

Toyota Tsusho Corporation
Financial Highlights
for the Six Months Ended September 30, 2022
[IFRS basis] (Consolidated)

October 28, 2022

Listings	Tokyo Stock Exchange (Prime), Nagoya Stock Exchange (Premier)	
Security code	8015	
URL	https://www.toyota-tsusho.com/english/	
Representative	Ichiro Kashitani, President & CEO	
Contact	Tutomu Sato	
Telephone	General manager, Accounting Department	
	+81 52-584-5482	
Scheduled dates:		
Submission of quarterly securities report	November 11, 2022	
Dividend payout	November 25, 2022	
Supplementary materials to the quarterly results	Yes	
Quarterly financial results briefings	Yes (targeted at institutional investors and analysts)	

(Amounts rounded down to the nearest million yen)

1. Consolidated Financial Results for the Six Months Ended September 30, 2022 (April 1, 2022 to September 30, 2022)

(1) Operating Results

(Percentage figures represent year-on-year changes)

	Revenue		Operating profit		Profit 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	%
Six Months ended Sept. 30, 2022	4,907,747	31.1	207,983	39.2	232,035	31.3	170,830	21.6	151,280	18.6	306,094	111.6
Sept. 30, 2021	3,744,666	37.0	149,417	107.5	176,755	138.0	140,521	184.0	127,573	206.0	144,654	60.5

	Basic earnings per share	Diluted earnings per share
Six Months ended	yen	yen
Sept. 30, 2022	429.95	—
Sept. 30, 2021	362.59	—

Note: “Basic earnings per share” is 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	%
September 30, 2022	6,694,263	2,017,298	1,858,627	27.8
March 31, 2022	6,143,125	1,942,860	1,735,011	28.2

2. Dividends

Record date or period	Dividend per share				
	End-first quarter	End-second quarter	End-third quarter	Fiscal year-end	Annual total
	yen	yen	yen	yen	yen
Year ended March 31, 2022	—	70.00	—	90.00	160.00
Year ending March 31, 2023	—	96.00			
Year ending March 31, 2023 (forecast)			—	96.00	192.00

Note: Dividend forecasts have been revised since the last release.

For more details on the revision to dividend forecasts, please refer to the “Notice concerning Revision of Consolidated Earnings Forecast, Interim Dividend, and Revision of Year-End Dividend for the fiscal year ending March 31, 2023” released

today (October 28, 2022).

3. Forecast of Consolidated Earnings for the Fiscal Year Ending March 31, 2023 (April 1, 2022 to March 31, 2023)

(Percentage figures represent year-on-year changes)

	Profit attributable to owners of the parent		Basic earnings per share
	million yen	%	yen
Full year	270,000	21.5	767.36

Note: Earnings forecasts have been revised since the last release.

For more details on the revision to consolidated earnings forecasts, please refer to the “Notice concerning Revision of Consolidated Earnings Forecast, Interim Dividend, and Revision of Year-End Dividend for the fiscal year ending March 31, 2023” released today (October 28, 2022).

*Notes

- (1) Changes affecting the consolidation status of significant subsidiaries (changes in specified subsidiary resulting in change in scope of consolidations) during the period: None
- (2) Changes in accounting policy and changes in accounting estimates:
 - 1) Changes in accounting policy required by IFRS: None
 - 2) Changes other than the above 1): None
 - 3) Changes in accounting estimates: None
- (3) Number of issued shares (common stock)
 - 1) Number of issued shares at end of period (Treasury shares included):
 - September 30, 2022: 354,056,516 shares
 - March 31, 2022: 354,056,516 shares
 - 2) Number of shares held in treasury at end of period:
 - September 30, 2022: 2,190,751 shares
 - March 31, 2022: 2,210,755 shares
 - 3) Average Number of shares outstanding during the period:
 - Six Months ended September 30, 2022: 351,854,642 shares
 - Six Months ended September 30, 2021: 351,842,029 shares

*Quarterly review status

This report is exempt from the quarterly review by certified public accountant or audit firm.

*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 is scheduled to hold a quarterly earnings briefing for institutional investors and analysts on Tuesday, November 1, 2022. The presentation materials for the earnings briefing will be posted on its website promptly following the earnings announcement.

*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.

1. Consolidated Results of Operations

(1) Overview of Operating Performance

1) Business Environment

In the first six months of the fiscal year (April 1, 2022 – September 30, 2022), due to the prolongation of the war in Ukraine, commodity prices surged higher, global inflation ran rampant, and the recovery of the global economy was hobbled. In addition, concerns of slowing economic growth were heightened by the impacts of China upholding its zero-COVID-19 policy and global monetary tightening, among other factors.

