

Data Section

P.141 Financial Summary

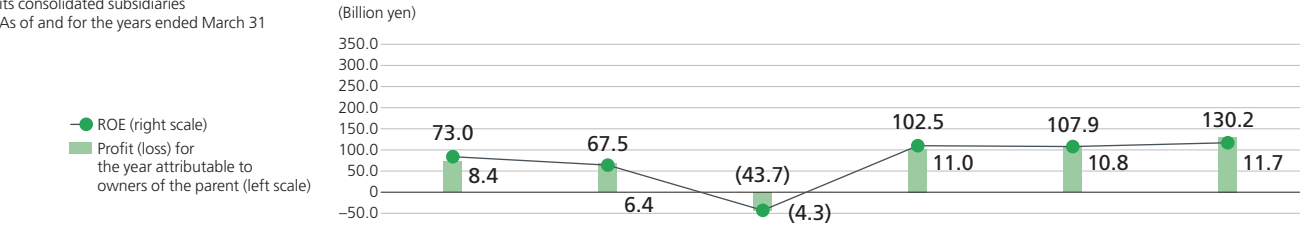
P.143 Organizational Chart

P.144 Corporate Data



Financial Summary

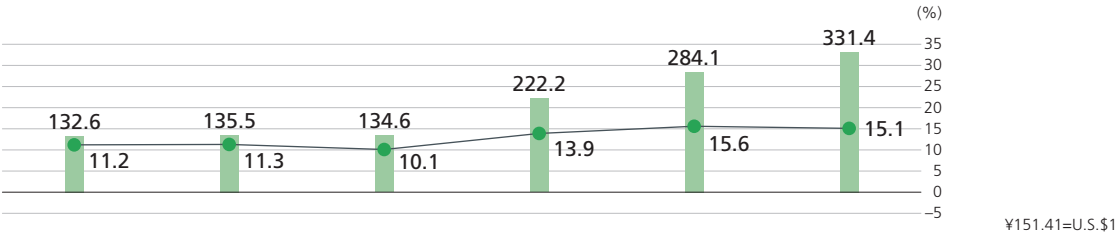
Toyota Tsusho Corporation and its consolidated subsidiaries
As of and for the years ended March 31



	Millions of Yen				IFRS	
	Japanese GAAP					
	2014/3	2015/3	2016/3	2017/3	2017/3	2018/3
Results of Operations:						
Revenue*1	¥7,743,237	¥8,663,460	¥8,170,237	¥7,919,663	¥5,797,362	¥6,491,035
Gross profit	582,498	634,572	616,042	578,887	570,872	606,282
Selling, general and administrative expenses	421,177	465,115	475,742	432,231	411,235	414,042
Operating profit*1	161,321	169,456	140,299	146,656	133,669	182,696
Share of profit (loss) of investments accounted for using the equity method	13,783	4,060	(5,676)	10,254	10,476	11,368
Profit (loss) for the year attributable to owners of the parent*1	73,034	67,571	(43,714)	102,597	107,903	130,228
Financial Position at Year-End:						
Total assets*1	¥4,072,728	¥4,533,693	¥3,952,100	¥4,096,843	¥4,212,064	¥4,310,043
Total equity attributable to owners of the parent*1	973,112	1,125,639	888,674	983,242	1,050,619	1,174,718
Total equity*1	1,156,080	1,304,483	1,055,777	1,151,969	1,223,513	1,362,187
Net interest-bearing debt	1,088,974	1,233,559	1,102,786	1,050,229	1,101,974	1,006,990
Cash Flows:						
Net cash provided by operating activities	¥133,937	¥169,100	¥308,338	¥193,769	¥159,770	¥215,098
Net cash used in investing activities	(135,587)	(199,512)	(170,839)	(130,428)	(127,525)	(92,498)
Net cash provided by (used in) financing activities	5,356	108,247	(225,202)	(28,343)	5,656	(128,741)
Cash and cash equivalents at the end of the year	412,032	499,157	399,191	430,517	426,208	423,426
Per Share:						
	Yen					
Profit for the year attributable to owners of the parent*1	¥208.01	¥192.23	¥(124.26)	¥291.56	¥306.64	¥370.08
Basic earnings (losses) per share	207.82	192.10	—	291.56	306.63	—
Diluted earnings (losses) per share*2	50.00	56.00	62.00	70.00	70.00	94.00
Cash dividends for the year	24.0%	29.1%	—	24.0%	22.8%	25.4%
Dividend payout ratio*3						
Financial Measures:						
ROE	8.4%	6.4%	(4.3)%	11.0%	10.8%	11.7%
ROA	1.9%	1.6%	(1.0)%	2.5%	2.6%	3.1%
Ratio of equity attributable to owners of the parent*1	23.9%	24.8%	22.5%	24.0%	24.9%	27.3%
Net debt-equity ratio (Net DER) (times)	1.12	1.10	1.24	1.07	1.05	0.86
Total shareholder return	—	—	—	—	—	—

