

FOR IMMEDIATE RELEASE

Toyota Tsusho Corporation Reports Earnings for the Nine Months Ended December 31, 2010

Nagoya, Japan; February 3, 2011—Toyota Tsusho Corporation (TSE: 8015) reported net sales of 4,206.399 billion yen and net income of 42.171 billion yen, or 120.47 yen per share, for the nine months ended December 31, 2010.

Consolidated Results of Operations

In the fiscal third quarter (ended December 31, 2010), the global economy continued to gradually recover, with emerging market economies growing briskly while the US and European economies remained listless. In Japan, capital spending picked up and the employment and income environments improved, but the economy nonetheless hit a lull as economic stimulus faded and exports slowed in response to persistent yen strength.

Amid such an environment, the Toyota Tsusho Group saw its consolidated net sales increase 81.9 billion yen (5.9%) year on year to 1,473.1 billion yen in the fiscal third quarter (October–December). Largely by virtue of this sales growth, consolidated operating income grew 5.174 billion yen (28.5%) to 23.348 billion yen from 18.174 billion yen in the year-earlier quarter. Consolidated ordinary income totaled 28.022 billion yen, up 5.37 billion yen (23.7%) from 22.652 billion yen in the year-earlier quarter. Consolidated net income after taxes was 15.067 billion yen, a 5.324 billion yen (54.7%) increase from 9.743 billion yen in the year-earlier quarter.

Segment Information

Metals

Despite growth in automotive metal sales in Australasia and China, net sales were down 1.4 billion yen (0.4%) year on year to 411.9 billion yen as a result of a change in accounting treatment for certain nonferrous metal products.

In the steel business, the Group acquired an equity stake in a spiral steel pipe manufacturer to better meet Vietnamese demand for steel pipe for civil engineering projects. The nonferrous metals business moved ahead with a rare earth production plant construction project in India to secure rare earth supplies.

Machinery & Electronics

Net sales totaled 365.3 billion yen, up 60.4 billion yen (19.8%) year on year.

The information and electronics business benefited from growth in sales of semiconductors for digital home electronics, communication hardware, and car electronics applications. The overseas automotive parts business increased its sales, mainly in China and other Asian markets.

Automotive

Net sales increased 21.2 billion yen (13.3%) year on year to 180.7 billion yen, bolstered by vehicle sales growth in Russia, China, and elsewhere.

The Automotive segment endeavored to strengthen the foundation of its downstream operations in the developing world by expanding its networks of new car dealerships in Russia, China, India, Thailand, and Brazil.

Energy & Chemicals

Net sales totaled 355.8 billion yen, up 27.1 billion yen (8.2%) year on year as a result of higher crude oil prices and growth in unit volumes.

In the resource and energy business, the Group entered into an agreement to acquire a 45% interest in a thermal power plant in Texas and acquired a gas production project and a gas exploration and development concession in Australia. The chemical and synthetic resin business laid the groundwork for building a global supply chain in the bio-PET business, partly by establishing a bio-PET raw material production and sales subsidiary in Taiwan.

Produce & Foodstuffs

Net sales totaled 69.3 billion yen, down 5.7 billion yen (7.6%) year on year largely as a result of a decrease in livestock feed sales.

In the grain business, the Group made progress in diversifying its supply sources by entering into a comprehensive alliance agreement with a major grain trading company with a strong presence in South America. In the foodstuffs business, the Group launched the first Japanese-owned bakery business in South China.

Consumer Products, Services & Materials

Net sales increased 5.4 billion yen (6.6%) year on year to 87.9 billion yen, largely as a result of growth in sales of textile products.

In the consumer materials and urban development businesses, the Group expanded its business domain by acquiring an equity stake in Toyota Housing Corporation. In the textile business, the Group entered into an agreement to establish a new company to operate e-commerce sites in China.

For information on the Group's consolidated operating results for the fiscal first and second quarters, refer to our first- and second-quarter earnings releases respectively dated July 30, 2010, and October 29, 2010.

Consolidated Financial Condition

At December 31, 2010, consolidated assets totaled 2,343.3 billion yen, an increase of 68.8 billion yen from March 31, 2010. The increase was chiefly attributable to a 32.7 billion yen increase in property & equipment (25.1 billion yen of which was attributable to reclassification of assets from inventory to property and equipment), 25.3 billion yen increase in trade receivables, and 16.1 billion yen increase in cash and deposits. Consolidated net assets grew 2.2 billion yen from March 31, 2010, to 652.4 billion yen at December 31. The increase was attributable to retained earnings accretion of 41.0 billion yen, mainly from quarterly net income, offset by a negative currency translation adjustment of 26.2 billion yen and 9.0 billion yen deferred loss on hedges.