In the U.S. economy, business sentiment improved on the back of favorable employment and income conditions, as well as firm consumer spending, mainly as a result of wage hikes designed to boost employee retention. On the other hand, the impacts of rising inflation and the continuation of aggressive policy interest rate hikes cast an increasingly darker shadow over the outlook for the future. Meanwhile, the European economy was impacted by the war in Ukraine and skyrocketing energy costs drove commodity prices higher, stoking fears of an economic recession. The recovery of the Chinese economy was weighed down primarily by lockdowns in some cities and sluggish property sales caused by a resurgence in COVID-19 infections, even though consumer spending and industrial production picked up again after Shanghai's city-wide lockdown was lifted. In emerging market economies, business sentiment improved on the resumption of economic activity and the easing of supply constraints, which were the main factors behind a rebound in manufacturing and consumer spending.

In this environment, even though manufacturing sector activity improved and consumer spending started recovering by virtue of economic normalization and the easing of supply constraints, the pace of recovery in the Japanese economy slowed because of the downward pressure exerted by the yen's sharp depreciation and rising commodity prices. Furthermore, the prolonged war in Ukraine and fears of an economic recession overseas, among other factors, meant the future outlook grew increasingly uncertain.

2) Business Activities by Segment

(I) Metals

Toyota Tsusho Material Incorporated concluded a partnership agreement with Fukuoka Toyota Corporation, Toyota Motor Kyushu, Inc., and Aioi Nissay Dowa Insurance Co., Ltd. for the purpose of enhancing disaster response capabilities in regional areas with the use of Re-Q, a power supply kit for hybrid vehicles. The partnership is supported by the Fukuoka prefectural cities of Miyawaka, Kurume, and Miyama, along with the town of Hirokawa. A network will be established so that each municipality can offer assistance to each other with the use of vehicles equipped with Re-Q. The partnership will aim to further expand this network in the future.

(II) Global Parts & Logistics

With the aim of achieving a car-to-car circular economy, in April 2023 we plan to launch a business in Vietnam for the recycling of nylon scraps produced during the manufacturing of airbags. We will look to collaborate with Toyota Group companies in Vietnam and develop a business that lowers CO₂ emissions and contributes to low-carbon airbag manufacturing by establishing recycling processes.

(III) Automotive

With the objective of increasing vaccination rates in developing countries by improving vaccine transportation, in August 2022, ahead of the 8th Tokyo International Conference on African Development (TICAD 8), we donated a refrigerated vaccine transportation vehicle to the Ministry of Health in the Republic of Tunisia. The vehicle has been accredited with the World Health Organization's medical equipment PQS (Performance, Quality and Safety) certification. In this way, we hope to contribute to improving global health by supplying refrigerated vaccine transportation vehicles.

(IV) Machinery, Energy & Projects

In order to further expand our renewable energy business, in August 2022 we acquired the remaining 40% of the shares of Eurus Energy Holdings Corporation from Tokyo Electric Power Company Holdings, Inc., thereby making it a wholly owned subsidiary. By pushing ahead with carbon neutrality initiatives, we seek to contribute to the transition to a carbon-free society.

(V) Chemicals & Electronics

In order to create businesses in, and expand markets for, conversational AI products, we decided to jointly develop a conversational AI system with emotivE Inc., a one-stop provider of communication AI planning, development, and services. Through this joint development initiative, we will aim to create businesses and expand markets, and we will also seek to help bring about Society 5.0 mainly by solving social issues facing the senior generation, and developing the smart home market and mobility technologies.

(VI) Food & Consumer Services

With the aim of providing high-quality medical treatment-related services, such as linen supply, to hospitals in India, we started making preparations to establish Valabhi Hospital Services Private Limited, a joint venture with Tokai Corporation. By establishing a new linen supply business model and providing high-quality medical treatment-related services to India's hospital market, we hope to provide safer medical care that offers greater peace of mind and to contribute to the advancement of regional healthcare.

(VII) Africa

At the 8th Tokyo International Conference on African Development (TICAD 8), we further strengthened our relationships with governments and partner companies by meeting with the leaders and cabinet ministers of the major African nations, and signed a total of 25 memoranda of understanding (MOU). With the Republic of Tunisia, the host nation of TICAD 8, we concluded a comprehensive MOU on strategic collaboration to conduct studies on desalination with the use of renewable energy. Going forward, we intend to do more than just solve social issues in Africa by pursuing future-oriented businesses that create value.

