

Toyota Tsusho Corporation
Financial Highlights
for the Three Months Ended June 30, 2018
[IFRS basis](Consolidated)

July 31, 2018

(Amounts rounded down to the nearest million)

Listings Tokyo Stock Exchange (the first section), Nagoya Stock Exchange
Security code 8015
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Scheduled dates:
Submission of quarterly securities report August 13, 2018
Supplementary materials to the quarterly results Available
Quarterly financial results briefings Yes (targeted at institutional investors and analysts)

1. Consolidated Financial Results for the Three Months ended June 30, 2018 (April 1, 2018 to June 30, 2018)

(1) Operating Results

(Percentage figures represent year-on-year changes)

	Revenue		Operating profit		Profit (loss) 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	%
Three Months ended												
June 30, 2018	1,650,063	4.8	56,481	15.1	68,740	14.4	53,375	22.2	46,673	26.0	10,160	(83.6)
June 30, 2017	1,574,301	14.8	49,073	25.9	60,086	23.0	43,667	26.5	37,031	32.3	62,075	—

	Basic earnings (losses) per share	Diluted earnings (losses) per share
Three Months ended	yen	yen
June 30, 2018	132.64	—
June 30, 2017	105.23	—

Note: “Basic earnings (losses) per share” and “Diluted earnings (losses) per share” are 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
As of	million yen	million yen	million yen	%
Jun 30, 2018	4,399,251	1,348,746	1,164,057	26.5
March 31, 2018	4,310,043	1,362,187	1,174,718	27.3

2. Dividends

Record date or period	Dividend per share				
	End-first quarter	End-second quarter	End-third quarter	Fiscal year-end	Annual total
Year ended March 31, 2018	yen —	yen 45.00	yen —	yen 49.00	yen 94.00
Year ending March 31, 2019	—				
Year ending March 31, 2019 (forecast)		50.00	—	50.00	100.00

Note: No changes were made to the latest release of dividend forecasts.

3. Forecast of Consolidated Earnings for the Fiscal Year ending March 31, 2019 (April 1, 2018 to March 31, 2019)

(Percentage figures represent year-on-year changes)

	Profit attributable to owners of the parent		Basic earnings per share
	million yen	%	yen
Full year	140,000	7.5	397.86

Note: No changes were made to the latest release of earnings forecasts.

*Notes

(1) Changes affecting the consolidation status of significant subsidiaries (specified subsidiary) 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 11.

(3) Number of issued shares (common stock)

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

June 30, 2018: 354,056,516 shares

March 31, 2018: 354,056,516 shares

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

June 30, 2018: 2,171,444 shares

March 31, 2018: 2,170,022 shares

3) Average number of shares outstanding during the period:

Three Months ended June 30, 2018: 351,885,835 shares

Three Months ended June 30, 2017: 351,892,900 shares

*Quarterly review status

This report is exempt from the quarterly review of accounts requirements.

*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 has scheduled to hold the quarterly earnings briefing as stated below. The presentation materials for the earnings briefing will be posted on its website following the earnings announcement.

- Tuesday, July 31, 2018: Quarterly financial results briefings for institutional investors and analysts

*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.

Consolidated Results of Operations

In the first three months of the fiscal year (April 1, 2018 – June 30, 2018), the global economy remained in an overall recovery trend, with the U.S. and European economies holding firm and emerging market economies continuing to improve despite poor forward visibility due partly to the effects of global trade frictions stemming from protectionist U.S. trade policies.

The U.S. economy continued to recover, buoyed by tax cuts' stimulus effect, robust employment and income environments and growth in personal consumption and capital investment. Europe as a whole remained in a mild economic recovery driven by solid domestic demand, improvement in the employment environment and export growth even as its economic outlook was clouded by the inauguration of a populist government in Italy and a UK economic slowdown due largely to fraught Brexit negotiations between the UK and EU. The Chinese economy performed well by virtue of domestic demand growth rooted in favorable conditions in both the corporate and household sectors amid economic rebalancing from investment-led to consumption-led growth and a shift in China's growth strategy from a quantitative to a qualitative focus. Emerging market economies continued to recover at a moderate pace against a backdrop of low inflation, low interest rates and improvement in market conditions largely in response to resurgent resource prices.

Against such a global backdrop, the Japanese economy continued to gradually recover, driven by solid capital investment and export growth in addition to consumption growth in the wake of improvement in the employment environment.