Outlook for Fiscal Year Ending March 31, 2011

For the fiscal year ending March 31, 2011, the Group's consolidated earnings forecast issued on October 29, 2010, remains unchanged.

Other Information

- (1) Changes affecting the status of material subsidiaries (scope of consolidation) during the period
Not applicable
- (2) Use of simplified accounting and/or accounting procedures specific to preparation of quarterly consolidated financial statements

Simplified accounting

Nine months ended December 31, 2010 (April 1, 2010 to December 31, 2010)	
Bad debt estimation method for general claims	The Company estimated the value of uncollectible general claims based on the preceding fiscal year's actual credit loss rate, because it determined that the credit loss rate at the end of December 2010 had not changed substantially relative to the rate calculated at the preceding fiscal year-end.
Inventory valuation method	Inventory was valued at December 31, 2009, without conducting a physical count.
Calculation of income taxes, deferred tax assets, and deferred tax liabilities	To assess deferred assets' collectability, the Company used the tax planning and earnings forecasts that it used in the preceding fiscal year, because it determined that the operating environment and status of temporary differences had not changed substantially since the preceding fiscal year-end.

Accounting procedures specific to preparation of quarterly consolidated financial statements

Nine months ended December 31, 2010 (April 1, 2010 to December 31, 2010)	
Calculation of tax liabilities	The Company calculates tax expense by rationally estimating its effective tax rate after application of deferred-tax accounting to pretax net income for the fiscal year, which encompasses the nine months ended December 31, 2010, and multiplying quarterly pretax net income by said estimated effective tax rate. Income taxes expenses are reported inclusive of income tax adjustments.

(3) Changes in accounting principles, procedures, or presentation methods applicable to preparation of quarterly consolidated financial statements

Nine months ended December 31, 2010 (April 1, 2010 to December 31, 2010)	
Changes related to accounting standards	<p><i>1) Adoption of accounting standard related to asset retirement obligations</i> Effective the three months ended June 30, 2010, the Company adopted the <i>Accounting Standard for Asset Retirement Obligations</i> (ASBJ Statement No. 18, March 31, 2008) and its associated <i>Guidance on Accounting Standard for Asset Retirement Obligations</i> (Guidance No. 21, March 31, 2008). Due to the adoption, operating income and ordinary income for the nine months ended December 31, 2010, were each 58 million yen lower and income before income taxes was 582 million yen lower.</p>
	<p><i>2) Adoption of accounting standard related to equity method</i> Effective the three months ended June 30, 2010, the Company adopted the <i>Revised Accounting Standard for Equity Method of Accounting for Investments</i> (ASBJ Statement No. 16, revised March 10, 2008) and <i>Practical Solution on Unification of Accounting Policies Applied to Associates Accounted for Using the Equity Method</i> (PITF No.24, March 10, 2008) and made some adjustments required for consolidation. The impact of this adoption was minor.</p>
	<p><i>3) Adoption of accounting standard related to business combinations</i> Effective the three months ended June 30, 2010, the Company adopted the <i>Accounting Standard for Business Combinations</i> (ASBJ Statement No.21, December 26, 2008), the <i>Accounting Standard for Consolidated Financial Statements</i> (ASBJ Statement No.22, December 26, 2008), Partial amendments to Accounting Standard for Research and Development Costs (ASBJ Statement No.23, December 26, 2008), the <i>Revised Accounting Standard for Business Divestitures</i> (ASBJ Statement No.7, December 26, 2008), the <i>Revised Accounting Standard for Equity Method of Accounting for Investments</i> (ASBJ Statement No.16, revised December 26, 2008), and the <i>Revised Guidance on Accounting Standard for Business Combinations and Accounting Standard for Business Divestitures</i> (ASBJ Guidance No.10, December 26, 2008). The impact of this adoption was minor.</p>
Changes related to presentation methods	<p><i>Statements of income</i> In accord with the adoption of the <i>Cabinet Office Ordinance on Partial Revision of the Regulations Concerning the Terminology, Forms and Preparation Methods of Financial Statements and</i></p>