3) Operating Results

The Toyota Tsusho Group's consolidated revenue for the six months ended September 30, 2022 increased 1,163.1 billion yen (31.1%) year on year to 4,907.7 billion yen due to growth in automotive sales volume, increases in metal market prices, and rising electricity prices in Europe.

Consolidated operating profit increased 58.5 billion yen (39.2%) year on year to 207.9 billion yen due to an increase in gross profit, which offset higher selling, general and administrative expenses. Profit for the period (attributable to owners of the parent) increased 23.7 billion yen (18.6%) year on year to 151.2 billion yen, largely due to an increase in operating profit as well as increases in the share of profit (loss) of investments accounted for using the equity method, despite the impact of a year-earlier one-time gain.

Segment Information

(I) Metals

Profit for the period (attributable to owners of the parent) increased 0.9 billion yen (2.0%) year on year to 45.3 billion yen, largely due to higher market prices and an increase in trading volume of automobile production-related products in Asia/Oceania, despite the impact of a year-earlier one-time gain.

(II) Global Parts & Logistics

Profit for the period (attributable to owners of the parent) increased 3.6 billion yen (28.3%) year on year to 16.3 billion yen, largely due to an increase in trading volume of automotive parts in North America and Asia/Oceania.

(III) Automotive

Profit for the period (attributable to owners of the parent) increased 10.6 billion yen (84.7%) year on year to 23.1 billion yen, largely due to an increase in sales volume handled by overseas automotive dealerships mainly in Asia/Oceania.

(IV) Machinery, Energy & Projects

Profit for the period (attributable to owners of the parent) increased 1.4 billion yen (7.7%) year on year to 19.4 billion yen, largely due to rising electricity prices in Europe, despite the impact of a year-earlier one-time gain.

(V) Chemicals & Electronics

Profit for the period (attributable to owners of the parent) increased 3.2 billion yen (14.5%) year on year to 25.3 billion yen, largely due to an increase in trading volume in the electronics business and higher market prices in the chemical business.

(VI) Food & Consumer Services

Profit for the period (attributable to owners of the parent) decreased 2.1 billion yen (42.9%) year on year to 2.8 billion yen, largely due to higher transportation costs in the South American food business.

(VII) Africa

Profit for the period (attributable to owners of the parent) increased 6.4 billion yen (46.2%) year on year to 20.3 billion yen, largely due to an increase in sales volume handled by automotive dealerships.

(2) Consolidated Financial Condition

At September 30, 2022, consolidated assets totaled 6,694.2 billion yen, a 551.1 billion yen increase from March 31, 2022. The increase is attributable in part to a 200.7 billion yen increase in inventories, a 90.4 billion yen increase in

property, plant and equipment, a 72.2 billion yen increase in cash and cash equivalents, and a 71.3 billion yen increase in trade and other receivables. Consolidated equity at September 30, 2022 totaled 2,017.2 billion yen, a 74.4 billion yen increase from March 31, 2022. The increase is attributable in part to a 120.4 billion yen increase in retained earnings accruing from consolidated profit for the period (attributable to owners of the parent).

(3) Outlook for Fiscal Year Ending March 31, 2023

The consolidated earnings forecast issued on April 28, 2022 has been revised in light of performance in the first six months of the fiscal year (April 1, 2022 – September 30, 2022) and the future outlook. The forecast figure for profit attributable to owners of the parent (210 billion yen) has been revised upward by 60 billion yen (28.6%) to 270 billion yen.

2. Consolidated Financial Statements

(1) Consolidated Statements of Financial Position

(Unit: Millions of yen)

	As of March 31, 2022	As of September 30, 2022
Assets		
Current assets		
Cash and cash equivalents	653,013	725,280
Trade and other receivables	1,797,084	1,861,901
Other financial assets	154,700	176,053
Inventories	1,161,022	1,361,714
Other current assets	188,289	221,515
Subtotal	3,954,111	4,346,464
Assets held for sale	4,276	—
Total current assets	3,958,387	4,346,464
Non-current assets		
Investments accounted for using the equity method	273,993	310,434
Other investments	622,537	614,736
Trade and other receivables	40,195	46,673
Other financial assets	37,213	59,000
Property, plant and equipment	941,880	1,032,242
Intangible assets	182,155	189,598
Investment property	18,854	18,805
Deferred tax assets	27,073	33,425
Other non-current assets	40,833	42,881
Total non-current assets	2,184,737	2,347,799
Total assets	6,143,125	6,694,263

