

Outline of Consolidated Results for the Nine Months ended December 31, 2016
(April 1, 2016 to December 31, 2016)

1. Operating Results

(Unit: Billions of yen)

	Consolidated			
	Nine Months ended December 31, 2016	Nine Months ended December 31, 2015	Year-on-year change	
			Amount	%
Net sales	5,810.3	6,260.8	(450.5)	(7.2)
Gross profit	421.5	461.6	(40.1)	(8.7)
SG & A expenses	315.9	357.0	(41.1)	-
Operating income	105.6	104.6	1.0	0.9
Interest income and expense	(13.7)	(16.0)	2.3	-
Dividend income	16.7	18.7	(2.0)	-
Share of profit (loss) of entities accounted for using equity method	14.7	(1.5)	16.2	-
Other income (expenses)	1.3	(6.5)	7.8	-
Ordinary income	124.7	99.1	25.6	25.8
Extraordinary income (losses)	(3.7)	(16.8)	13.1	-
Profit before income taxes	121.0	82.3	38.7	47.0
Income taxes	43.1	32.7	10.4	-
Profit (loss)	77.8	49.5	28.3	57.0
Profit (loss) attributable to non- controlling interests	14.3	14.5	(0.2)	-
Profit (loss) attributable to owners of the parent	63.5	35.0	28.5	81.2

Main factors behind year-on-year changes

- Net sales -450.5 billion yen:
 - Decrease mainly in the Chemicals & Electronics division due to stronger yen and decrease in volume of electronics-related products.
- SG & A expenses -41.1 billion yen:
 - Decrease due mainly to stronger yen and decrease in amortization of goodwill
- Share of profit (loss) of entities accounted for using equity method +16.2 billion yen:
 - Increase mainly in the Metals division and the Chemicals & Electronics division
- Other income/expenses +7.8 billion yen:
 - Increase due mainly to improvement in foreign exchange gain/loss
- Extraordinary income (losses) +13.1 billion yen:
 - Increase due mainly to the effect of loss on cancellation of contract recorded in the nine months ended December 31, 2015, and the decrease in loss on valuation of investment securities and investments in capital

For reference:

Billions of yen

Quarterly changes	1st quarter	2nd quarter	3rd quarter
Net sales	1,862.8	1,806.4	2,141.0
Operating income	30.0	29.2	46.3
Ordinary income	43.3	39.1	42.2
Profit (loss) attributable to owners of the parent	21.3	20.6	21.5

2. Financial Position

(Unit: Billions of yen)

	Consolidated			
	As of December 31, 2016	As of March 31, 2016	Change versus March 31, 2016	
			Amount	%
Total assets	4,063.3	3,952.1	111.2	2.8
Current assets	2,551.0	2,425.8	125.2	5.2
Investment securities and investments in capital	566.4	530.9	35.5	6.7
Other non-current assets	945.8	995.2	(49.4)	(5.0)
Net assets	1,058.6	1,055.7	2.9	0.3
Net interest-bearing debt	1,085.7	1,102.7	(17.0)	(1.5)
Debt-equity ratio (times)	1.2	1.2	(0.0)	

Main factors behind year-on-year changes

- Current assets +125.2 billion yen:
 - Cash and deposits increased 46.1 billion yen
 - Notes and accounts receivable - trade increased 71.1 billion yen
- Investment securities and investments in capital +35.5 billion yen:
 - Increase due mainly to higher market value
- Other non-current assets -49.4 billion yen:
 - Intangible assets decreased 52.5 billion yen
- Net assets +2.9 billion yen:
 - Capital surplus decreased 3.1 billion yen
 - Retained earnings increased 41.3 billion yen (profit attributable to owners of the parent of 63.5 billion yen less 21.8 billion yen dividends, etc.)
 - Valuation difference on available-for-sale securities increased 30.4 billion yen
 - Foreign currency translation adjustment decreased 63.0 billion yen

3. Cash Flow Position

(Unit: Billions of yen)

	Nine Months ended December 31, 2016	Nine Months ended December 31, 2015	Major factors behind year-on-year changes
1. Cash flows from operating activities	113.3	132.3	Profit for the nine months ended December 31, 2016
2. Cash flows from investing activities	(83.3)	(127.2)	Purchase of property, plant and equipment
1-2: Free cash flow	30.0	5.1	
Cash flows from financing activities	1.3	(56.1)	Increase in loans payable

4. Consolidated Net Sales and Operating Income by Segment

*The top row for each segment indicates net sales; the bottom row indicates operating income.