	<p><i>Other Items</i> (Cabinet Office Ordinance No. 5, March 24, 2009) based on the <i>Accounting Standard for Consolidated Financial Statements</i> (ASBJ Statement No.22, December 26, 2008), the Company used the account title “income before minority interests” for the three months and the nine months ended December 31, 2010.</p>
<p>Additional information</p>	<p><i>1) Reclassification of inventory held for sale in the ordinary course of business as inventory held for trading</i></p> <p>Effective the three months ended June 30, 2010, the Company reclassified some nonferrous metals that were previously categorized as inventory held for sale in the ordinary course of business, moving them to inventory held for trading. This is to ensure that trading profits and losses properly reflect actual trading activities. The impact of this change was minor.</p> <p><i>2) Change in holding purpose from inventories to fixed assets</i></p> <p>During the three months ended June 30, 2010, 25,129 million yen in inventories were transferred to property and equipment, and 211 million yen in inventories were transferred to intangible assets. This is to reflect changes in the purpose of holding those assets.</p>

(1) Consolidated Balance Sheets

	As of December 31, 2010	As of March 31, 2010
Assets		
Current assets:		
Cash and cash equivalents	186,844	170,714
Trade notes and accounts receivable	911,789	886,425
Inventories	364,974	386,019
Other current assets	141,414	115,721
Less: allowance for doubtful receivables	(5,740)	(4,580)
Total current assets	1,599,283	1,554,301
Fixed assets:		
Property and equipment	271,697	238,941
Intangible assets:		
Goodwill	78,772	90,202
Other	20,264	19,207
Total intangible assets	99,036	109,409
Investments and other assets:		
Investment securities	302,388	293,092
Other	91,619	99,693
Less: allowance for doubtful receivables	(20,637)	(20,891)
Total investments and other assets	373,370	371,894
Total fixed assets	744,104	720,245
Total assets	2,343,388	2,274,547

	As of December 31, 2010	As of March 31, 2010
Millions of yen		
Liabilities		
Current liabilities:		
Trade notes and accounts payable	697,482	681,456
Short-term debt	281,743	257,997
Income taxes payable	11,248	11,743
Allowances	672	712
Other current liabilities	244,815	182,985
Total current liabilities	1,235,962	1,134,895
Long-term liabilities:		
Bonds payable, less current portion	65,000	95,000
Long-term debt	342,199	342,141
Allowances	20,290	21,264
Other long-term liabilities	27,527	31,029
Total long-term liabilities	455,016	489,435
Total liabilities	1,690,979	1,624,331
Net assets		
Shareholders' equity:		
Common stock	64,936	64,936
Capital surplus	154,367	154,367
Retained earnings	427,037	386,084
Treasury stock	(7,408)	(7,144)
Total shareholders' equity	638,933	598,244
Valuation and translation adjustments:		
Net unrealized gains on available-for-sale securities, net of taxes	13,406	21,105
Deferred gain (loss) on futures hedges	(3,159)	5,968
Foreign currency translation adjustments	(66,394)	(40,185)
Total valuation and translation adjustments	(56,147)	(13,111)
Stock warrants	1,252	1,322
Minority interests	68,369	63,760
Total net assets	652,408	650,215
Total liabilities and net assets	2,343,388	2,274,547

(2) Consolidated Statements of Income

	Millions of yen	
	Nine months ended December 31, 2009	Nine months ended December 31, 2010
Net sales	3,670,966	4,206,399
Cost of sales	3,465,358	3,956,986
Gross profit	205,608	249,413
Selling, general and administrative expenses	167,187	179,252
Operating income	38,420	70,160
Other income:		
Interest income	2,338	2,199
Dividend income	7,832	8,499
Equity in the earnings of unconsolidated subsidiaries and affiliates	5,196	10,136
Other income	9,219	9,875
Total other income	24,586	30,711
Other expenses:		
Interest expense	10,716	10,230
Other expenses	5,081	4,510
Total other expenses	15,797	14,741
Ordinary income	47,209	86,130
Extraordinary income:		
Gain on sale of property and intangible assets	711	395
Gain on trading of securities and investments	449	1,723
Gain on reversal of allowance for doubtful receivables	1	400
Gain on change in equity interest	1,229	12
Gain on reversal of stock warrants	180	392
Other income	-	5
Total extraordinary income	2,572	2,929
Extraordinary losses:		
Loss on disposal of property and intangible assets	618	650
Impairment of property and intangible assets	178	89
Loss on sale of securities	297	62
Loss on valuation of securities	1,748	2,116
Loss on disposal of affiliates	113	0
Provision for loss on withdrawal from businesses	85	445
Provision for losses on contracts	-	365
Effect of adoption of new accounting standards for asset retirement obligations	-	523
Other losses	13	91
Total extraordinary losses	3,055	4,344
Income before income taxes and minority interests	46,726	84,716
Income tax expenses	22,112	33,318
Income before minority interests	-	51,398
Minority interests in earnings of consolidated subsidiaries and affiliates	5,224	9,226
Net income	19,389	42,171