Amid such an environment, the Toyota Tsusho Group's consolidated revenue for the three-month period ended June 30 increased 75.7 billion yen (4.8%) year on year to 1,650.0 billion yen, largely as result of growth in trading volumes related to auto production.

Consolidated operating profit increased 7.4 billion yen (15.1%) to 56.4 billion yen, largely by virtue of gross profit growth driven by revenue growth and an increase in other income net of other expenses. Consolidated profit for the period (attributable to owners of the parent) consequently increased 9.6 billion yen (26.0%) to 46.6 billion yen.

Segment Information

Metals

Profit for the period (attributable to owners of the parent) increased 1.4 billion yen (16.9%) year on year to 9.5 billion yen, largely as a result of non-recurrence of a year-earlier one-time loss.

Subsidiaries Oriental Kogyo Ltd., Toyotsu Steel Pipe & Tubular Products Co., Ltd., and Kanto Coil Center Co., Ltd., were merged into wholly owned subsidiary of Toyotsu Tekkou Hanbai Corporation effective April 1, 2018, to expand and integrate domestic metal processing operations.

Global Parts & Logistics

Profit for the period (attributable to owners of the parent) increased 1.7 billion yen (28.6%) year on year to 7.7 billion yen, boosted by newly consolidated subsidiaries' profit contribution.

The Group is strengthening its aircraft parts business, having acquired an equity stake in AeroEdge Co., Ltd., a manufacturer and distributor of aircraft engine parts, through a third-party share allocation in March 2018.

Automotive

Profit for the period (attributable to owners of the parent) increased 0.6 billion yen (10.8%) year on year to 6.0 billion yen, largely by virtue of improvement in equity-method investees' operating performance.

In April 2018, the Group acquired an equity stake in Droom Technology Pvt. Ltd., operator of India's largest automobile marketplace, through a third-party share allocation in the aim of

expanding the overseas used auto and motorcycle marketplace business.

Machinery, Energy & Projects

Despite growth in automotive machinery trading volume, profit for the period (attributable to owners of the parent) decreased 0.1 billion yen (1.0%) year on year to 7.5 billion yen, largely as a result of non-recurrence of a year-earlier one-time gain.

In May 2018, the Group, Kawasaki Kisen Kaisha, Ltd., Chubu Electric Power Co., Inc., and Nippon Yusen Kabushiki Kaisha formed two joint ventures in the aim of launching an LNG bunkering business in Japan.

Chemicals & Electronics

Profit for the period (attributable to owners of the parent) increased 0.7 billion yen (11.8%) year on year to 6.5 billion yen despite the adverse earnings impact of deconsolidation of a former subsidiary, now an equity-method associate. The profit increase was driven largely by growth in electronics-related trading volume.

In April 2018, the Group acquired an equity stake in Global Positioning Augmentation Service Corporation, which is working on launching a centimeter-level satellite positioning service, in the aim of expanding the business domain in which high-precision positioning technologies are used.

Food & Consumer Services

Profit for the period (attributable to owners of the parent) increased 0.3 billion yen (97.5%) year on year to 0.7 billion yen, largely as a result of a gain on the sale of investment real estate.

Toyota Tsusho All Life Corporation launched private rehabilitation business and home medical massage businesses by establishing AViC THE PHYSIO STUDIO, a private rehabilitation facility providing services not covered by insurance, in February 2018 and AViC All Life massage Clinic, a home medical massage service, in March.

Africa

Profit for the period (attributable to owners of the parent) increased 2.1 billion yen (138.2%) year on year to 3.5 billion yen, largely as a result of favorable exchange rate movements.

On June 1, 2018, the Group and Toyota Motor Corporation (TMC) entered into a memorandum of understanding regarding a possible transfer of TMC's entire sales and marketing operations in the African market to the Group by a tentative date of January 2019.

Consolidated Financial Condition

At June 30, 2018, consolidated assets totaled 4,399.2 billion yen, an 89.2 billion yen increase from March 31, 2018. Their increase was predominantly attributable to an 80.1 billion yen increase in trade and other receivables. Consolidated equity at June 30 totaled 1,348.7 billion yen, a 13.4 billion yen decrease from March 31. Its decrease was largely the net result of a 40.0 billion yen decrease in other components of equity and a 29.2 billion yen increase in retained earnings largely attributable to profit for the period (attributable to owners of the parent).

Outlook for Fiscal Year Ending March 31, 2019

The consolidated earnings forecast issued on April 27, 2018, remains unchanged.

