



Outline of Consolidated Results for Second Quarter of FY2020

October 29, 2020
Toyota Tsusho Corporation

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1. Outline of Consolidated Results for Second Quarter of FY2020

Outline of Consolidated Results

(Unit: Billion yen)

< Foreign Exchange Rate >			
	FY2019 2Q	FY2020 2Q	Variance
USD	109yen	107yen	-2yen
EUR	121yen	121yen	-0yen

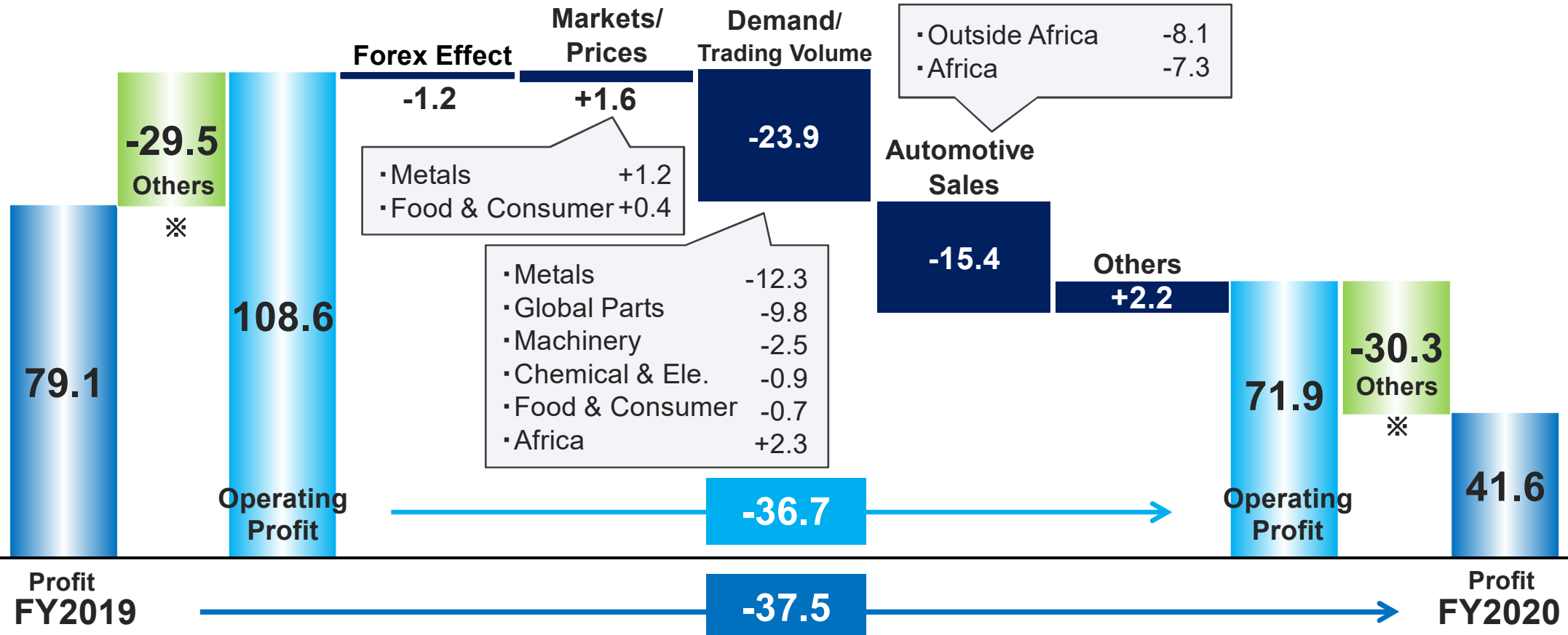
	Six months ended Sep.30,2019	Six months ended Sep.30,2020	Y o Y Change	Rate of Change	FY 2020 Forecast	Progress
Gross Profit	313.1	262.2	(50.9)	(16%)	(570.0)	46%
Operating Profit	108.6	71.9	(36.7)	(34%)	(153.0)	47%
Profit before income taxes	125.1	74.2	(50.9)	(41%)	(144.0)	52%
Profit (attributable to owners of the parent)	79.1	41.6	(37.5)	(47%)	(80.0)	52%
Toyota Automotive Production (Unit: Ten thousands)	Japan 172 Overseas 284	Japan 126 Overseas 224				

Profit Analysis (2Q Results)

(Unit: Billion yen)









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

	FY2019 1Q-2Q	FY2020 1Q-2Q	Change	Main Factor of Changes
※Others	(29.5)	(30.3)	(0.8)	—
Finance income and costs	16.7	4.3	(12.4)	Effect from profit of divestment of electric power business in Canada in pre.fiscal year, Gain on exclusion of equity for North America Business, etc.
Equity gain / loss	(0.2)	(2.1)	(1.9)	Deterioration of earnings of overseas power business, Effect from Impairment of overseas beverage business in pre.fiscal year.
Tax expense	(34.6)	(24.7)	+9.9	Impact of decrease in profit, Tax refund in North America
Non-controlling interests	(11.3)	(7.7)	+3.6	Impact of decrease in profit











Gross Profit (by Division)

(Unit: Billion yen)