Common Stock:						
Number of shares outstanding at year-end	354,056	354,056	354,056	354,056	354,056	354,056

Notes: 1. As of the fiscal year ended March 31, 2017, the company prepares its consolidated financial statements based on International Financial Reporting Standards (IFRS).
2. For the convenience of readers, consolidated financial statements in Japanese yen for the fiscal year ended March 31, 2017, are based on both Japanese generally accepted accounting principles (GAAP) and IFRS.
3. U.S. dollar amounts have been converted from the amounts stated in yen, solely for the convenience of readers outside Japan, at the rate of ¥151.41=US\$1, the approximate exchange rate prevailing on March 31, 2024, which was the final business day of financial institutions in the fiscal year ended March 31, 2024.
4. Toyota Tsusho carried out a three-for-one split of its common stock effective July 1, 2024. The “Per Share” and “Common Stock” up to the fiscal year ended March 2024 are the results before the share split. Please see “Notice regarding Implementation of share split, Partial amendments to Articles of Incorporation accompanying share split, and Revision of dividend forecast” for details.
https://www.toyota-tsusho.com/english/press/upload_files/Notice%20regarding%20Implementation%20of%20share%20split%2C%20Partial%20amendments%20to%20Articles%20of%20%282%29.pdf



Millions of Yen						Thousands of U.S. Dollars
2019/3	2020/3	2021/3	2022/3	2023/3	2024/3	2024/3
¥6,762,702	¥6,694,071	¥6,309,303	¥8,028,000	¥9,848,560	¥10,188,980	\$67,293,970
638,428	639,885	607,626	759,237	968,846	1,052,374	6,950,492
420,657	430,164	400,086	450,294	532,724	583,702	3,855,108
215,197	210,370	213,058	294,141	388,753	441,589	2,916,511
4,336	(2,489)	7,523	20,686	37,205	25,849	170,721
132,622	135,551	134,602	222,235	284,155	331,444	2,189,049
¥4,441,464	¥4,545,210	¥5,228,004	¥6,143,125	¥6,377,064	¥7,059,994	\$46,628,320
1,195,826	1,196,635	1,469,657	1,735,011	1,914,327	2,467,130	16,294,366
1,389,616	1,372,491	1,658,015	1,942,860	2,068,529	2,620,110	17,304,735
988,475	1,032,494	993,462	1,238,296	1,298,309	1,172,224	7,742,051
¥210,796	¥267,809	¥245,055	¥50,137	¥444,290	¥542,125	\$3,580,509
(137,546)	(173,910)	(102,176)	(157,333)	(139,918)	(219,586)	(1,450,274)
(24,909)	(53,679)	24,073	44,901	(206,671)	(263,253)	(1,738,676)
465,861	496,372	677,478	653,013	771,613	878,705	5,803,480
¥376.89	¥385.25	¥382.56	¥631.63	¥807.58	¥941.94	\$6.22
—	—	—	—	—	—	—
100.00	110.00	112.00	160.00	202.00	280.00	1.84
26.5%	28.6%	29.3%	25.3%	25.0%	29.7%	—
11.2%	11.3%	10.1%	13.9%	15.6%	15.1%	—
3.0%	3.0%	2.8%	3.9%	4.5%	4.9%	—
26.9%	26.3%	28.1%	28.2%	30.0%	34.9%	—
0.83	0.86	0.68	0.71	0.68	0.48	—
—	73.7%	135.0%	151.0%	172.1%	308.7%	—