2. Consolidated Financial Statements

(1) Consolidated Statements of Financial Position

(Unit: Millions of yen)

	As of March 31, 2018	As of June 30, 2018
Assets		
Current assets		
Cash and cash equivalents	423,426	406,870
Trade and other receivables	1,342,038	1,423,109
Other financial assets	67,919	54,708
Inventories	656,149	707,497
Other current assets	115,010	138,789
Subtotal	2,604,545	2,730,975
Assets held for sale	12,440	-
Total current assets	2,616,986	2,730,975
Non-current assets		
Investments accounted for using the equity method	278,597	277,019
Other investments	529,739	498,026
Trade and other receivables	31,848	30,801
Other financial assets	27,561	41,470
Property, plant and equipment	590,324	590,756
Intangible assets	166,694	162,482
Investment property	18,782	18,767
Deferred tax assets	24,559	24,322
Other non-current assets	24,949	24,629
Total non-current assets	1,693,057	1,668,275
Total assets	4,310,043	4,399,251

(Unit: Millions of yen)

	As of March 31, 2018	As of June 30, 2018
Liabilities and equity		
Liabilities		
Current liabilities:		
Trade and other payables	1,098,589	1,181,236
Bonds and borrowings	543,406	590,960
Other financial liabilities	15,729	16,490
Income taxes payable	30,102	24,778
Provisions	5,141	5,014
Other current liabilities	128,816	134,699
Subtotal	1,821,786	1,953,180
Liabilities directly associated with assets held for sale	3,004	-
Total current liabilities	1,824,790	1,953,180
Non-current liabilities:		
Bonds and borrowings	927,373	913,857
Trade and other payables	3,700	3,490
Other financial liabilities	21,566	21,165
Retirement benefits liabilities	40,628	40,470
Provisions	22,960	25,514
Deferred tax liabilities	92,846	78,989
Other non-current liabilities	13,989	13,835
Total non-current liabilities	1,123,065	1,097,324
Total liabilities	2,947,856	3,050,505
Equity		
Share capital	64,936	64,936
Capital surplus	150,921	151,105
Treasury shares	(3,578)	(3,583)
Other components of equity	129,943	89,926
Retained earnings	832,495	861,672
Total equity attributable to owners of the parent	1,174,718	1,164,057
Non-controlling interests	187,468	184,688
Total equity	1,362,187	1,348,746
Total liabilities and equity	4,310,043	4,399,251

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

Consolidated Statements of Profit or Loss

(Unit: Millions of yen)

	Three Months ended June 30, 2017	Three Months ended June 30, 2018
Revenue		
Sales of goods	1,550,008	1,623,889
Sales of services and others	24,292	26,173
Total revenue	1,574,301	1,650,063
Cost of sales	(1,423,412)	(1,492,727)
Gross profit	150,888	157,335
Selling, general and administrative expenses	(102,452)	(102,285)
Other income (expenses)		
Gain (loss) on sale and disposals of non-current assets, net	304	384
Impairment losses on non-current assets	(149)	(66)
Other, net	482	1,113
Total other income (expenses)	637	1,431
Operating profit	49,073	56,481
Finance income (costs)		
Interest income	2,146	2,257
Interest expenses	(6,810)	(6,369)
Dividend income	11,755	11,155
Other, net	(640)	(84)
Total finance income (costs)	6,451	6,959
Share of profit (loss) of investments accounted for using the equity method	4,561	5,298
Profit before income taxes	60,086	68,740
Income tax expense	(16,418)	(15,364)
Profit for the period	43,667	53,375
Profit (loss) for the period attributable to:		
Owners of the parent	37,031	46,673
Non-controlling interests	6,636	6,701
Earnings per share attributable to owners of the parent		
Basic earnings per share (yen)	105.23	132.64
Diluted earnings per share (yen)	-	-

Consolidated Statements of Comprehensive Income

(Unit: Millions of yen)

	Three Months ended June 30, 2017	Three Months ended June 30, 2018
Profit for the period	43,667	53,375
Other comprehensive income		
Items that will not be reclassified to profit or loss:		
Remeasurements of defined benefit pension plans	(14)	(213)
Financial assets measured at fair value through other comprehensive income	11,424	(26,388)
Share of other comprehensive income of investments accounted for using the equity method	(429)	(29)
Items that may be reclassified to profit or loss:		
Cash flow hedges	920	(70)
Exchange differences on translation of foreign operations	6,235	(12,042)
Share of other comprehensive income of investments accounted for using the equity method	271	(4,471)
Other comprehensive income for the period, net of tax	18,408	(43,214)
Total comprehensive income for the period	62,075	10,160
Total comprehensive income for the period attributable to:		
Owners of the parent	54,612	6,413
Non-controlling interests	7,462	3,747