(Unit: Millions of yen)

	As of March 31, 2022	As of September 30, 2022
Liabilities and equity		
Liabilities		
Current liabilities:		
Trade and other payables	1,704,376	1,714,856
Bonds and borrowings	740,936	1,075,383
Other financial liabilities	69,504	76,770
Income taxes payable	31,551	48,577
Provisions	6,831	7,111
Other current liabilities	173,082	204,680
Total current liabilities	2,726,283	3,127,379
Non-current liabilities:		
Bonds and borrowings	1,115,728	1,172,144
Trade and other payables	86,088	92,932
Other financial liabilities	16,784	10,984
Retirement benefits liabilities	44,361	44,855
Provisions	46,810	49,515
Deferred tax liabilities	113,279	116,966
Other non-current liabilities	50,928	62,186
Total non-current liabilities	1,473,981	1,549,585
Total liabilities	4,200,265	4,676,965
Equity		
Share capital	64,936	64,936
Capital surplus	156,047	43,270
Treasury shares	(3,769)	(3,740)
Other components of equity	217,444	333,427
Retained earnings	1,300,352	1,420,732
Total equity attributable to owners of the parent	1,735,011	1,858,627
Non-controlling interests	207,848	158,671
Total equity	1,942,860	2,017,298
Total liabilities and equity	6,143,125	6,694,263

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

Consolidated Statements of Profit or Loss

(Unit: Millions of yen)

	Six Months ended September 30, 2021	Six Months ended September 30, 2022
Revenue		
Sales of goods	3,668,353	4,812,830
Sales of services and others	76,312	94,917
Total revenue	3,744,666	4,907,747
Cost of sales	(3,381,196)	(4,424,312)
Gross profit	363,470	483,434
Selling, general and administrative expenses	(213,738)	(253,758)
Other income (expenses)		
Gain (loss) on sale and disposals of non-current assets, net	(47)	391
Impairment losses on non-current assets	—	(4)
Other, net	(266)	(22,079)
Total other income (expenses)	(313)	(21,692)
Operating profit	149,417	207,983
Finance income (costs)		
Interest income	4,034	8,391
Interest expenses	(12,400)	(19,341)
Dividend income	10,504	14,450
Other, net	13,429	900
Total finance income (costs)	15,567	4,400
Share of profit (loss) of investments accounted for using the equity method	11,769	19,652
Profit before income taxes	176,755	232,035
Income tax expense	(36,234)	(61,204)
Profit for the period	140,521	170,830
Profit for the period attributable to:		
Owners of the parent	127,573	151,280
Non-controlling interests	12,947	19,550
Earnings per share attributable to owners of the parent		
Basic earnings per share (yen)	362.59	429.95
Diluted earnings per share (yen)	—	—

Consolidated Statements of Comprehensive Income

(Unit: Millions of yen)

	Six Months ended September 30, 2021	Six Months ended September 30, 2022
Profit for the period	140,521	170,830
Other comprehensive income		
Items that will not be reclassified to profit or loss:		
Remeasurements of defined benefit pension plans	232	1,044
Financial assets measured at fair value through other comprehensive income	(22,684)	(5,389)
Share of other comprehensive income of investments accounted for using the equity method	985	(723)
Items that may be reclassified to profit or loss:		
Cash flow hedges	5,903	10,988
Exchange differences on translation of foreign operations	14,214	114,777
Share of other comprehensive income of investments accounted for using the equity method	5,481	14,566
Other comprehensive income for the period, net of tax	4,133	135,263
Total comprehensive income for the period	144,654	306,094
Total comprehensive income for the period attributable to:		
Owners of the parent	130,330	268,049
Non-controlling interests	14,323	38,044

(3) Consolidated Statement of Changes in Equity

Six Months ended September 30, 2021 (April 1, 2021 to September, 2021)

(Unit: Millions of yen)