Division	FY2019 1Q-2Q	FY2020 1Q-2Q	YoY Change	Rate of Change	Main Factors Behind Year-on-Year Changes
 Metals	47.7	35.0	(12.7)	(27%)	<ul style="list-style-type: none"> Reduced handling of automobile steel sheets, due to decrease in automobile production in Japan, North America, Thailand, etc.
 Global Parts	38.3	26.1	(12.2)	(32%)	<ul style="list-style-type: none"> Reduced handling of automobile parts, due to decrease in automobile production in Japan, North America, Thailand, etc.
 Automotive	42.2	30.9	(11.3)	(27%)	<ul style="list-style-type: none"> Decrease in automobile sales volume and exports in Asia/Oceania, Central & South America, etc.
 Machinery	42.0	37.6	(4.4)	(11%)	<ul style="list-style-type: none"> Decrease in exports of automobile production plant to China. Decline in exports of plant equipment to Iraq.
 Chemicals & Ele.	50.5	45.0	(5.5)	(11%)	<ul style="list-style-type: none"> Decrease in trading volume of electronics and automotive materials due to decrease in automobile production.
 Food & Consumer	23.1	21.8	(1.3)	(6%)	<ul style="list-style-type: none"> Doing well in Food business, on the other hand decrease in clothing-related handling
 Africa	70.8	67.6	(3.2)	(5%)	<ul style="list-style-type: none"> Decrease in automotive sales especially in East / South Africa
 Others	(1.8)	(2.0)	(0.2)	—	—
Total	313.1	262.2	(50.9)	(16%)	

One-off Gains and Losses (Profit)

(Unit: Billion yen)

Division	FY2019		FY2020	
	1Q-2Q Results	Main Factors	1Q-2Q Results	Main Factors
 Metals	(7.5)	<ul style="list-style-type: none"> Impairment in resources business in South America -6.0 Impairment in North America business -1.5 	(4.0)	<ul style="list-style-type: none"> Impairment in resources business in South America -5.0 Gain on exclusion of equity for North America Business +1.0
 Global Parts	+1.0	<ul style="list-style-type: none"> Tax effect of liquidation settlement of consolidated subsidiary +1.0 	(1.0)	<ul style="list-style-type: none"> Impairment of fixed asset of techno-park business in India -1.0
 Automotive	-	-	-	-
 Machinery	+13.0	<ul style="list-style-type: none"> Profit of divestment of electric power business in Canada +13.0 	(0.0)	<ul style="list-style-type: none"> Loss of divestment of construction machine business in Asia -0.5 North American tax refund +0.5
 Chemical & Ele.	-	-	-	-
 Food & Consumer	(2.5)	<ul style="list-style-type: none"> Impairment in overseas beverage business -2.5 	-	-
 Africa	-	-	-	-
 Others	(2.0)	<ul style="list-style-type: none"> Tax burden of reorganization in Thailand -2.0 	-	-
TOTAL	+2.0		(5.0)	

※The amount of one-time loss is rounded up to the nearest 500 million yen.

Consolidated Financial Position

(Unit: Billion yen)

Mar. 31, 2020		Sep. 30, 2020	
Current Assets 2,818.2	Current Liabilities 1,878.2	Current Assets 2,885.1	Current Liabilities 1,885.9
	Non-Current Liabilities 1,294.4		Non-Current Liabilities 1,366.2
Non-Current Assets 1,726.9	Net Assets 1,372.4	Non-Current Assets 1,799.9	Net Assets 1,432.9

	Mar. 31, 2020	Sep. 30, 2020	Changes
Total assets	4,545.2	4,685.1	+139.9
Net worth	1,196.6	1,261.3	+64.7
Net interest-bearing debt	1,032.4	968.4	(64.0)
Net interest-bearing debt (excluding lease liabilities)	922.1	858.9	(63.2)
Net DER (times)	0.86	0.77	(0.09)
Net DER (times) (excluding lease liabilities)	0.77	0.68	(0.09)
Current ratio (%)	150	153	+3

Consolidated Cash Flows

(Unit: Billion yen)

FY2019 1Q-2Q

Cash flows from operating activities 112.2

Profit before income taxes	125.1
Depreciation and amortization	49.1
Income taxes paid	-36.5
Working capital	-37.9

112.2

-95.6

Cash flows from investing Activities -95.6

<Investments >	-77.7
Mobility	-27.9
Resources & Environment	-37.5
Life & Community	-12.3
<Others>	-17.9
Increase in time deposits, Cash from the sale of assets etc.	

-17.6

-1.0

FY2020 1Q-2Q

Cash flows from operating activities 139.4

Profit before income taxes	74.2
Depreciation and amortization	51.9
Income taxes paid	-35.1
Working capital	44.9

139.4





78.6

-43.2

Cash flows from investing Activities -43.2

<Investments >	-66.9
Mobility	-25.8
Resources & Environment	-34.1
Life & Community	-7.0
<Others>	+23.7
Income from subsidies, Cash from the sale of assets etc.	