	Three months ended December 31, 2009	Millions of yen Three months ended December 31, 2010
Net sales	1,391,271	1,473,155
Cost of sales	1,317,499	1,389,627
Gross profit	73,772	83,528
Selling, general and administrative expenses	55,598	60,179
Operating income	18,174	23,348
Other income:		
Interest income	764	643
Dividend income	963	1,225
Equity in the earnings of unconsolidated subsidiaries and affiliates	2,676	3,142
Other income	4,798	4,212
Total other income	9,202	9,224
Other expenses:		
Interest expense	3,543	3,509
Other expenses	1,180	1,040
Total other expenses	4,724	4,549
Ordinary income	22,652	28,022
Extraordinary income:		
Gain on sale of property and intangible assets	560	140
Gain on trading of securities and investments	331	320
Gain on reversal of loss on valuation of securities and investments	-	427
Gain on reversal of allowance for doubtful receivables	101	12
Gain on reversal of stock warrants	101	55
Other income	-	3
Total extraordinary income	1,096	959
Extraordinary losses:		
Loss on disposal of property and intangible assets	210	212
Impairment of property and intangible assets	147	2
Loss on sale of securities	20	5
Loss on valuation of securities	1,452	-
Other losses	11	27
Total extraordinary losses	1,842	247
Income before income taxes and minority interests	21,906	28,734
Income tax expenses	9,691	10,588
Income before minority interests	-	18,146
Minority interests in earnings of consolidated subsidiaries and affiliates	2,471	3,078
Net income	9,743	15,067

(3) Notes on the Going-concern Assumption

Not applicable

(4) Segment Information

1. Industry segments

Three months ended December 31, 2009 (October 1, 2009 to December 31, 2009)

Millions of yen

	Metals	Machinery & Electronics	Automotive	Energy & Chemicals	Produce & Foodstuffs	Consumer Products, Services & Materials	Other	Total	Elimination	Consolidation
Net sales										
Outside customers	413,397	304,936	159,520	328,795	75,068	82,541	27,012	1,391,271	-	1,391,271
Inter-segment	132	1,423	11	385	30	164	2,278	4,426	(4,426)	-
Total	413,530	306,360	159,531	329,180	75,098	82,705	29,290	1,395,697	(4,426)	1,391,271
Operating income (loss)	8,205	3,148	4,536	877	936	(253)	723	18,173	0	18,174

Nine months ended December 31, 2009 (April 1, 2009 to December 31, 2009)

Millions of yen

	Metals	Machinery & Electronics	Automotive	Energy & Chemicals	Produce & Foodstuffs	Consumer Products, Services & Materials	Other	Total	Elimination	Consolidation
Net sales										
Outside customers	1,093,409	821,353	429,355	814,256	232,788	211,215	68,586	3,670,966	-	3,670,966
Inter-segment	346	6,657	15	1,090	85	2,102	5,995	16,293	(16,293)	-
Total	1,093,756	828,011	429,370	815,347	232,873	213,318	74,582	3,687,259	(16,293)	3,670,966
Operating income	13,553	5,920	12,085	1,128	3,840	1,224	666	38,418	1	38,420

Notes: 1. Method of categorizing lines of business:

As a rule, business operations are categorized according to similarities in manufacturing processes, use, and selling methods.

2. Changes in accounting methods

Nine months ended December 31, 2009 (April 1, 2009 to December 31, 2009)

Change in method of translating material foreign assets or liabilities into Japanese yen

Effective the three months ended June 30, 2009, the Company changed the method by which it translates foreign subsidiaries' revenues and expenses into Japanese yen. The Company previously used the spot rate prevailing on the account closing date but has switched to using the average exchange rate during each respective accounting period. Due to this change, compared with what they would have been under the previous accounting method, net sales for the nine months ended December 31, 2009, in the Metals Division were 973 million yen higher; in the Machinery & Electronics Division, 775 million yen higher; in the Automotive Division, 109 million yen higher; in the Energy & Chemicals Division, 943 million yen higher; in the Produce & Foodstuffs Division, 655 million yen higher; in the Consumer Products, Service & Materials Division, 221 million yen higher; and in the Other Division, 147 million yen higher. By the same comparison, operating income for nine months ended December 31, 2009, in the Metals Division was 5 million yen higher; in the Machinery & Electronics Division, 14 million yen higher; in the Automotive Division, 27 million yen higher; in the Energy & Chemicals Division, 4 million yen higher; in the Produce & Foodstuffs Division, 15 million yen higher; in the Consumer Products, Service & Materials Division, 11 million yen higher; and in the Other Division, 7 million yen lower.