	Total equity attributable to owners of the parent							
	Share capital	Capital surplus	Treasury shares	Other components of equity				Total
				Remeasurements of defined benefit pension plans	Financial assets measured at FVTOCI*	Cash flow hedges	Exchange differences on translation of foreign operations	
Balance at the beginning of the period	64,936	147,128	(3,760)	—	291,447	(3,283)	(152,137)	136,026
Profit for the period								
Other comprehensive income								
Remeasurements of defined benefit pension plans				388				388
Financial assets measured at FVTOCI*					(21,922)			(21,922)
Cash flow hedges						6,632		6,632
Exchange differences on translation of foreign operations							17,658	17,658
Total comprehensive income for the period	—	—	—	388	(21,922)	6,632	17,658	2,756
Dividends								
Acquisition (disposal) of treasury shares		51	5					
Acquisition (disposal) of non-controlling interests		8,339						
Reclassification to retained earnings				(388)	1,527			1,139
Other								
Total transactions with owners	—	8,391	5	(388)	1,527	—	—	1,139
Balance at the end of the period	64,936	155,519	(3,754)	—	271,053	3,348	(134,479)	139,922

	Total equity attributable to owners of the parent		Non-controlling interests	Total equity
	Retained earnings	Total		
Balance at the beginning of the period	1,125,326	1,469,657	188,358	1,658,015
Profit for the period	127,573	127,573	12,947	140,521
Other comprehensive income				
Remeasurements of defined benefit pension plans		388	0	388
Financial assets measured at FVTOCI*		(21,922)	66	(21,855)
Cash flow hedges		6,632	(68)	6,563
Exchange differences on translation of foreign operations		17,658	1,378	19,036
Total comprehensive income for the period	127,573	130,330	14,323	144,654
Dividends	(21,827)	(21,827)	(11,126)	(32,953)
Acquisition (disposal) of treasury shares		57		57
Acquisition (disposal) of non-controlling interests		8,339	(7,380)	959
Reclassification to retained earnings	(1,139)	—		—
Other	(79)	(79)	55	(23)
Total transactions with owners	(23,046)	(13,510)	(18,450)	(31,960)
Balance at the end of the period	1,229,854	1,586,477	184,231	1,770,709

* "Financial assets measured at FVTOCI" represents "Financial assets measured at fair Value through Other Comprehensive Income."

Six Months Ended September 30, 2022 (April 1, 2022 to September 30, 2022)

(Unit: Millions of yen)

	Total equity attributable to owners of the parent							
	Share capital	Capital surplus	Treasury shares	Other components of equity				Total
				Remeasurements of defined benefit pension plans	Financial assets measured at FVTOCI*	Cash flow hedges	Exchange differences on translation of foreign operations	
Balance at the beginning of the period	64,936	156,047	(3,769)	—	280,549	2,084	(65,190)	217,444
Profit for the period								
Other comprehensive income								
Remeasurements of defined benefit pension plans				1,009				1,009
Financial assets measured at FVTOCI*					(5,670)			(5,670)
Cash flow hedges						9,220		9,220
Exchange differences on translation of foreign operations							112,210	112,210
Total comprehensive income for the period	—	—	—	1,009	(5,670)	9,220	112,210	116,769
Dividends								
Acquisition (disposal) of treasury shares		55	29					
Acquisition (disposal) of non-controlling interests		(112,832)						
Reclassification to retained earnings				(1,009)	223			(785)
Other								
Total transactions with owners	—	(112,777)	29	(1,009)	223	—	—	(785)
Balance at the end of the period	64,936	43,270	(3,740)	—	275,102	11,305	47,020	333,427

	Total equity attributable to owners of the parent		Non-controlling interests	Total equity
	Retained earnings	Total		
Balance at the beginning of the period	1,300,352	1,735,011	207,848	1,942,860
Profit for the period	151,280	151,280	19,550	170,830
Other comprehensive income				
Remeasurements of defined benefit pension plans		1,009	(4)	1,004
Financial assets measured at FVTOCI*		(5,670)	(403)	(6,073)
Cash flow hedges		9,220	3,519	12,740
Exchange differences on translation of foreign operations		112,210	15,382	127,592
Total comprehensive income for the period	151,280	268,049	38,044	306,094
Dividends	(31,685)	(31,685)	(15,151)	(46,836)
Acquisition (disposal) of treasury shares		84		84
Acquisition (disposal) of non-controlling interests		(112,832)	(71,755)	(184,587)
Reclassification to retained earnings	785	—		—
Other			(315)	(315)
Total transactions with owners	(30,900)	(144,433)	(87,221)	(231,655)
Balance at the end of the period	1,420,732	1,858,627	158,671	2,017,298

* “Financial assets measured at FVTOCI” represents “Financial assets measured at fair Value through Other Comprehensive Income.”