-17.6

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











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2. Supplementary Materials of Financial Results

Profit (by Division)

(Unit: Billion yen)

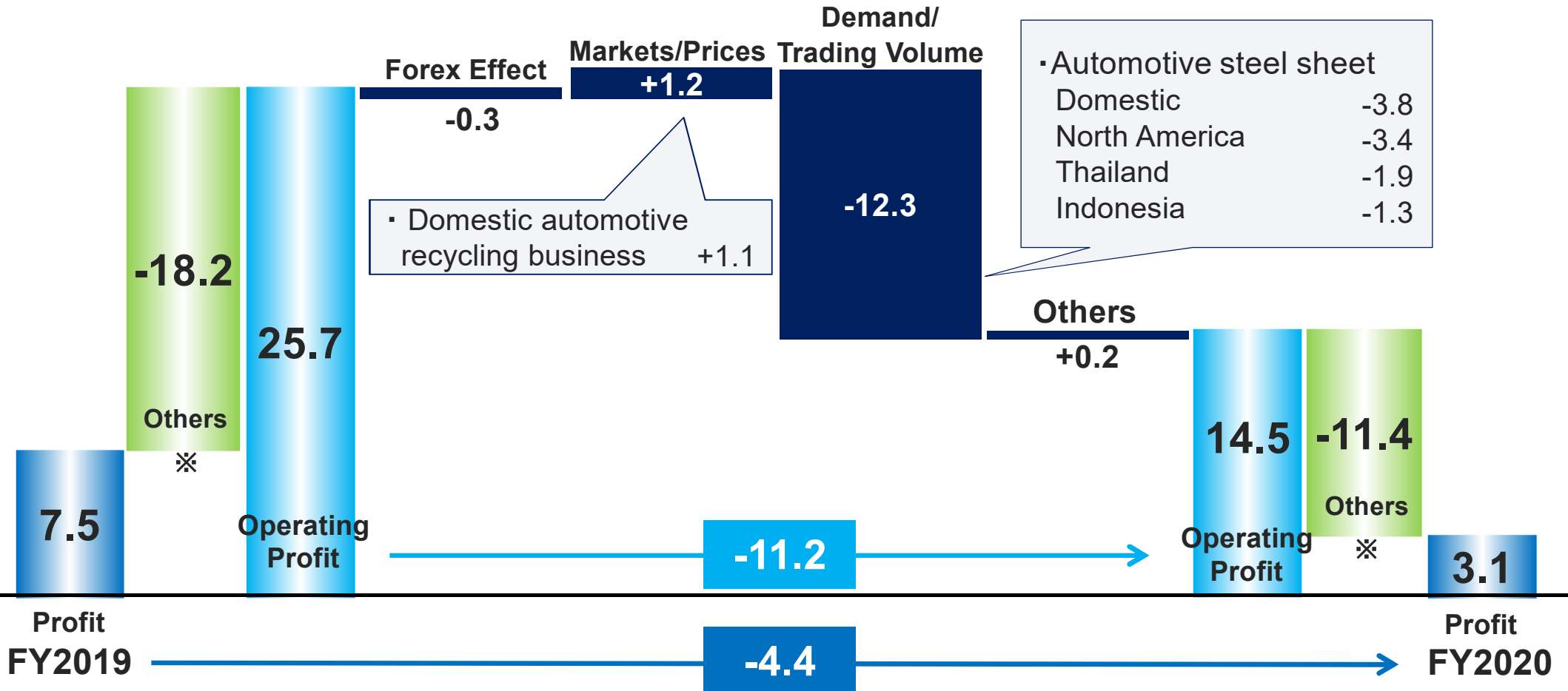
Division	FY2019 1Q-2Q	FY2020 1Q-2Q	YoY Change	Main Factors Behind Year-on-Year Changes
 Metals	7.5	3.1	(4.4)	<ul style="list-style-type: none"> Reduced handling of automobile steel sheets, due to decrease in automobile production in Japan, North America, Thailand, etc. Impact of one-time profit/loss.
 Global Parts	14.1	5.5	(8.6)	<ul style="list-style-type: none"> Reduced handling of automobile parts, due to decrease in automobile production in Japan, North America, Thailand, etc. Impact of one-time profit/loss.
 Automotive	8.3	3.5	(4.8)	<ul style="list-style-type: none"> Decrease in sales volume at auto dealerships in Asia/Oceania, Central & South America, etc.
 Machinery	27.7	9.6	(18.1)	<ul style="list-style-type: none"> Impact of one-time profit/loss Decline in exports of automobile production equipment to North America, China, etc.
 Chemicals & Ele.	9.4	10.4	+1.0	<ul style="list-style-type: none"> Increase in share of profit (loss) of investments accounted for using the equity method.
 Food & Consumer	1.7	3.7	+2.0	<ul style="list-style-type: none"> Rebound increase following one-time profit/loss in previous fiscal year.
 Africa	6.8	2.4	(4.4)	<ul style="list-style-type: none"> Decrease in automotive sales especially in East / South Africa
 Others	3.4	3.2	(0.2)	—
Total	79.1	41.6	(37.5)	



Metals Division (2Q Profit)