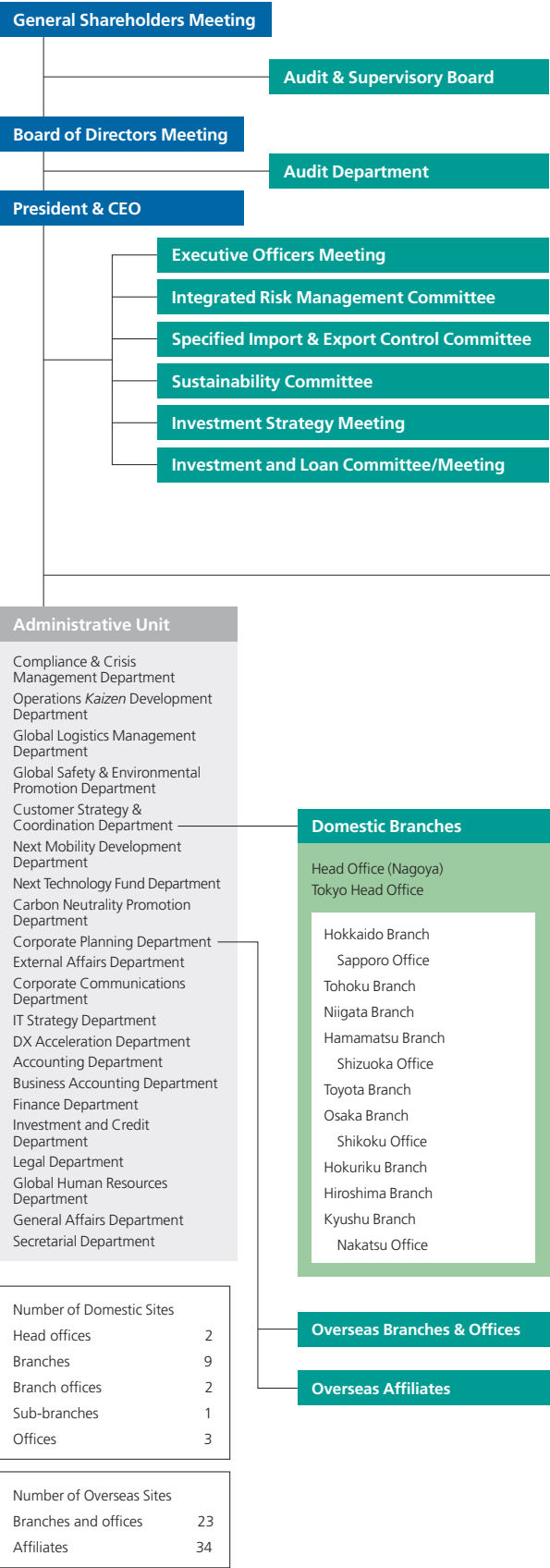
354,056	354,056	354,056	354,056	354,056	Thousands of Shares	354,056
						—

*1 All item names in the above table are IFRS categories. IFRS categories under Japanese GAAP are as follows: “Revenue” corresponds to “Net sales,” “Operating profit” corresponds to “Operating income,” “Profit (loss) for the year attributable to owners of the parent” corresponds to “Profit (loss) for the year attributable to shareholders of the parent,” “Total equity” corresponds to “Total net assets,” “Earnings (losses) per share” corresponds to “Profit (loss) per share,” and “Ratio of equity attributable to owners of the parent” corresponds to “Shareholders’ equity ratio.” “Total equity attributable to owners of the parent” is calculated as “Total assets - Minority interests” for the fiscal years ended March 31, 2014 through March 31, 2017, which are stated under Japanese GAAP.
*2 The figure for diluted earnings (losses) (Japanese GAAP) per share for the fiscal year ended March 31, 2016, is not presented, as the company posted a net loss per share, although there were latent shares. Figures for diluted earnings (losses) per share for the fiscal years ended March 31, 2018, 2019, 2020, 2021, 2022, 2023, and 2024 are not presented, as there were no latent shares with a dilution effect.
*3 The dividend payout ratio for the fiscal year ended March 31, 2016, is not presented, as the company posted a net loss.

 For more information on financial information, please see “Investor Relations” section on Toyota Tsusho’s corporate website.
<https://www.toyota-tsusho.com/english/ir/>

Organizational Chart

(As of April 1, 2024)



Corporate Data

(As of March 31, 2024)