(4) Consolidated Statements of Cash Flows

(Unit: Millions of yen)

	Six Months ended September 30, 2021	Six Months ended September 30, 2022
Cash flows from operating activities		
Profit before income taxes	176,755	232,035
Depreciation and amortization	53,285	63,714
Impairment losses on non-current assets	—	4
Finance costs (income)	(15,567)	(4,400)
Share of (profit) loss of investments accounted for using the equity method	(11,769)	(19,652)
(Gain) loss on sale and disposals of non-current assets, net	47	(391)
(Increase) decrease in trade and other receivables	(4,999)	28,764
(Increase) decrease in inventories	(170,400)	(109,049)
Increase (decrease) in trade and other payables	73,062	(79,192)
Other	(34,158)	6,154
Subtotal	66,254	117,987
Interest received	3,691	7,706
Dividends received	23,137	31,908
Interest paid	(12,495)	(18,486)
Income taxes paid	(48,743)	(60,367)
Net cash provided by operating activities	31,843	78,747
Cash flows from investing activities		
(Increase) decrease in time deposits	5,366	7,258
Purchase of property, plant and equipment	(78,576)	(70,748)
Proceeds from sale of property, plant and equipment	4,594	5,761
Purchase of intangible assets	(19,047)	(9,400)
Proceeds from sale of intangible assets	164	18
Purchase of investment property	(383)	(14)
Purchase of investments	(13,006)	(5,636)
Proceeds from sale of investments	1,959	6,789
Proceeds from (payment for) acquisition of subsidiary	(609)	(6,055)
Proceeds from (payment for) sale of subsidiary	92	1,752
Payments of loans receivable	(2,025)	(3,754)
Collection of loans receivable	2,214	2,745
Subsidy income	9,150	8,889
Other	(397)	287
Net cash used in investing activities	(90,502)	(62,106)

(Unit: Millions of yen)

	Six Months ended September 30, 2021	Six Months ended September 30, 2022
Cash flows from financing activities		
Net increase (decrease) in short-term borrowings	18,417	278,932
Proceeds from long-term borrowings	59,785	78,840
Repayment of long-term borrowings	(47,944)	(101,909)
Proceeds from issuance of bonds	10,000	—
Purchase of treasury shares	(16)	(9)
Dividends paid	(21,827)	(31,685)
Dividends paid to non-controlling interests	(11,126)	(15,151)
Proceeds from non-controlling interests	896	177
Payments for acquisition of subsidiaries' interest from non-controlling interests	(449)	(185,000)
Proceeds from sale of subsidiaries' interest to non-controlling interests	3	—
Other	(13,477)	(15,060)
Net cash provided by (used in) financing activities	(5,738)	9,133
Net increase (decrease) in cash and cash equivalents	(64,397)	25,774
Cash and cash equivalents at the beginning of the year	677,478	653,013
Effect of exchange rate changes on cash and cash equivalents	3,582	46,491
Cash and cash equivalents at the end of the period	616,663	725,280

(5) Notes on the Consolidated Financial Statements

(Notes on the Going-concern Assumption)

Not applicable

(Segment Information)

Revenue, Profit/loss and Assets by Reportable Segment

Six Months ended September 30, 2021 (April 1, 2021 to September 30, 2021)

	Reportable segment					
	Metals	Global Parts & Logistics	Automotive	Machinery, Energy & Project	Chemicals & Electronics	Food & Consumer Services
Revenue						
External	965,963	427,434	316,836	338,811	894,327	253,954
Inter-segment	1,409	14,467	715	1,220	2,018	260
Total	967,372	441,901	317,552	340,032	896,345	254,214
Gross profit	62,916	38,720	43,551	35,849	64,980	24,518
Profit (loss) for the period attributable to owners of the parent	44,464	12,760	12,551	18,014	22,168	4,921
Segment assets	1,135,114	502,287	311,044	860,065	842,412	329,749

	Reportable segment		Other *1	Adjustments *2	Consolidated
	Africa	Total			
Revenue					
External	544,949	3,742,277	2,389	—	3,744,666
Inter-segment	57	20,149	1,741	(21,891)	—
Total	545,007	3,762,427	4,131	(21,891)	3,744,666
Gross profit	94,741	365,279	(278)	(1,530)	363,470
Profit (loss) for the period attributable to owners of the parent	13,952	128,833	(1,308)	48	127,573
Segment assets	622,955	4,603,629	1,114,842	(288,177)	5,430,295

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.
4. External revenue of the Africa segment comprises revenues from contracts with customers mainly in the automotive business (distribution and sales of vehicles and industrial machinery, and other related activities), followed by the healthcare business (manufacturing and wholesaling of pharmaceuticals, and other related activities).