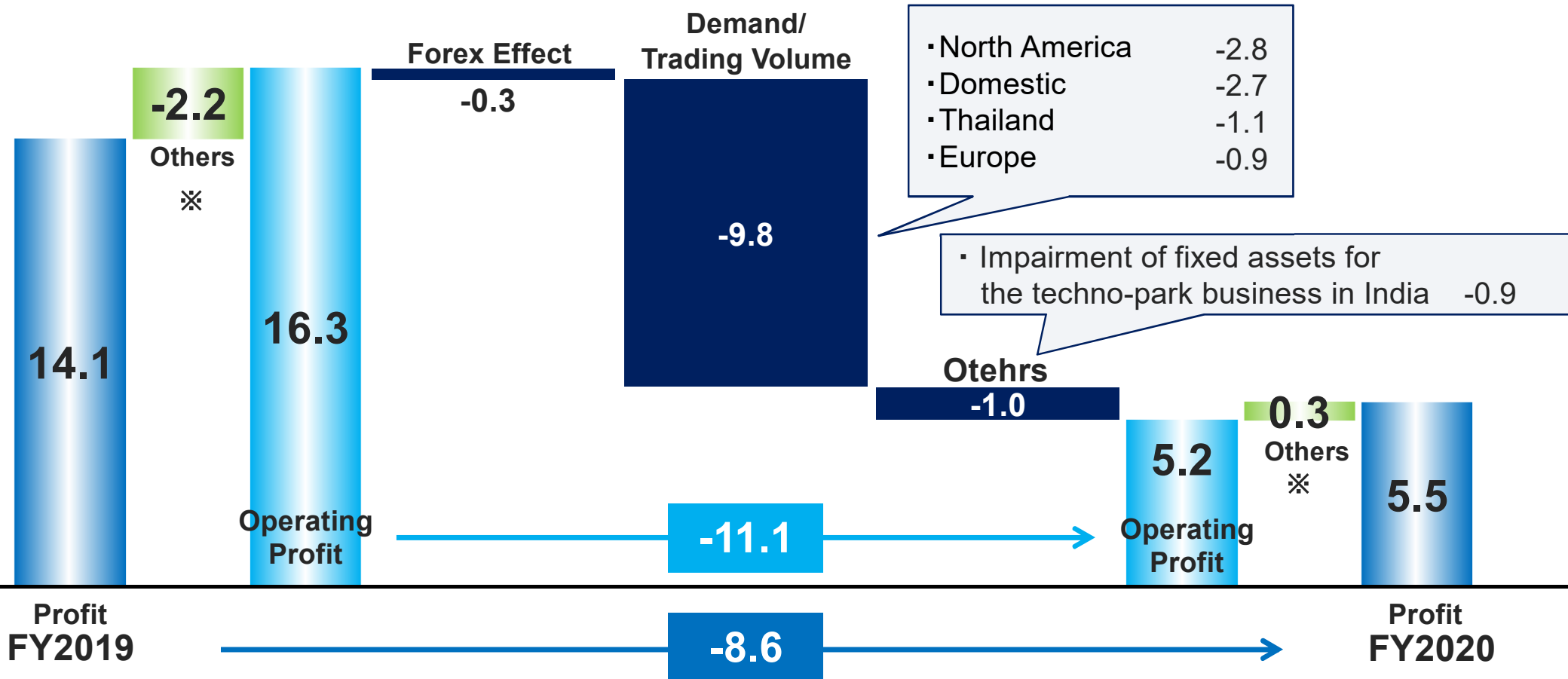
(Unit: Billion yen)

	FY2019 1Q-2Q	FY2020 1Q-2Q	Change	Main Factor of Changes
※Others	(18.2)	(11.4)	+6.8	—
Finance income and costs	(1.4)	0.5	+1.9	Gain on exclusion of equity for North America Business
Equity gain / loss	(8.5)	(6.9)	+1.6	Impact of impairment in South America resources business in pre. fiscal year. Impact of impairment in North America Business in pre. fiscal year.
Tax expense	(7.0)	(4.2)	+2.8	Impact of decrease in profit
Non-controlling interests	(1.2)	(0.7)	+0.5	—





	FY2019 1Q-2Q	FY2020 1Q-2Q	Change	Main Factor of Changes
※Others	(2.2)	0.3	+2.5	—
Finance income and costs	1.6	2.3	+0.7	—
Equity gain / loss	0.8	0.6	(0.2)	—
Tax expense	(3.2)	(2.2)	+1.0	Impact of decrease in profit
Non-controlling interests	(1.4)	(0.4)	+1.0	Impact of decrease in profit