2. Geographic segments

Three months ended December 31, 2009 (October 1, 2009 to December 31, 2009)

Millions of yen

	Japan	Asia and Oceania	North America	Europe and the CIS	Other	Total	Elimination	Consolidation
Net sales								
Outside customers	902,400	290,017	97,193	64,161	37,498	1,391,271	-	1,391,271
Inter-segment	134,937	15,877	20,626	2,187	626	174,255	(174,255)	-
Total	1,037,338	305,895	117,819	66,348	38,124	1,565,527	(174,255)	1,391,271
Operating income	4,318	6,992	3,173	1,167	2,218	17,870	304	18,174

Nine months ended December 31, 2009 (April 1, 2009 to December 31, 2009)

Millions of yen

	Japan	Asia and Oceania	North America	Europe and the CIS	Other	Total	Elimination	Consolidation
Net sales								
Outside customers	2,377,235	736,984	253,533	200,568	102,645	3,670,966	-	3,670,966
Inter-segment	335,229	39,065	71,525	4,523	1,596	451,939	(451,939)	-
Total	2,712,464	776,049	325,058	205,091	104,242	4,122,905	(451,939)	3,670,966
Operating income	6,285	16,111	5,713	3,364	7,237	38,712	(291)	38,420

- Notes:
1. Geographic segmentation is based on geographic proximity.
 2. Major countries or regions except Japan in each category are as follows:
 - (1) Asia and Oceania: China, Taiwan, Singapore, and Thailand
 - (2) North America: U.S.A.
 - (3) Europe and the CIS: U.K., Belgium, and Russia
 - (4) Other: Africa and Central & South America

3. Changes in accounting methods

Nine months ended December 31, 2009 (April 1, 2009 to December 31, 2009)

Change in method of translating material foreign assets or liabilities into Japanese yen

Effective the three months ended June 30, 2009, the Company changed the method by which it translates foreign subsidiaries' revenues and expenses into Japanese yen. The Company previously used the spot rate prevailing on the account closing date, but switched to using the average exchange rate during each respective accounting period. Due to this change, compared with what they would have been under the previous accounting method, net sales for the nine months ended December 31, 2009, in Asia & Oceania were 2,307 million yen higher; in North America, 2,066 million yen higher; in Europe & the CIS, 278 million yen higher; and in the Other geographic segment, 825 million yen lower. By the same comparison, operating income for the nine months ended December 31, 2009, in Asia & Oceania was 65 million yen higher; in North America, 17 million yen lower; in Europe & the CIS, 62 million yen higher; and in the Other geographic segment, 37 million yen lower.

Segment information

1. Overview of reportable segments

The Group's reportable segments are components of the Group about which separate financial information is available. These segments are subject to periodic examinations to enable the Company's board of directors to decide how to allocate resources and assess performance.

The main business of the Group is buying and selling of various goods in Japan and overseas. The Group is also engaged in a wide range of business including manufacturing, processing and selling products, investments, and providing services. The Group's operations are segmented based on product and service categories into six segments, namely Metals, Machinery & Electronics, Automotive, Energy & Chemicals, Produce & Foodstuffs, and Consumer Products, Services & Materials. These segments correspond to the Group's six business divisions. The business of each segment is conducted by the Company's business divisions and affiliates directly supervised by each business division.

The businesses of each division are listed below.

Metals Division

The Metals Division mainly handles ordinary and special steel products, steel construction materials, unwrought nonferrous and precious metals, rolled light-metal products, copper and copper alloy products, scrap iron and scrap nonferrous metals, ferroalloy products, wrought iron, end-of-life vehicle (ELV) recycling and disposable catalyst reclamation, rare earths, and new metals. The division manufactures, processes, sells, and disposes of the products listed above.

Machinery & Electronics Division

The Machinery & Electronics Division mainly handles machine tools, industrial machinery and textile machinery, testing and measuring instruments, environmental equipment, IT devices and equipment, electronic devices and semiconductors, automotive embedded software development, electronic equipment, network integration and support, PCs, PC peripherals and software, component parts for automobile production, industrial vehicles, construction machinery, and Intelligent Transport System (ITS) equipment. The division sells and provides services for the products listed above.

Automotive Division

The Automotive Division mainly handles passenger vehicles, commercial vehicles, light vehicles, two-wheeled vehicles, trucks and buses, and automotive parts. The division sells and provides services for the products listed above.