Six Months Ended September 30, 2022 (April 1, 2022 to September 30, 2022)

(Unit: Millions of yen)

	Reportable segment					
	Metals	Global Parts & Logistics	Automotive	Machinery, Energy & Project	Chemicals & Electronics	Food & Consumer Services
Revenue						
External	1,359,077	573,714	401,610	409,707	1,058,290	445,675
Inter-segment	2,208	15,516	2,880	2,568	2,854	241
Total	1,361,286	589,230	404,490	412,276	1,061,144	445,916
Gross profit	90,038	51,189	64,505	50,279	82,972	24,584
Profit for the period attributable to owners of the parent	45,352	16,376	23,188	19,404	25,388	2,810
Segment assets	1,536,224	640,571	428,526	989,373	1,000,808	420,562

	Reportable segment		Other *1	Adjustments *2	Consolidated
	Africa	Total			
Revenue					
External	657,205	4,905,281	2,465	—	4,907,747
Inter-segment	32	26,302	1,713	(28,015)	—
Total	657,238	4,931,583	4,179	(28,015)	4,907,747
Gross profit	122,680	486,250	(213)	(2,602)	483,434
Profit for the period attributable to owners of the parent	20,397	152,918	(1,212)	(425)	151,280
Segment assets	867,251	5,883,317	1,214,557	(403,611)	6,694,263

- 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.
 4. External revenue of the Africa segment comprises revenues from contracts with customers mainly in the automotive business (distribution and sales of vehicles and industrial machinery, and other related activities), followed by the healthcare business (manufacturing and wholesaling of pharmaceuticals, and other related activities).

Outline of Consolidated Results for the Six Months ended September 30, 2022 (IFRS)

(For reference)

Quarterly changes	1Q	2Q
Gross profit	239.0	244.3
Operating profit	102.3	105.6
Profit attributable to owners of the parent	74.8	76.4

October 28, 2022
Toyota Tsusho Corporation
(Unit: Billion yen)

Consolidated Operating Results	Six Months ended September 30, 2021	Six Months ended September 30, 2022	Year-on-year change	
			Amount	%
Revenue	3,744.6	4,907.7	1,163.1	31.1%
Gross profit	363.4	483.4	120.0	33.0%
SG&A expenses	(213.7)	(253.7)	(40.0)	—
Other income (expenses)	(0.3)	(21.6)	(21.3)	—
Operating profit	149.4	207.9	58.5	39.2%
Interest income (expenses)	(8.3)	(10.9)	(2.6)	—
Dividend income	10.5	14.4	3.9	—
Other finance income (costs)	13.4	0.9	(12.5)	—
Share of profit (loss) of investments accounted for using the equity method	11.7	19.6	7.9	—
Profit before income taxes	176.7	232.0	55.3	31.3%
Income tax expense	(36.2)	(61.2)	(25.0)	—
Profit for the period	140.5	170.8	30.3	21.6%
Profit attributable to owners of the parent	127.5	151.2	23.7	18.6%
Total comprehensive income (attributable to owners of the parent)	130.3	268.0	137.7	105.7%

Main factors behind year-on-year changes
【Gross profit】 +120.0 billion yen Increased largely due to growth in automotive sales volume, increases in metal market prices, and rising electricity prices in Europe.
【Operating profit】 +58.5 billion yen Increased largely due to an increase in gross profit, which offset higher selling, general and administrative expenses.
【Profit attributable to owners of the parent】 +23.7 billion yen Increased largely due to an increase in operating profit as well as increases in the share of profit (loss) of investments accounted for using the equity method, despite the impact of a year-earlier one-time gain.