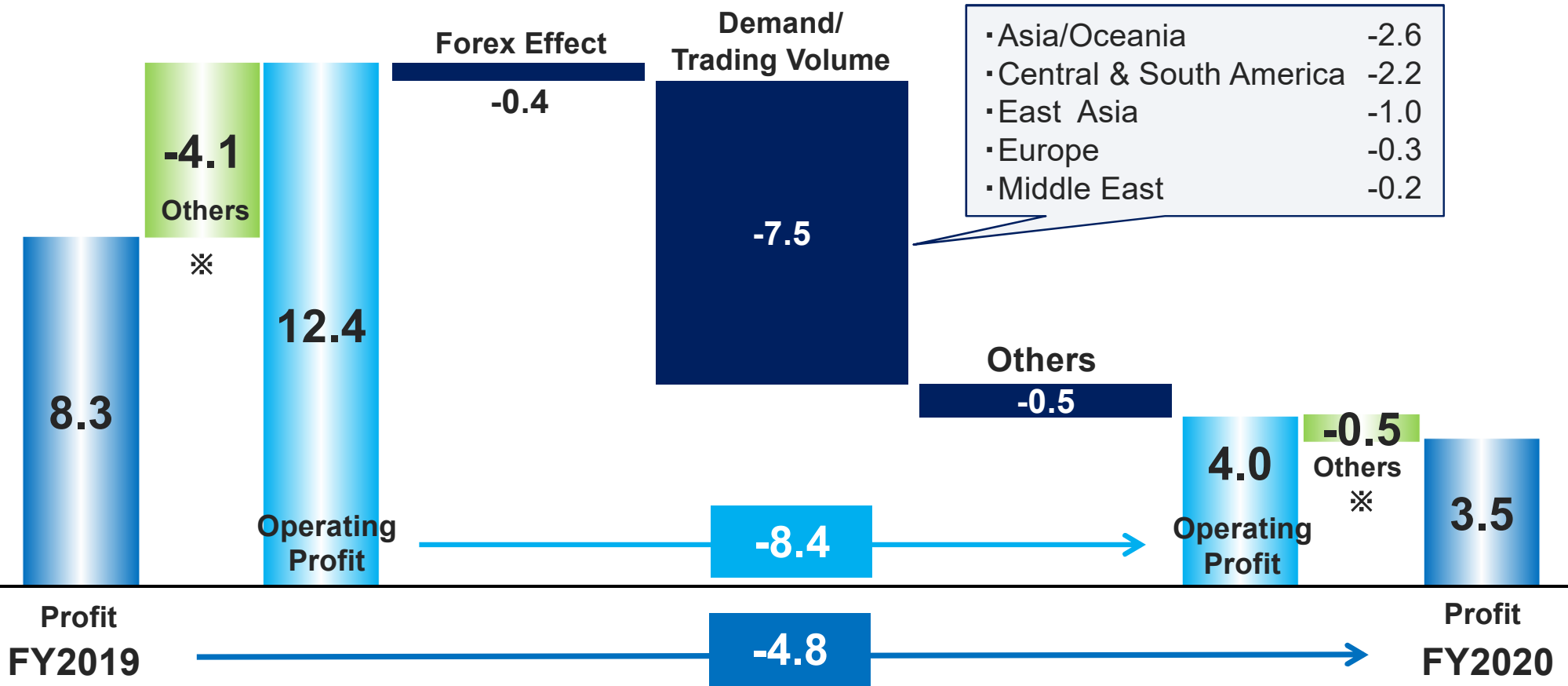




Automotive Division (2Q Profit)

(Unit: Billion yen)

	FY2019 1Q-2Q	FY2020 1Q-2Q	Change	Main Factor of Changes
※Others	(4.1)	(0.5)	+3.6	—
Finance income and costs	(0.6)	0.3	+0.9	—
Equity gain / loss	0.9	0.9	(0.0)	—
Tax expense	(3.3)	(1.3)	+2.0	Impact of decrease in profit
Non-controlling interests	(1.1)	(0.4)	+0.7	—



- Asia/Oceania -2.6
- Central & South America -2.2
- East Asia -1.0
- Europe -0.3
- Middle East -0.2



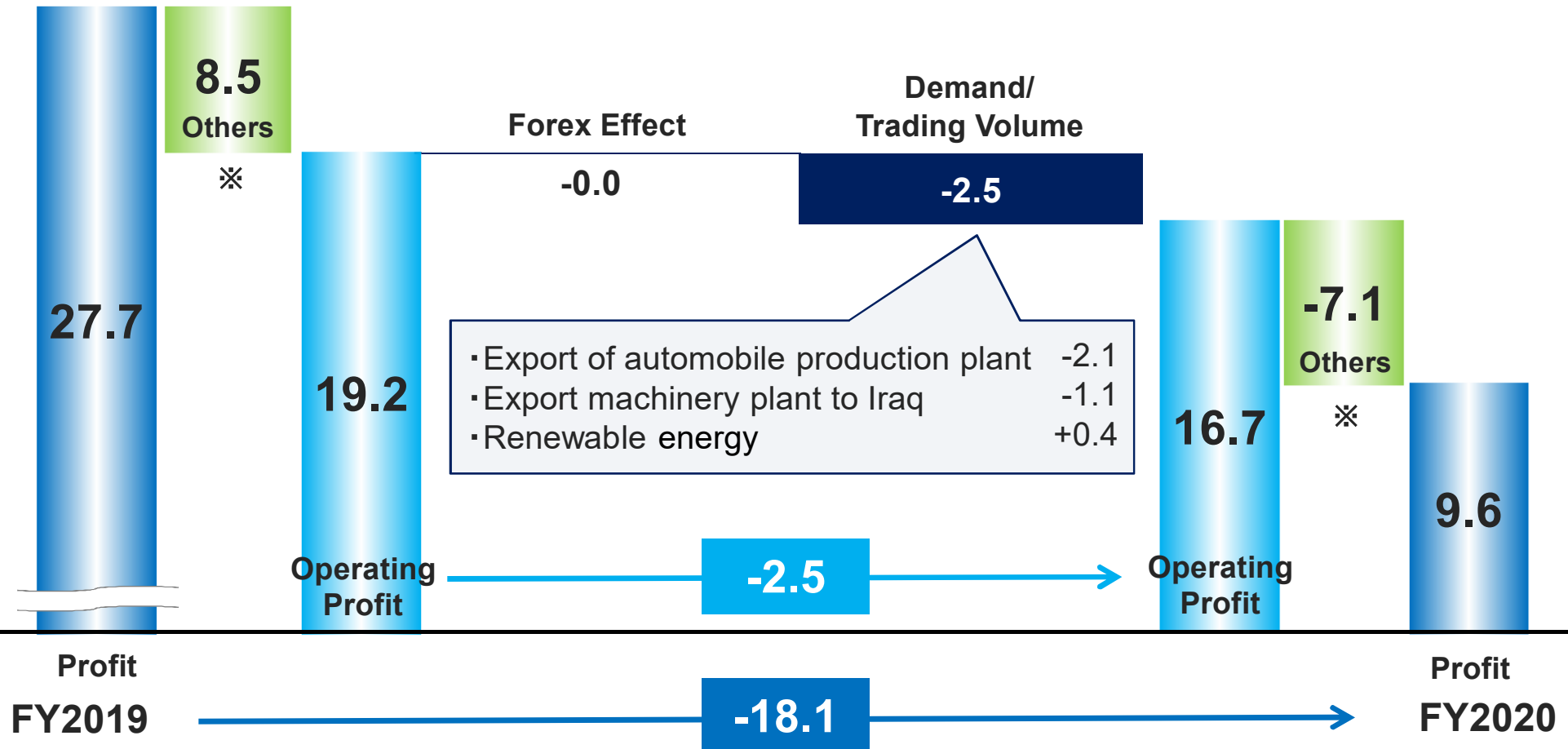
Machinery, Energy & Project Division (2Q Profit)