(3) Consolidated Statement of Changes in Equity

(Unit: Millions of yen)

	Three Months ended June 30, 2017	Three Months ended June 30, 2018
Equity		
Share capital – Common stock		
Balance at the beginning of the period	64,936	64,936
Balance at the end of the period	64,936	64,936
Capital surplus		
Balance at the beginning of the period	150,494	150,921
Acquisition (disposal) of non-controlling interests	-	183
Disposal of treasury shares	0	0
Balance at the end of the period	150,494	151,105
Treasury shares		
Balance at the beginning of the period	(3,540)	(3,578)
Acquisition (disposal) of treasury shares	(8)	(5)
Balance at the end of the period	(3,548)	(3,583)
Other components of equity		
Remeasurements of defined benefit pension plans		
Balance at the beginning of the period	-	-
Increase (decrease) during the period	(79)	(240)
Reclassification to retained earnings	79	240
Balance at the end of the period	-	-
Financial assets measured at fair value through other comprehensive income		
Balance at the beginning of the period	232,692	248,425
Increase (decrease) during the period	11,215	(25,710)
Reclassification to retained earnings	281	2
Balance at the end of the period	244,189	222,717
Cash flow hedges		
Balance at the beginning of the period	(14,402)	(12,961)
Increase (decrease) during the period	1,283	120
Balance at the end of the period	(13,118)	(12,840)

(Unit: Millions of yen)

	Three Months ended June 30, 2017	Three Months ended June 30, 2018
Exchange differences on translation of foreign operations		
Balance at the beginning of the period	(107,206)	(105,520)
Increase (decrease) during the period	5,162	(14,428)
Balance at the end of the period	(102,043)	(119,949)
Retained earnings		
Balance at the beginning of the period	727,644	832,495
Reclassification from other components of equity	(361)	(243)
Profit for the period attributable to owners of the parent	37,031	46,673
Dividends	(13,732)	(17,253)
Balance at the end of the period	750,581	861,672
Total equity attributable to owners of the parent	1,091,491	1,164,057
Non-controlling interests		
Balance at the beginning of the period	172,893	187,468
Dividends paid to non-controlling interests	(8,116)	(6,443)
Acquisition (disposal) of non-controlling interests	3,166	(80)
Profit for the period attributable to non-controlling interests	6,636	6,701
Other comprehensive income attributable to non-controlling interests		
Remeasurements of defined benefit pension plans	1	0
Financial assets measured at fair value through other comprehensive income	(156)	(680)
Cash flow hedges	85	233
Exchange differences on translation of foreign operations	895	(2,508)
Other, net	(14)	(2)
Balance at the end of the period	175,392	184,688
Total equity	1,266,883	1,348,746
Comprehensive income for the period attributable to:		
Owners of the parent	54,612	6,413
Non-controlling interests	7,462	3,747
Total comprehensive income for the period	62,075	10,160

(4) Consolidated Statements of Cash Flows

(Unit: Millions of yen)

	Three Months ended June 30, 2017	Three Months ended June 30, 2018
Cash flows from operating activities		
Profit before income taxes	60,086	68,740
Depreciation and amortization	19,603	19,548
Impairment losses on non-current assets	149	66
Finance costs (income)	(6,451)	(6,959)
Share of (profit) loss of investments accounted for using the equity method	(4,561)	(5,298)
(Gain) loss on sale and disposals of non-current assets, net	(304)	(384)
(Increase) decrease in trade and other receivables	37,275	(79,524)
(Increase) decrease in inventories	(39,321)	(51,251)
Increase (decrease) in trade and other payables	(16,740)	75,409
Other	906	(8,672)
Subtotal	50,640	11,673
Interest received	2,120	2,152
Dividends received	11,885	12,996
Interest paid	(5,573)	(5,245)
Income taxes paid	(22,023)	(23,901)
Net cash provided by operating activities	37,048	(2,322)
Cash flows from investing activities		
(Increase) decrease in time deposits	(1,956)	6,359
Purchase of property, plant and equipment	(16,951)	(20,005)
Proceeds from sale of property, plant and equipment	2,046	2,846
Purchase of intangible assets	(2,720)	(3,860)
Proceeds from sale of intangible assets	153	1,829
Proceeds from sale of investment property	-	4,286
Purchase of investments	(8,639)	(13,233)
Proceeds from sale of investment	441	896
Proceeds from (payment for) acquisition of subsidiaries	(3,158)	-
Proceeds from (payment for) sale of subsidiaries	-	3,955
Payments for loans receivable	(1,986)	(4,059)
Collection of loans receivable	4,156	5,064
Other	1,143	2,567
Net cash provided by (used in) investing activities	(27,472)	(13,353)