Consolidated Financial Position	As of March 31, 2022	As of September 30, 2022	Change over the end of the previous fiscal year	
			Amount	%
Total assets	6,143.1	6,694.2	551.1	9.0%
(Current assets)	3,958.3	4,346.4	388.1	9.8%
(Non-current assets)	2,184.7	2,347.7	163.0	7.5%
Total equity	1,942.8	2,017.2	74.4	3.8%
Net interest-bearing debt	1,238.2	1,560.6	322.4	26.0%
Debt-equity ratio (times)	0.7	0.8	0.1	

Main factors behind year-on-year changes
【Current assets】 +388.1 billion yen · Inventories +200.7 billion yen · Cash and cash equivalents +72.2 billion yen · Trade and other receivables +64.9 billion yen
【Non-current assets】 +163.0 billion yen · Property, plant and equipment +90.4 billion yen · Investments accounted for using the equity method +36.5 billion yen · Other financial assets +21.8 billion yen
【Total equity】 +74.4 billion yen · Retained earnings +120.4 billion yen · Exchange differences on translation of foreign operations +112.1 billion yen · Capital surplus -112.8 billion yen · Non-controlling interests -49.2 billion yen

Consolidated Cash Flow Position	Six Months ended Sept. 30, 2021	Six Months ended Sept. 30, 2022	Year-on-year change
1. Cash flows from operating activities	31.8	78.7	46.9
2. Cash flows from investing activities	(90.5)	(62.1)	28.4
1-2: Free cash flow	(58.7)	16.6	75.3
Cash flows from financing activities	(5.7)	9.1	14.8

Main factors behind year-on-year changes
【Cash flows from operating activities】 Profit before income taxes and increase in working capital
【Cash flows from investing activities】 Purchase of property, plant and equipment

Divisions	Six Months ended September 30, 2021	Six Months ended September 30, 2022	Year-on-year change	
			Amount	%
Metals	62.9	90.0	27.1	43.1%
Global Parts & Logistics	38.7	51.1	12.4	32.2%
Automotive	43.5	64.5	21.0	48.1%
Machinery, Energy & Project	35.8	50.2	14.4	40.3%
Chemicals & Electronics	64.9	82.9	18.0	27.7%
Food & Consumer Services	24.5	24.5	0.0	0.3%
Africa	94.7	122.6	27.9	29.5%
Total	363.4	483.4	120.0	33.0%

Main factors behind year-on-year changes in profit attributable to owners of parent
Increased largely due to higher market prices and an increase in trading volume of automobile production-related products in Asia/Oceania, despite the impact of a year-earlier one-time gain.
Increased largely due to an increase in trading volume of automotive parts in North America and Asia/Oceania.
Increased largely due to an increase in sales volume handled by overseas automotive dealerships mainly in Asia/Oceania.
Increased largely due to rising electricity prices in Europe, despite the impact of a year-earlier one-time gain.
Increased largely due to an increase in trading volume in the electronics business and higher market prices in the chemicals business.
Decreased largely due to higher transportation costs in the South American food business.
Increased largely due to an increase in sales volume handled by automotive dealerships.

Consolidated Financial Results Forecasts	Year ended Mar. 31, 2022 (results)	Year ending Mar. 31, 2023 (revised forecast)	Year-on-year change		(reference) Previous forecast for year ending Mar. 31, 2023 (released on Apr. 28)	
			Amount	%		
D i v i s i o n s	Metals	133.1	155.0	21.9	16.4%	125.0
	Global Parts & Logistics	81.4	105.0	23.6	28.9%	90.0
	Automotive	96.5	125.0	28.5	29.4%	102.0
	Machinery, Energy & Project	72.6	105.0	32.4	44.6%	92.0
	Chemicals & Electronics	133.8	160.0	26.2	19.5%	136.0
	Food & Consumer Services	47.2	50.0	2.8	5.9%	48.0
	Africa	198.4	240.0	41.6	20.9%	209.0
	Gross profit	759.2	940.0	180.8	23.8%	800.0
	Operating profit	294.1	380.0	85.9	29.2%	310.0
	Profit before income taxes	330.1	410.0	79.9	24.2%	330.0
C o r p o r a t e	Profit	248.6	310.0	61.4	24.7%	237.0
	Profit attributable to owners of the parent	222.2	270.0	47.8	21.5%	210.0

Dividend Per Share	Year ended March 31, 2022	(Previous forecast) Year ending March 31, 2023	(Revised forecast) Year ending March 31, 2023
Full year	160 yen	162 yen	192 yen (forecast)
Payout ratio (consolidated)	25.3%	27.1%	25.0% (forecast)

Changes in Major Indexes	Six Months ended September 30, 2021 (As of March 31, 2022)	Six Months ended September 30, 2022		
			Exchange rate	Yen / US dollar
	Yen / Euro	6M average End of the year	(122)	145
Interest rate	Yen TIBOR 3M average		131	139
	US dollar LIBOR 3M average		(137)	142
Dubai oil (US dollars / bbl.)			0.06%	0.07%
Corn futures (cents / bushel)			0.14%	2.28%