(Unit: Billion yen)

	FY2019 1Q-2Q	FY2020 1Q-2Q	Change	Main Factor of Changes
※Others	8.5	(7.1)	(15.6)	—
Finance income and costs	11.4	(1.4)	(12.8)	Effect from profit of divestment of electric power business in Canada in pre. fiscal year, Loss of divestment of construction machine business in Asia
Equity gain / loss	7.8	1.6	(6.2)	Deterioration of earnings of overseas power business
Tax expense	(6.5)	(3.9)	+2.6	Tax refund in North America, Impact of decrease in profit
Non-controlling interests	(4.1)	(3.4)	+0.7	—

Business Name	Profit/Loss	
	FY2019 1Q-2Q	FY2020 1Q-2Q
Electric power business	20.4	5.5

※Management consolidated value





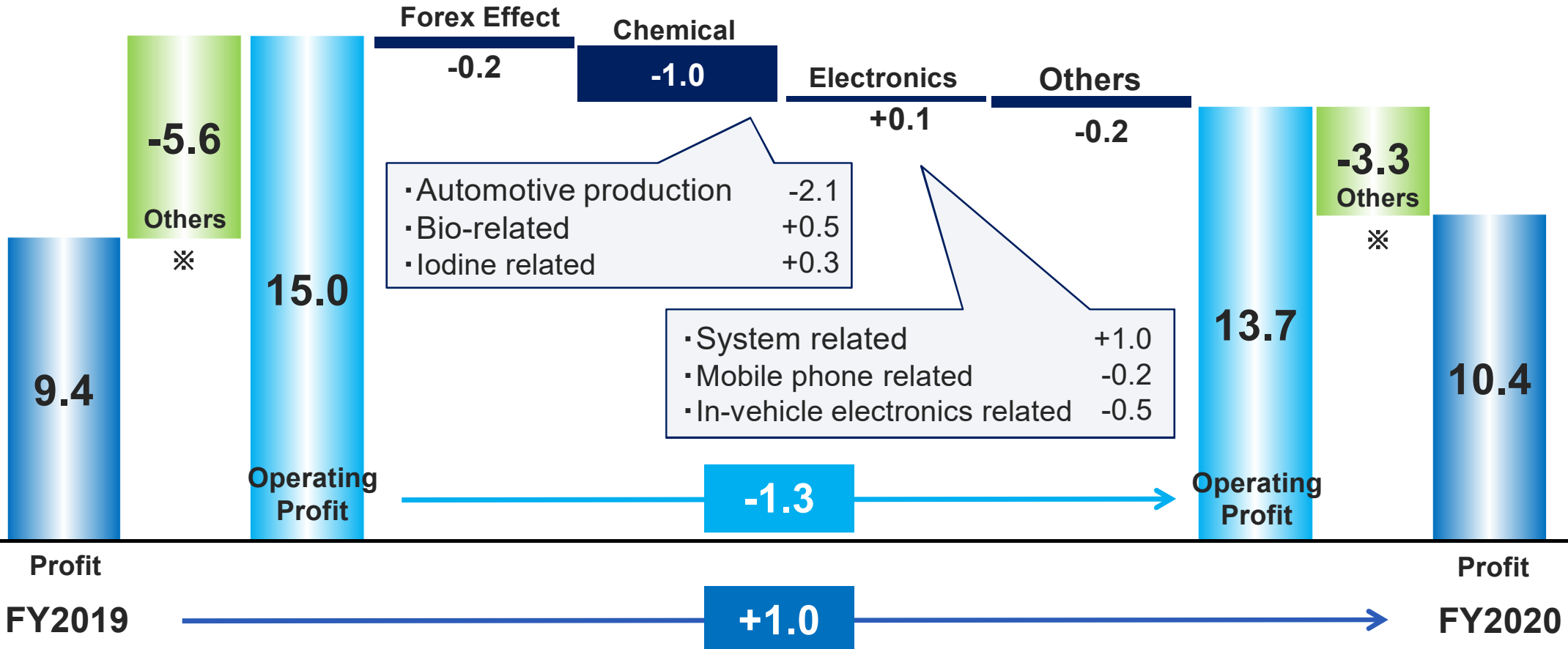
Chemicals & Electronics Division (2Q Profit)

(Unit: Billion yen)

	FY2019 1Q-2Q	FY2020 1Q-2Q	Change	Main Factor of Changes
※Others	(5.6)	(3.3)	+2.3	—
Finance income and costs	(0.6)	(0.2)	+0.4	—
Equity gain / loss	1.3	2.2	+0.9	—
Tax expense	(4.5)	(3.9)	+0.6	—
Non-controlling interests	(1.7)	(1.4)	+0.3	—