Energy & Chemicals Division

The Energy & Chemicals Division mainly handles petroleum products and LPG (liquefied petroleum gas), coal, crude oil, petroleum and natural gas products, energy and electric power supply businesses, industrial plants, organic chemicals, fine and inorganic chemicals, highly functional specialty chemicals, fat and oil products, synthetic resins and chemical additives, batteries, and electronic materials. The division processes, manufactures, sells and provides services relevant to the products listed above.

Produce & Foodstuffs Division

The Produce & Foodstuffs Division mainly handles livestock feed, grains, processed foods, food ingredients, agricultural, marine and livestock products, and alcoholic beverages. The division manufactures, processes, sells, and provides services relevant to the products listed above.

Consumer Products, Services & Materials Division

The Consumer Products, Services & Materials Division mainly handles condominiums and commercial buildings, construction materials, housing materials and furniture, textile raw materials, apparel, interior goods, sleepwear products, textile products, textile materials and jewelry, automotive interior parts and materials, packaging materials, paper and pulp, life and health insurance, property and casualty insurance, photocatalysts, seniors-related business products, and securities brokerage services. The division sells and provides services relevant to the products listed above.

2. Reportable segment information

Nine months ended December 31, 2010 (April 1, 2010 to December 31, 2010)

Millions of yen

	Reportable segment							Other *1	Total	Adjustments *2	Amounts on the quarterly consolidated statements of income *3
	Metals	Machinery & Electronics	Automotive	Energy & Chemicals	Produce & Foodstuffs	Consumer Products, Services & Materials	Total				
Net sales											
Outside customers	1,197,778	1,095,925	518,241	925,861	208,809	253,238	4,199,856	6,543	4,206,399	-	4,206,399
Inter-segment	357	4,231	51	978	82	833	6,534	6,737	13,272	(13,272)	-
Total	1,198,136	1,100,157	518,292	926,840	208,892	254,072	4,206,391	13,280	4,219,672	(13,272)	4,206,399
Segment income (loss)	27,952	14,322	17,294	4,382	1,132	6,073	71,157	(1,002)	70,155	5	70,160

Three months ended December 31, 2010 (October 1, 2010 to December 31, 2010)

Millions of yen

	Reportable segment							Other *1	Total	Adjustments *2	Amounts on the quarterly consolidated statements of income *3
	Metals	Machinery & Electronics	Automotive	Energy & Chemicals	Produce & Foodstuffs	Consumer Products, Services & Materials	Total				
Net sales											
Outside customers	411,917	365,354	180,737	355,872	69,332	87,950	1,471,164	1,990	1,473,155	-	1,473,155
Inter-segment	96	1,375	24	340	28	539	2,404	2,278	4,682	(4,682)	-
Total	412,013	366,729	180,761	356,213	69,360	88,490	1,473,569	4,268	1,477,837	(4,682)	1,473,155
Segment income (loss)	9,245	2,735	6,152	2,284	676	2,663	23,757	(580)	23,176	171	23,348

- Notes: 1. "Other" comprises businesses, such as logistics services, that are not included in reportable segments.
2. "Adjustments" represents the amounts of inter-segment transactions.
3. Segment income adjustments are based on operating income reported on the quarterly consolidated statements of income for the corresponding period.

Additional information

Effective the first quarter of the fiscal year ending March 31, 2011, the Company adopted the *Revised Accounting Standard for Disclosures about Segments of an Enterprise and Related Information* (ASBJ Statement No. 17, revised March 27, 2009) and its accompanying *Guidance on the Accounting Standard for Disclosures about Segments of an Enterprise and Related information* (Guidance No. 20, March 21, 2008).

(5) Notes on Significant Changes in Shareholders' Equity

Nine months ended December 31, 2010 (April 1, 2010 to December 31, 2010)

Not applicable

**Outline of Consolidated Results for the Nine Months Ended December 31, 2010
(April 1, 2010 to December 31, 2010)**

1. Operating Results

Billions of yen, except percentages

	Consolidated			
	Nine months ended December 31, 2010	Nine months ended December 31, 2009	Year-on-year change	
			Amount	%
Net sales	4,206.3	3,670.9	535.4	15
Gross profit	249.4	205.6	43.8	21
SG & A expenses	179.2	167.1	12.1	—
Operating income	70.1	38.4	31.7	83
Interest income and expense	(8.0)	(8.3)	0.3	—
Dividend income	8.4	7.8	0.6	—
Equity in the earnings (losses) of unconsolidated subsidiaries and affiliates	10.1	5.1	5.0	—
Other income (losses)	5.3	4.1	1.2	—
Ordinary income	86.1	47.2	38.9	82
Extraordinary income (losses)	(1.4)	(0.4)	(1.0)	—
Income before income taxes and minority interests	84.7	46.7	38.0	81
Income tax expenses	33.3	22.1	11.2	—
Minority interests in earnings of consolidated subsidiaries and affiliates	9.2	5.2	4.0	—
Net income	42.1	19.3	22.8	117