(Unit: Millions of yen)

	Three Months ended June 30, 2017	Three Months ended June 30, 2018
Cash flows from financing activities		
Net increase (decrease) in short-term borrowings, net	1,383	24,737
Proceeds from long-term borrowings	35,456	6,800
Repayment of long-term borrowings	(26,381)	(4,421)
Purchase of treasury shares	(8)	(5)
Dividends paid	(13,732)	(17,253)
Dividends paid to non-controlling interests	(8,116)	(6,443)
Proceeds from non-controlling interests	112	212
Payments for acquisition of subsidiaries' interest from non-controlling interests	-	(1,766)
Proceeds from sale of subsidiaries' interest to non-controlling interests	-	95
Other, net	(790)	(942)
Net cash provided by (used in) financing activities	(12,077)	1,014
Net increase (decrease) in cash and cash equivalents	(2,501)	(14,662)
Cash and cash equivalents at the beginning of the period	426,208	423,426
Effect of exchange rate changes on cash and cash equivalents	3,385	(1,894)
Cash and cash equivalents at the end of the period	427,091	406,870

(5) Notes on Consolidated Financial Statements

(Notes on Going-Concern Assumption)

Not applicable

(Changes in Accounting Policies)

(Revenue from Contracts with Customers)

Effective from the first quarter of the fiscal year ending March 2019, the Group has adopted IFRS 15, "Revenue from Contracts with Customers" (published May 2014). In doing so, the Group has elected to recognize the cumulative effect of applying IFRS 15 at the date of initial application.

The revenue recognition criteria associated with application of IFRS 15 are as follows.

(1) Basis of revenue recognition and measurement

Revenue is recognized and measured based on the following five-step approach.

Step 1: Identify the contract(s) with a customer

Step 2: Identify performance obligations in each contract

Step 3: Determine the transaction price

Step 4: Allocate the transaction price to the performance obligations in the contract

Step 5: Recognize revenue when (or as) the entity satisfies a performance obligation

(2) Timing of revenue recognition

Based on the above five-step approach, the Group recognizes revenue when it has satisfied contracts' performance obligations.

The Group sells commodities and other products, including metals, vehicles, automotive components, machinery, chemicals and food. For sales of such goods, contracts' performance obligations are satisfied at the point in time when control of the goods passes to the customer. Specifically, the Group recognizes revenue from the sale of goods at the point in time when the goods have been delivered to the delivery location specified in the contract with the customer or the goods have passed the customer's acceptance inspection, the Group has a right to payment for the goods, and legal title to and physical possession of the goods and the significant risks and rewards related to ownership of the goods have all been transferred to the customer.

The Group also provides services, performs construction contracting and develops made-to-order software. For these transactions, contracts' performance obligations are satisfied over a certain time period in accord with the contract. The Group recognizes revenue based on its progress toward complete satisfaction of performance obligations by measuring such progress to depict its performance in transferring control of the goods and/or services being provided. As a general rule, the Group uses an input method to measure progress toward complete satisfaction of performance obligations, but it considers the terms of individual transactions' contracts and the nature of the goods or services in question in determining an appropriate measurement method.

(3) Gross presentation and net presentation of revenue

For revenue from the sale of goods and provision of services, the Group presents revenue on a gross basis when it engages in the transaction as a principal and on a net basis when it engages in the transaction as an agent. When determining whether it is a principal or an agent, the Group makes a comprehensive determination based on the following three indicators.

- Does the Group have inventory risk before and/or after it received the customer's order, including while the shipment is in transit or when goods are returned?
- Does the Group have discretion in setting the value of the goods or services of another party to the transaction? Is the benefit that the Group can receive from the good or service in question restricted?
- Is the Group primarily responsible for the performance of the contract?