Business Name	Profit/Loss	
	FY2019 1Q-2Q	FY2020 1Q-2Q
Electrics Business	4.0	4.4

※Management consolidated value

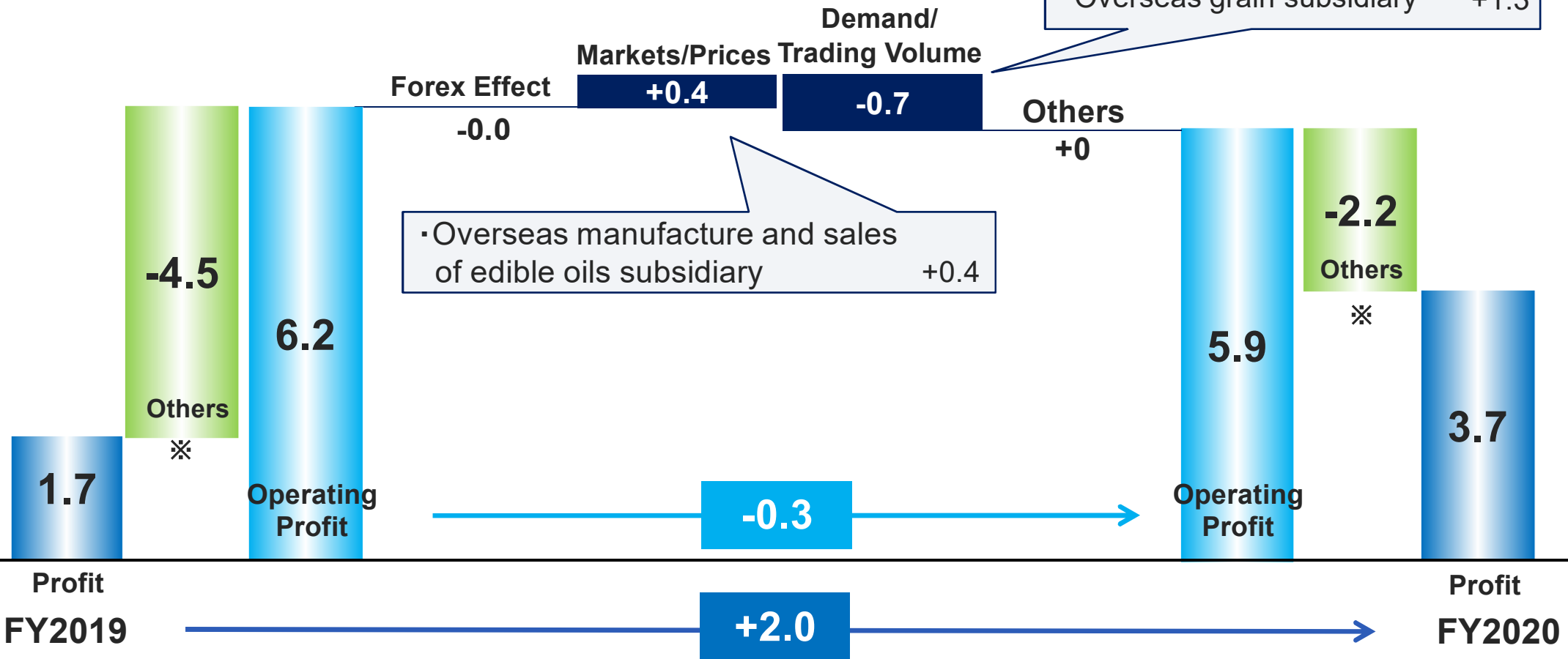




Food & Consumer Services Division (2Q Profit) (Unit: Billion yen)

	FY2019 1Q-2Q	FY2020 1Q-2Q	Change	Main Factor of Changes
※Others	(4.5)	(2.2)	+2.3	—
Finance income and costs	(0.6)	(0.5)	+0.1	—
Equity gain / loss	(2.1)	0.3	+2.4	Effect from Impairment of overseas beverage business in pre. fiscal year.
Tax expense	(1.5)	(1.7)	(0.2)	—
Non-controlling interests	(0.2)	(0.2)	+0.0	—

- Lifestyle related -2.0
- Insurance related +0.2
- Overseas grain subsidiary +1.3





Africa Division (2Q Profit)