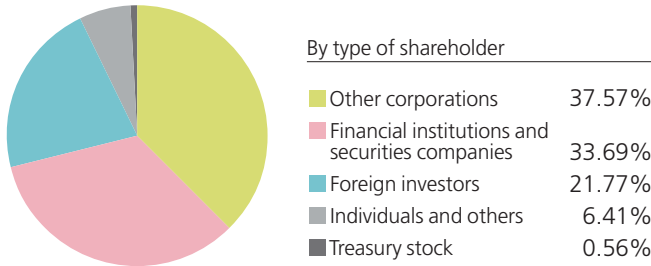
Name	Toyota Tsusho Corporation		
Head Office	9-8, Meieki 4-chome, Nakamura-ku, Nagoya 450-8575, Japan		
Established	July 1, 1948		
Number of Employees	Parent company: 3,292; Consolidated: 69,517		
Paid-in Capital	64,936 million yen		
Common Stock	Authorized:	1,000,000,000	
	Issued:	352,089,401	
	(excluding 1,967,115 treasury stock)		
Number of Shareholders	43,792		
Stock Listings	Tokyo, Nagoya (Ticker code 8015)		
Independent Auditors	PricewaterhouseCoopers Japan LLC		
Transfer Agent for Shares / Special Management of Accounts	Mitsubishi UFJ Trust and Banking Corporation		
Address	Stock Transfer Agency Department Mitsubishi UFJ Trust and Banking Corporation 7-10-11, Higashisuna, Koto-ku, Tokyo 137-8081, Japan Phone (toll-free within Japan): 0120-232-711 (Tokyo) 0120-094-777 (Osaka)		
Handling Offices	All branches nationwide of Mitsubishi UFJ Trust and Banking Corporation All branches nationwide of Nomura Securities Co., Ltd.		
URL	https://www.tr.mufg.jp/english/		

Major Shareholders

Name	Number of shares (Thousands)	Shareholding (%)
Toyota Motor Corporation	76,368	21.69
The Master Trust Bank of Japan, Ltd. (Trust Account)	49,122	13.95
TOYOTA INDUSTRIES CORPORATION	39,365	11.18
Custody Bank of Japan, Ltd. (Trust Account)	19,800	5.62
MUFG Bank, Ltd.	8,098	2.30
Sumitomo Mitsui Banking Corporation	4,249	1.21
State Street Bank West Client Treaty 505234	4,193	1.19
Nippon Life Insurance Company	3,522	1.00
Kochi Shinkin Bank	3,265	0.93
Toyota Fudosan Co., Ltd	3,205	0.91

Note: The percentage of shareholding is computed excluding 1,978,067 shares of treasury stock.

Breakdown of Issued Shares

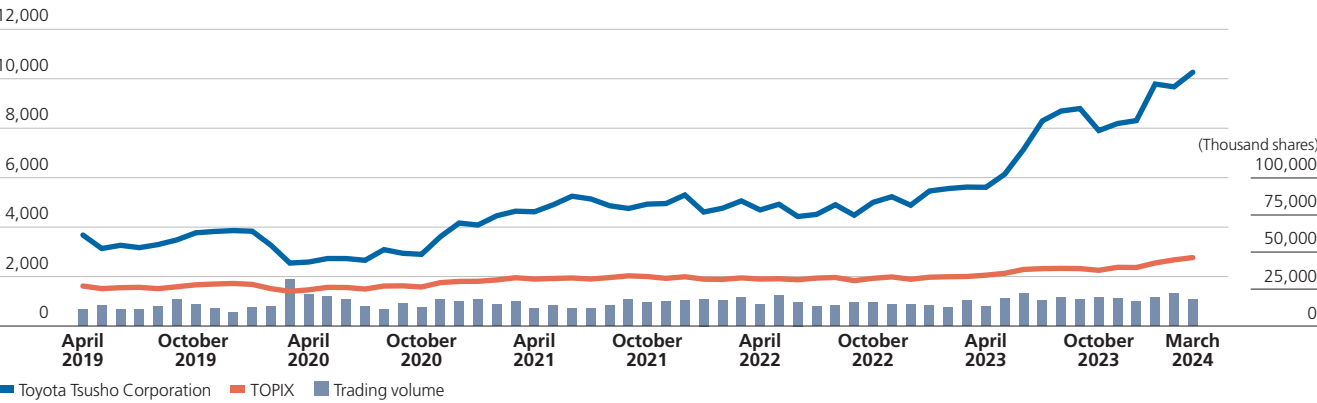


Credit Ratings

	Long-term	Short-term
Rating and Investment Information (R&I)	AA- (Stable)	a-1+
S&P Global Rating	A (Stable)	A-1
Moody's Investors Service (Moody's)	A3 (Stable)	—

Stock Price Range and Trading Volume

(Yen / Point)



Note: Toyota Tsusho carried out a three-for-one split of its common stock effective July 1, 2024. "Common Stock" and "Stock Price Range and Trading Volume" are the information before the share split. Please see "Notice regarding Implementation of share split, Partial amendments to Articles of Incorporation accompanying share split, and Revision of dividend forecast" for details. https://www.toyota-tsusho.com/english/press/upload_files/Notice%20regarding%20Implementation%20of%20share%20split%2C%20Partial%20amendments%20to%20Articles%20of%20%282%29.pdf