The impact of IFRS 15's application is immaterial.

(Segment Information)

1. Revenue, Profit/loss and Assets by Reportable Segment

Three Months ended June 30, 2017 (April 1, 2017 to June 30, 2017)

(Unit: Millions of yen)

	Reportable segment					
	Metals	Global Parts & Logistics	Automotive	Machinery, Energy & Project	Chemicals & Electronics	Food & Consumer Services
Revenue						
External	397,109	198,711	151,952	196,096	395,956	102,398
Inter-segment	177	5,112	1,041	975	2,195	193
Total	397,287	203,823	152,994	197,072	398,152	102,592
Gross profit	23,580	17,678	21,142	18,849	29,729	9,991
Profit (loss) for the period attributable to owners of the parent	8,193	6,063	5,431	7,671	5,859	404
Segment assets	826,949	372,761	324,832	751,906	674,589	260,531

	Reportable segment		Other *1	Adjustments *2	Consolidated
	Africa	Total			
Revenue					
External	131,503	1,573,729	572	-	1,574,301
Inter-segment	2,988	12,685	206	(12,891)	-
Total	134,492	1,586,414	778	(12,891)	1,574,301
Gross profit	30,678	151,651	618	(1,380)	150,888
Profit (loss) for the period attributable to owners of the parent	1,477	35,100	1,666	264	37,031
Segment assets	551,386	3,762,958	758,372	(234,806)	4,286,524

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.

Three Months ended June 30, 2018 (April 1, 2018 to June 30, 2018)

(Unit: Millions of yen)

	Reportable segment					
	Metals	Global Parts & Logistics	Automotive	Machinery, Energy & Project	Chemicals & Electronics	Food & Consumer Services
Revenue						
External	442,956	222,749	156,709	221,024	360,492	104,160
Inter-segment	503	5,306	5,872	690	2,955	100
Total	443,459	228,056	162,582	221,715	363,447	104,260
Gross profit	25,863	19,305	21,241	22,322	26,640	10,006
Profit (loss) for the period attributable to owners of the parent	9,577	7,794	6,018	7,593	6,548	797
Segment assets	921,382	394,653	293,841	775,961	719,065	288,504

	Reportable segment		Other *1	Adjustments *2	Consolidated
	Africa	Total			
Revenue					
External	141,371	1,649,465	598	-	1,650,063
Inter-segment	6,214	21,643	213	(21,856)	-
Total	147,586	1,671,108	811	(21,856)	1,650,063
Gross profit	33,167	158,547	566	(1,778)	157,335
Profit (loss) for the period attributable to owners of the parent	3,520	41,850	4,388	434	46,673
Segment assets	540,657	3,934,066	757,784	(292,598)	4,399,251

- 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.

Outline of Consolidated Results
for the Three Months ended June 30, 2018 (IFRS)

July 31, 2018
Toyota Tsusho Corporation
(Unit: Billion yen)

Consolidated Operating Results	Three Months ended June 30, 2017	Three Months ended June 30, 2018	Year-on-year change	
			Amount	%
Revenue	1,574.3	1,650.0	75.7	4.8%
Gross profit	150.8	157.3	6.5	4.3%
SG&A expenses	(102.4)	(102.2)	0.2	—
Other income (expenses)	0.6	1.4	0.8	—
Operating profit	49.0	56.4	7.4	15.1%
Interest income (expenses)	(4.6)	(4.1)	0.5	—
Dividend income	11.7	11.1	(0.6)	—
Other finance income (costs)	(0.6)	(0.0)	0.6	—
Share of profit of investments accounted for using the equity method	4.5	5.2	0.7	—
Profit before income taxes	60.0	68.7	8.7	14.4%
Income tax expense	(16.4)	(15.3)	1.1	—
Profit for the period	43.6	53.3	9.7	22.2%
Profit attributable to owners of the parent	37.0	46.6	9.6	26.0%
Total comprehensive income (attributable to owners of the parent)	54.6	6.4	(48.2)	(88.3%)

Main factors behind year-on-year changes

【Gross profit】 +6.5 billion yen
Increased driven by growth in trading volume of automobile production-related products

【Operating profit】 +7.4 billion yen
Increased driven by improvement in gross profit and other income/expenses

【Profit attributable to owners of the parent】 +9.6 billion yen
Increased driven by growth in operating profit, improvement in share of profit/loss of investments accounted for using the equity method in Automotive, Machinery, Energy & Project and Chemicals & Electronics divisions, as well as decrease in income tax expense