(Unit: Billions of yen)

	Nine Months ended December 31, 2016	Nine Months ended December 31, 2015	Year-on-year change	Amounts affected by exchange rates	Year-on-year change excluding amount affected by exchange rates	
					Amount	%
Metals	1,253.8	1,393.1	(139.3)	(96.8)	(42.5)	(3.3)
	30.4	29.6	0.8	(2.8)	3.6	13.6
Global Parts & Logistics	701.5	748.9	(47.4)	(95.6)	48.2	7.4
	13.4	14.9	(1.5)	(1.9)	0.4	2.7
Automotive	852.2	956.1	(103.9)	(94.5)	(9.4)	(1.1)
	19.6	26.1	(6.5)	(3.5)	(3.0)	(13.4)
Machinery, Energy & Project	1,353.6	1,237.3	116.3	(64.6)	180.9	15.4
	13.2	16.3	(3.1)	(0.3)	(2.8)	(17.3)
Chemicals & Electronics	1,289.2	1,475.6	(186.4)	(87.4)	(99.0)	(7.1)
	27.1	18.8	8.3	(1.6)	9.9	57.2
*Food & Consumer Services	357.3	447.4	(90.1)	(24.0)	(66.1)	(15.6)
	7.8	6.8	1.0	(0.7)	1.7	26.8
Total	5,810.3	6,260.8	(450.5)	(463.3)	12.8	0.2
	105.6	104.6	1.0	(9.8)	10.8	11.3

Main factors behind year-on-year changes

- Metals

Net sales:

Decreased due to lower market price

Operating income:

Increased on the back of increase in automobile production which offset the effects of lower market price

- Global Parts & Logistics

Net sales:

Increased due to increase in automotive components handled overseas

Operating income:

Almost unchanged from the previous corresponding period as the increase in automotive components handled overseas was offset by foreign exchange loss included in non-operating category

- Automotive

Net sales and operating income:

Both 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

Net sales:

Increased on the back of increase in trading volume of petroleum products

Operating income:

Decreased due to decrease in trading volume of automotive related facilities

- Chemicals & Electronics

Net sales:

Decreased due to decrease in trading volume of electronics-related products

Operating income:

Increased due to the effect of loss on valuation of inventories recorded in the nine months ended December 31, 2015 and decrease in amortization of goodwill

- Food & Consumer Services

Net sales:

Decreased due to decrease in trading volume of grain handled overseas and lower market price

Operating income:

Increased due to decrease in amortization of goodwill

* Effective April 1, 2016, the Food & Agribusiness Division and the Consumer Products & Services Division have been integrated into the Food & Consumer Services Division. In line with this, net sales and operating income for the nine months ended December 31, 2015 have been recast to reflect this change.

5. Consolidated Financial Results Forecasts for the Year Ending March 31, 2017 (April 1, 2016 to March 31, 2017)

*The top row for each segment indicates net sales; the bottom row indicates operating income.

Billions of yen

	Year ending March 31, 2017 (revised forecast)	Year ended March 31, 2016 (results)	Year-on-year change		(Reference) Year ending March 31, 2017 (previous forecast released on Oct. 28)
			Amount	%	
Metals	1,700.0	1,817.4	(117.4)	(6.5)	1,670.0
	40.0	37.4	2.6	6.8	33.5
Global Parts & Logistics	950.0	999.0	(49.0)	(4.9)	950.0
	18.5	21.6	(3.1)	(14.7)	17.5
Automotive	1,150.0	1,252.3	(102.3)	(8.2)	1,050.0
	26.0	37.9	(11.9)	(31.5)	21.0
Machinery, Energy & Project	1,950.0	1,600.3	349.7	21.9	1,400.0
	18.0	21.3	(3.3)	(15.8)	19.0
Chemicals & Electronics	1,750.0	1,923.7	(173.7)	(9.0)	1,720.0
	35.0	24.9	10.1	40.3	35.0
Food & Consumer Services	500.0	574.2	(74.2)	(12.9)	510.0
	10.0	8.6	1.4	15.5	9.0
Total					
Net sales	8,000.0	8,170.2	(170.2)	(2.1)	7,300.0
Operating income	145.0	140.2	4.8	3.4	130.0
Ordinary income	165.0	128.0	37.0	28.8	150.0
Profit (loss) attributable to owners of the parent	85.0	(43.7)	128.7	-	70.0

6. Dividend per share

	Year ending March 31, 2017 (revised forecast)	Year ending March 31, 2017 (previous forecast)	Year ended March 31, 2016
Interim	31.0 yen	31.0 yen	31.0 yen
Full year	70.0 yen	62.0 yen	62.0 yen
Payout ratio (consolidated) <i>Before amortization of goodwill</i>	23.5%	23.9%	-

7. Changes in Major Indexes

		Nine Months ended December 31, 2016	Nine Months ended December 31, 2015 (or as of March 31, 2016)
Exchange rate (yen / US dollar)	Average during the period	107	122
	End of period	116	(113)
Interest rate	Yen TIBOR 3M average	0.06%	0.17%
	US dollar LIBOR 3M average	0.79%	0.33%
Dubai oil (US dollars / bbl)		45	51
Corn futures (cents / bushel)		357	374