Major year-on-year changes

- Net sales (increase of 535.4 billion yen):
 - Increase in volume handled mainly in the Metals, the Machinery & Electronics, and the Energy & Chemicals segments due to increased automobile production and increases in market prices
- Gross profit (increase of 43.8 billion yen):
 - Increase mainly in the Metals and the Machinery & Electronics segments due to increase in net sales
- SG & A expenses (increase of 12.1 billion yen):
 - Increase due to effect of newly consolidated subsidiaries
- Equity in the earnings of unconsolidated subsidiaries and affiliates (increase of 5.0 billion yen):
 - Increase mainly in unconsolidated subsidiaries and affiliates in the Machinery & Electronics segment
- Other non-operating income (increase of 12.1 billion yen):
 - Mainly due to increase in foreign exchange gains

2. Financial Position

Billions of yen, except percentage and ratio data

	Consolidated			
	As of December 31, 2010	As of March 31, 2010	Change versus March 31, 2010	
			Amount	%
Total assets	2,343.3	2,274.5	68.8	3
Current assets	1,599.2	1,554.3	44.9	3
Investment securities	302.3	293.0	9.3	3
Other fixed assets	441.7	427.1	14.6	3
Net assets	652.4	650.2	2.2	0
Net interest-bearing debt	599.4	563.0	36.4	6
Debt-equity ratio (times)	1.0	1.0	0.0	

Major year-on-year changes

- Current assets (increase of 44.9 billion yen):
 - Increase of 16.1 billion yen in cash and cash equivalents
 - Increase of 25.3 billion yen in trade notes and accounts receivable
 - Decrease of 21.1 billion yen in inventories (transfer to fixed assets of 25.3 billion yen etc.)
- Other fixed assets (increase of 14.6 billion yen):
 - Increase of 32.7 billion yen in property and equipment
 - Decrease of 10.4 billion yen in intangible assets
- Net assets (increase of 2.2 billion yen):
 - Retained earnings: increase of 41.0 billion yen (net income for the nine months ended December 31, 2010 of 42.1 billion yen etc.)
 - Deferred gain (loss) on futures hedges: down by 9.0 billion yen
 - Foreign currency translation adjustments: down by 26.2 billion yen

3. Consolidated Net Sales and Operating Income by Industry Segment

*The first row for each segment indicates net sales, the second indicates operating income.

Billions of yen, except percentages

	Nine months ended December 31, 2010	Nine months ended December 31, 2009	Year-on-year change	
			Amount	%
Metals	1,197.7	1,093.4	104.3	10
	27.9	13.5	14.4	106
Machinery & Electronics	1,095.9	821.3	274.6	33
	14.3	5.9	8.4	142
Automotive	518.2	429.3	88.9	21
	17.2	12.0	5.2	43
Energy & Chemicals	925.8	814.2	111.6	14
	4.3	1.1	3.2	288
Produce & Foodstuffs	208.8	232.7	(23.9)	(10)
	1.1	3.8	(2.7)	(71)
Consumer Products, Services & Materials	253.2	211.2	42.0	20
	6.0	1.2	4.8	396
Total	4,206.3	3,670.9	535.4	15
	70.1	38.4	31.7	83

Major year-on-year changes

- Metals
Net sales and operating income:
Both increased due to increases in automobile production and demand
- Machinery & Electronics
Net sales and operating income:
Both increased due to increases in machinery volume handled, electronic parts volume handled, and overseas automobile production
- Automotive
Net sales and operating income:
Both increased due to increase in automobile export volume handled by Toyota Tsusho Corporation (non-consolidated) and automobile volume handled by overseas automotive sales companies
- Energy & Chemicals
Net sales: Increased due to increase in increases in prices of crude oil and other commodities and increase in volume handled of chemical goods and synthetic resins
Operating income: Increased mainly due to increase in volume of chemical goods and synthetic resins handled
- Produce & Foodstuffs
Net sales and operating income:
Both decreased due to decrease in volume handled of feedstuffs etc.
- Consumer Products, Services & Materials
Net sales: Increased due to increase in automotive materials volume and effect of newly consolidated subsidiaries
Operating income: Increased due to effect of lower-of-cost-or-market accounting for real estate in previous fiscal year

4. Consolidated Financial Results Forecasts for the Year Ending March 31, 2011 (April 1, 2010 to March 31, 2011)

*The first row for each segment indicates net sales, the second indicates operating income.