Divisions	Three Months ended June 30, 2017	Three Months ended June 30, 2018	Year-on-year change	
			Amount	%
Metals	23.5	25.8	2.3	9.7%
Global Parts & Logistics	17.6	19.3	1.7	9.2%
Automotive	21.1	21.2	0.1	0.5%
Machinery, Energy & Project	18.8	22.3	3.5	18.4%
Chemicals & Electronics	29.7	26.6	(3.1)	(10.4%)
Food & Consumer Services	9.9	10.0	0.1	0.2%
Africa	30.6	33.1	2.5	8.1%
Total	150.8	157.3	6.5	4.3%

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

Increased driven by the effect of one-time loss recorded in the previous fiscal year

Increased driven by the effect of newly consolidated subsidiaries

Increased driven by the improvement in share of profit/loss of investments accounted for using the equity method

Remained almost unchanged from the previous fiscal year due to the effect of one-time gain recorded in the previous fiscal year which offset the increase in trading volume of automotive equipment

Increased driven by growth in electronics-related trading volume which offset the effect of change in the status of subsidiary to affiliate accounted for using the equity method

Increased driven by gain on sale of investment property

Increased driven by the effect of currency translation

Consolidated Financial Position	As of March 31, 2018	As of June 30, 2018	Change over the end of the previous fiscal year	
			Amount	%
Total assets	4,310.0	4,399.2	89.2	2.1%
(Current assets)	2,616.9	2,730.9	114.0	4.4%
(Non-current assets)	1,693.0	1,668.2	(24.8)	(1.5%)
Total equity	1,362.1	1,348.7	(13.4)	(1.0%)
Net interest-bearing debt	1,006.9	1,062.4	55.5	5.5%
Debt-equity ratio (times)	0.9	0.9	0.0	—

Main factors behind the changes

【Current assets】 +114.0 billion yen
• Trade and other receivables: +81.1 billion yen
• Inventories: +51.3 billion yen
【Non-current assets】 -24.8 billion yen
• Other investments: -31.7 billion yen
【Total equity】 -13.4 billion yen
• Retained earnings: +29.2 billion yen
• Financial assets measured at fair value through other comprehensive income: -25.7 billion yen
• Exchange differences on translation of foreign operations: -14.4 billion yen

Consolidated Cash Flows Position	Three Months ended June 30, 2017	Three Months ended June 30, 2018	Year-on-year change	
			Amount	%
1. Cash flows from operating activities	37.0	(2.3)	(39.3)	—
2. Cash flows from investing activities	(27.4)	(13.3)	14.1	—
1-2: Free cash flow	9.6	(15.6)	(25.2)	—
Cash flows from financing activities	(12.0)	1.0	13.0	—

Major factors behind year-on-year changes

【Cash flows from operating activities】
Increase in working capital

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

Consolidated Financial Results /Forecasts	Year ended March 31, 2018 (results)	Year ending March 31, 2019 (forecast)	Year-on-year change	
			Amount	%
Metals	86.6	93.0	6.4	7.3%
Global Parts & Logistics	72.6	73.0	0.4	0.5%
Automotive	85.0	90.0	5.0	5.8%
Machinery, Energy & Project	81.6	85.0	3.4	4.1%
Chemicals & Electronics	109.0	109.0	0	0.0%
Food & Consumer Services	42.7	47.0	4.3	9.9%
Africa	132.1	141.0	8.9	6.7%
Gross profit	606.2	633.0	26.8	4.4%
Operating profit	182.6	213.0	30.4	16.6%
Profit before income taxes	209.7	232.0	22.3	10.6%
Profit	150.3	167.0	16.7	11.0%
Profit attributable to owners of the parent	130.2	140.0	9.8	7.5%

*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, 2017	Year ended March 31, 2018	Year ending March 31, 2019 (forecast)	
			Amount	%
Interim	31 yen	45 yen	50 yen	—
Full year	70 yen	94 yen	100 yen	—
Payout ratio (consolidated)	22.8%	25.4%	25.1%	—

Changes in Major Indexes	Year ended March 31, 2018	Three Months ended June 30, 2018	
		Amount	%
Exchange rate	111	109	—
Interest rate	0.06%	0.07%	—
Dubai oil (US dollars / bbl.)	50	71	—
Corn futures (cents / bushel)	365	383	—