3
Other assets and liabilities	27.0	27.0	0.0
Capital employed	1,586.6	1,569.8	(16.8)
Total equity	968.5	983.3	14.8
Net debt	630.9	663.4	32.5

Free operating cash flow

(9 months ended September 30, 2015 and 2016)

	FY 2015	FY 2016	Change
Cash flow from operating activities before tax, dividends and interests	228.0	199.6	(28.4)
Change in working capital requirement	(122.2)	(101.7)	20.5
Income tax paid	(69.2)	(61.5)	7.7
Operating capital expenditure, net	(115.8)	(57.8)	58.0
Free operating cash flow	(79.2)	(21.4)	57.8

CFAO Information by business unit

(in € millions)

FY 2016 (As of September 30, 2016)	Consumer goods	Healthcare	Equipment& Services	Holding& Others	Total
Revenue(non-Group)	235.2	944.5	1,262.7	0.0	2,442.4
Recurring operating Income	14.5	75.2	73.5	(20.7)	142.5
Segment assets	352.4	748.4	1,292.2	9.1	2,402.1
Segment liabilities	66.4	311.1	464.7	10.1	852.2

FY 2015 (As of September 30, 2015)	Consumer goods	Healthcare	Equipment& Services	Holding& Others	Total
Revenue(non-Group)	256.3	937.1	1,342.2	0.1	2,535.8
Recurring operating Income	38.5	74.7	94.1	(23.7)	183.6
Segment assets	373.8	738.1	1,295.3	41.0	2,448.3
Segment liabilities	70.4	308.9	483.9	13.9	877.1

CFAO Operating Performance (Ordinary Income and Net Income Attributable to Owners of the Parent)

(in € millions)

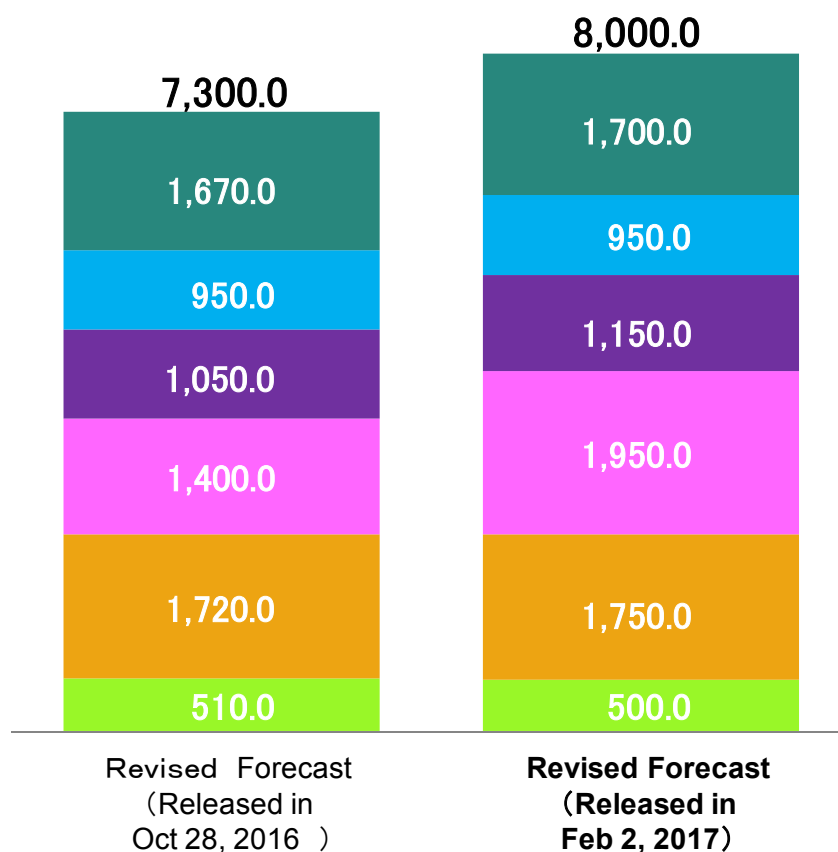
Business Domains	FY2015 3Q cum.	FY2016 3Q cum.	Change	Factors behind YoY change
Equipment & services	94.1	73.5	-20.6	Maghreb <ul style="list-style-type: none"> • Market shrinkage, import restrictions (Algeria) • Decrease in GM products' competitiveness
				W. Africa <ul style="list-style-type: none"> • Economic sluggishness, mainly in resource-producing countries • Profit margin erosion due to yen appreciation
				E. Africa <ul style="list-style-type: none"> • Economic sluggishness (in, e.g., Kenya, Zambia) • Stagnant VW sales (barely up YoY)
				DOM-TOMS <ul style="list-style-type: none"> • Roughly unchanged
Healthcare	74.7	75.2	0.5	• Roughly unchanged, as growth in West Africa offset decline in North Africa
Consumer Goods	38.5	14.5	-24.0	<ul style="list-style-type: none"> • Beer: Margin erosion due to intensification of competition • Retail: Mainly increase in new stores' up-front expenses
Holding	-23.7	-20.7	3.0	
Operating Income	183.6	142.5	-41.1	
Net Income (Attributable to Owners of the Parent)	63.6	45.4	-18.2	