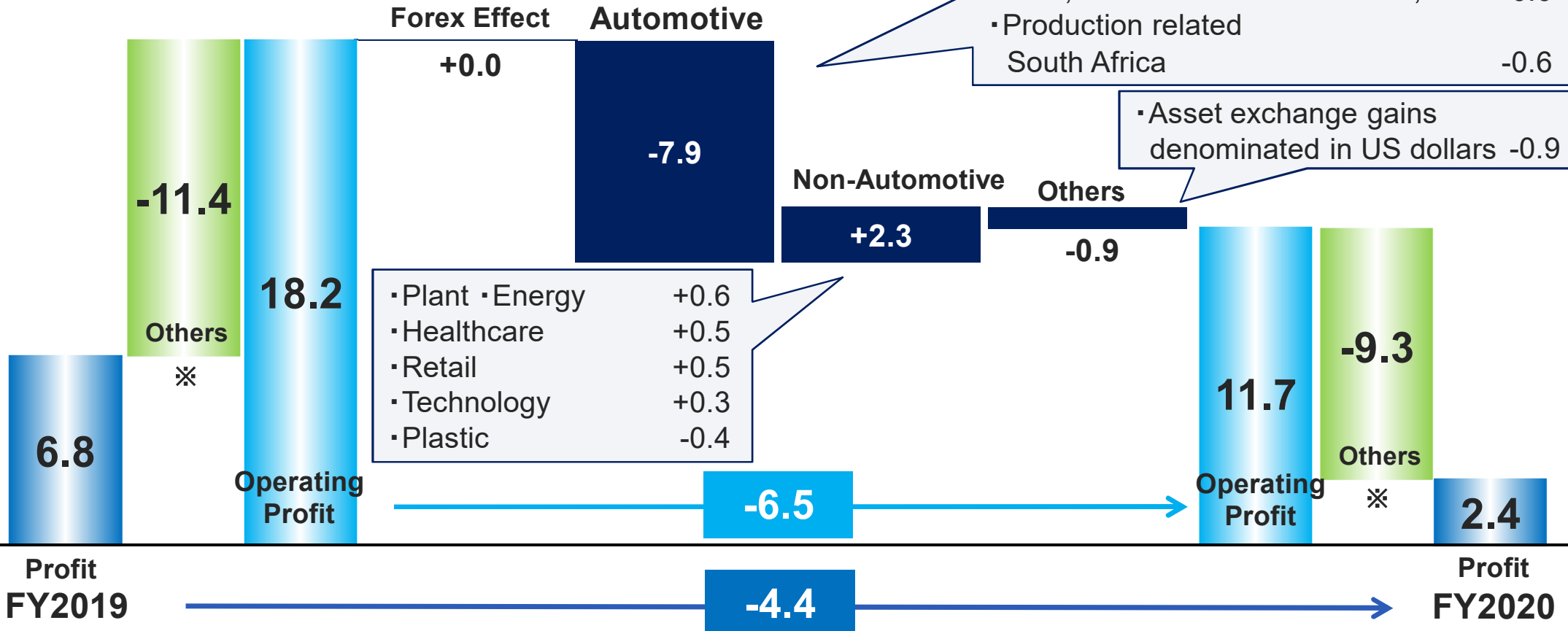
(Unit: Billion yen)

	FY2019 1Q-2Q	FY2020 1Q-2Q	Change	Main Factor of Changes
※Others	(11.4)	(9.3)	+2.1	—
Finance income and costs	(3.0)	(2.7)	+0.3	—
Equity gain / loss	(1.2)	(0.9)	+0.3	—
Tax expense	(5.7)	(4.7)	+1.0	Impact of decrease in profit
Non-controlling interests	(1.3)	(0.9)	+0.4	—

Company Name	Profit/Loss	
	FY2019 2Q	FY2020 2Q
CFAO SAS	6.5	1.9

▪ Sales	
West Africa	-1.3
East/South Africa	-4.6
Asia, Central & South America , etc.	-0.6
▪ Production related	
South Africa	-0.6

▪ Asset exchange gains
denominated in US dollars -0.9



Progress of Investment

(Unit: Billion yen)

Investment through the Second Quarter of FY2020	
	Amount
Mobility	<ul style="list-style-type: none"> ● Automotive production-related facilities in North America ● Vehicles for lease(CFAO) ● Automotive production related facilities in South America <div style="text-align: right; background-color: #00AEEF; color: white; padding: 5px;">(25.8)</div>
Resources & Environment	<ul style="list-style-type: none"> ● Wind power transmission / power generation business (Eurus) <div style="text-align: right; background-color: #76B82A; color: white; padding: 5px;">(34.1)</div>
Life & Community	<ul style="list-style-type: none"> ● Plastic recycling business ● Retail business(CFAO) <div style="text-align: right; background-color: #F79646; color: white; padding: 5px;">(7.0)</div>
	Total Amount of Investment (66.9)
	<ul style="list-style-type: none"> ● Income from subsidies ● Cash from the sale of assets, etc. <div style="text-align: right; background-color: #003366; color: white; padding: 5px;">+23.7</div>
	Cash flows from investing activities (43.2)



Car Exports and Retail Sales Volume by Key Region and Country

(Unit: units)

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※ CFAO'S number of export include only from Japan

Export Volume by Region

Region	FY2019 2Q	FY2020 2Q	Change
Asia & Oceania	34,076	15,302	(18,774)
China & Hong Kong	25,128	8,980	(16,148)
Central & South America	23,867	8,338	(15,529)
Middle East & Southwest Asia	30,293	16,951	(13,342)
Africa	34,542	20,073	(14,469)
West & North Africa	9,823	7,671	(2,152)
East & South Africa	24,719	12,402	(12,317)
Europe & Russia Included East Europe	1,397	561	(836)
TOTAL	149,303	70,205	(79,098)

Retail Sales Volume by Region

Region	FY2019 2Q	FY2020 2Q	Change
Asia & Oceania	16,368	12,515	(3,853)
China & Hong Kong	15,599	16,108	509
Central & South America	17,759	8,759	(9,000)
Middle East & Southwest Asia	2,431	1,548	(883)
Africa	22,398	27,592	5,194
West & North Africa	12,905	13,392	487
East & South Africa	9,493	14,200	4,707
Europe & Russia Included East Europe	23,712	16,484	(7,228)
TOTAL	98,267	83,006	(15,261)

Main Export Countries

Country	FY2019 2Q	FY2020 2Q	Change
Australia	24,961	11,267	(13,694)
China	17,992	5,185	(12,807)
Pakistan	27,460	15,696	(11,764)
Hong Kong	7,136	3,795	(3,341)
Ecuador	3,748	1,604	(2,144)

Main Retail Countries

Country	FY2019 2Q	FY2020 2Q	Change
China	15,599	16,108	509
South Africa	408	9,462	9,054
Russia	8,441	6,253	(2,188)
Adria	4,909	3,195	(1,714)
Caucasus	4,000	2,277	(1,723)

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

※Net Sale under J-GAPP, Revenue under IFRS

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