Billions of yen

	Year ending March 31, 2011 (revised forecast)	Year ended March 31, 2010 (results)	Year-on-year change	
			Amount	%
Net sales	5,500.0	5,102.2	397.8	8
Operating income	88.0	55.5	32.5	58
Ordinary income	98.0	67.3	30.7	45
Net income	48.0	27.3	20.7	76

5. Changes in major indexes

		Nine months ended December 31, 2010	Nine months ended December 31, 2009, or as of March 31, 2010	Fiscal year ending March 31, 2011 (forecast)
Exchange rate (yen / US dollar)	Average during the period	87	94	85
	End of period	81	93* (*At Mar. 31, 2010)	80
Interest rate	Yen TIBOR average	0.37%	0.55%	0.40%
	US dollar LIBOR average	0.37%	0.50%	0.40%
Hot-rolled steel (yen / ton)		84,000	87,000	82,000
Dubai oil (US dollars / bbl)		79	67	76
Australian thermal coal (US dollars / ton)		100	72	95
Corn futures (cents / bushel)		446	373	440

For reference:

Consolidated Balance Sheets

Billions of yen

	As of December 31, 2010	As of March 31, 2010	Change versus March 31, 2010
Assets			
Current assets:			
Cash and cash equivalents	186.8	170.7	16.1
Trade notes and accounts receivable	911.7	886.4	25.3
Inventories	364.9	386.0	(21.1)
Other current assets	141.4	115.7	25.7
Less: allowance for doubtful receivables	(5.7)	(4.5)	(1.2)
Total current assets	1,599.2	1,554.3	44.9
Fixed assets:			
Property and equipment	271.6	238.9	32.7
Intangible assets:			
Goodwill	78.7	90.2	(11.5)
Other	20.2	19.2	1.0
Total intangible assets	99.0	109.4	(10.4)
Investments and other assets:			
Investment securities	302.3	293.0	9.3
Other	91.6	99.6	(8.0)
Less: allowance for doubtful receivables	(20.6)	(20.8)	0.2
Total investments and other assets	373.3	371.8	1.5
Total fixed assets	744.1	720.2	23.9
Total assets	2,343.3	2,274.5	68.8

Billions of yen

	As of December 31, 2010	As of March 31, 2010	Change versus March 31, 2010
Liabilities			
Current liabilities:			
Trade notes and accounts payable	697.4	681.4	16.0
Short-term debt	281.7	257.9	23.8
Income taxes payable	11.2	11.7	(0.5)
Allowances	0.6	0.7	(0.1)
Other current liabilities	244.8	182.9	61.9
<i>Of which, interest-bearing debt</i>	<i>83.6</i>	<i>23.6</i>	<i>60.0</i>
Total current liabilities	1,235.9	1,134.8	101.1
Long-term liabilities:			
Bonds payable, less current portion	65.0	95.0	(30.0)
Long-term debt	342.1	342.1	0.0
Allowances	20.2	21.2	(1.0)
Other long-term liabilities	27.5	31.0	(3.5)
<i>Of which, interest-bearing debt</i>	<i>13.6</i>	<i>14.9</i>	<i>(1.3)</i>
Total long-term liabilities	455.0	489.4	(34.4)
Total liabilities	1,690.9	1,624.3	66.6
Net assets			
Shareholders' equity:			
Common stock	64.9	64.9	—
Capital surplus	154.3	154.3	—
Retained earnings	427.0	386.0	41.0
Treasury stock	(7.4)	(7.1)	(0.3)
Total shareholders' equity	638.9	598.2	40.7
Valuation and translation adjustments:			
Net unrealized gains on available-for-sale securities, net of taxes	13.4	21.1	(7.7)
Deferred gain (loss) on futures hedge	(3.1)	5.9	(9.0)
Foreign currency translation adjustments	(66.3)	(40.1)	(26.2)
Total valuation and translation adjustments	(56.1)	(13.1)	(43.0)
Stock warrants	1.2	1.3	(0.1)
Minority interests	68.3	63.7	4.6
Total net assets	652.4	650.2	2.2
Total liabilities and net assets	2,343.3	2,274.5	68.8