Revised Forecast for the Fiscal Year Ending March 2017 (Net Sales)

(Billion yen)

Comparison with the
previous revised
forecast

+9.6%
+700.0



< Main reasons of revision in net sales >

Segments	Change	Main Factors
Metal	+30.0	Due to increase of Automobile production in North America
Global Parts & Logistics	0	—
Automotive	+1,00.0	Increase in trading volume of automobile in Eastern Europe and Russia
Machinery Energy & Project	+550.0	Increase of trading volume of petroleum products
Chemicals & Electronics	+30.0	Increase of trading Chemical plastic in Southeast Asia
Food & Consumer Services	-10.0	Decrease in trading grain business handled overseas

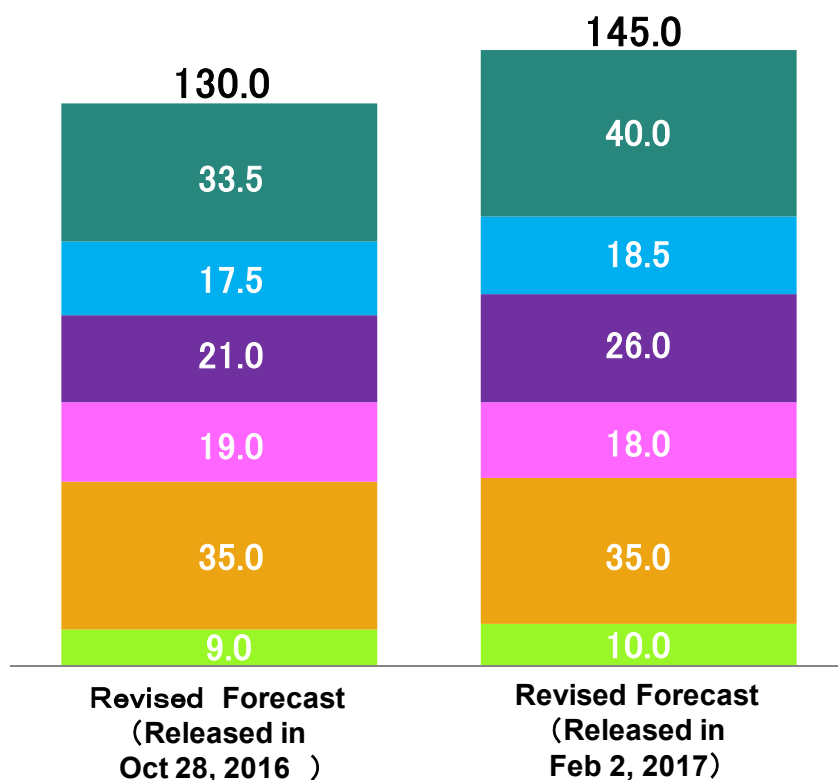
- Metal
- Global Parts & Logistics
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- Food & Consumer Services

Revised Forecast for the Fiscal Year Ending March 2017 (Operating Income)

(Billion yen)

Comparison with the
previous revised
forecast

+11.5%
+15.0



<Main reasons of revision in operating Income>

Segments	Change	Main Factors
Metal	+6.5	Offsetting forex exchange
Global Parts & Logistics	+1.0	Offsetting forex exchange
Automotive	+5.0	Increase in trading volume of automobile in Eastern Europe and Russia
Machinery Energy & Project	-1.0	Offsetting forex exchange
Chemicals & Electronics	0	—
Food & Consumer Services	+1.0	Offsetting forex exchange

- Metals
- Global Parts & Logistics
- Automotive
- Machinery, Energy & Project
- Chemicals & Electronics
- Food & Consumer Services

Investment track record

(Billion yen)

Investment through 3rd quarter of FY2016		
	Main Projects	Amount
Mobility	<ul style="list-style-type: none"> Develop dealer network (CFAO, etc.) Production-related facilities in north America 	1H -24.7
		3Q -9.5
		-34.2
Resources & Environment	<ul style="list-style-type: none"> Solar and wind power business (Eurus) 	1H -15.5
		3Q -9.1
		-24.6
Life & Community	<ul style="list-style-type: none"> Pharmaceutical retail business (CFAO) 	1H -9.2
		3Q -6.2
		-15.4
		-74.2
	Time deposit to ensure liquidity	-21.0
	Cash generated by asset sales, etc.	+11.9
	Cash used for investment	-83.3



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