1. Consolidated Financial Results for the Quarter year ended June 30, 2005 (April 1, 2005 - June 30, 2005)
(1) Consolidated results of Operations

Amounts are rounded off to the nearest 1 million yen.
(Millions of yen, except per share amounts)

|  | Net Sales |  | Operating Income | Income before income <br> taxes and minority interests |  |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Quarter year ended June 30, 2005 | 888,773 | $(11.5 \%)$ | 17,304 | $(23.2 \%)$ | 18,906 |
| Quarter year ended June 30, 2004 | 797,149 | $(18.0 \%)$ | 14,049 | $(26.6 \%)$ | 14,606 |


|  | Net Income | Basic Earnings <br> per Share |  | Diluted Earnings <br> per Share |  |  |
| :--- | :--- | :--- | :---: | ---: | :---: | ---: |
| Quarter year ended June 30, 2005 | 9,858 | $(25.5 \%)$ | 35.38 | (yen) | 35.15 | (yen) |
| Quarter year ended June 30, 2004 | 7,853 | $(23.8 \%)$ | 28.21 | (yen) | 28.04 | (yen) |

Notes: Percentages for net sales, operating income, income before income taxes and minority interests in the above tables represent year-on-year changes.
(2) Consolidated Financial Position (Millions of yen, except per share amounts)

|  | Total Assets | Shareholders' Equity | Equity Ratio | Shareholders' Equity <br> per Share |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| June 30, 2005 | $1,243,021$ | 247,194 | 19.9 | $\%$ | 887.04 | (yen) |
| June 30, 2004 | $1,069,914$ | 202,911 | 19.0 | $\%$ | 728.45 | (yen) |

(3) Number of consolidated companies and companies accounted for using the equity method

The number of consolidated subsidiaries:
The number of unconsolidated subsidiaries accounted for using the equity method:
The number of affiliated companies accounted for using the equity method: 60
(4) Change of reporting entities

The number of consolidated companies added: 10
The number of companies on equity method added: 12 The number of companies on equity method removed: 2
2. Consolidated Financial Results Forecasts for the Fiscal Year Ending March 31, 2006 (April 1, 2005 - March 31, 2006)

|  | (Millions of yen) |  |  |
| :---: | :---: | :---: | :---: |
|  | Net Sales | Operating Income | Net Income |
| Year ending March 31, 2006 | $1,720,000$ | 30,000 | 18,500 |
| Year ending March 31, 2006 | $3,540,000$ | 66,000 | 39,000 |

(Reference) Expected Earnings per Share
138.07 yen

* The forecasts in the above tables reflect assumptions and prospects based on the information currently available.

They are subject to a number of risks and uncertainties that could cause actual results to differ materially from this information.

| << Consolidated Balance Sheets >> |  |  |  |
| :--- | ---: | ---: | ---: |
|  |  |  | Millions of yen |
|  | June 30, | March 31, | Increase |
|  | 2005 |  |  |
| ASSETS |  |  |  |
| Current assets: |  |  |  |
| Cash and cash equivalents | 71,318 | 69,547 | 1,771 |
| Trade notes and trade accounts | 557,435 | 535,488 | 21,947 |
| Inventories | 217,313 | 205,178 | 12,135 |
| Deferred tax assets | 8,460 | 7,645 | 815 |
| Other current assets | 53,858 | 51,271 | 2,587 |
| Allowance for doubtful receivables | $(7,163)$ | $(6,653)$ | $(510)$ |
| Total current assets | 901,223 | 862,476 | 38,747 |
| Fixed assets: |  |  |  |
| Total property and equipment, net | 118,682 | 109,010 | 9,672 |
| Total intangible assets | 14,500 | 14,822 | $(322)$ |
| Investments and other assets: |  |  |  |
| Investment securities | 186,646 | 190,798 | $(4,152)$ |
| Deferred tax assets | 1,763 | 1,910 | $(147)$ |
| Others | 24,723 | 23,649 | 1,074 |
| Less:allowance for doubtful receivables | $(4,516)$ | $(4,274)$ | $(242)$ |
| Total investments and other assets | 208,616 | 212,083 | $(3,467)$ |
| Total fixed assets | 341,798 | 335,917 | 5,881 |
| Total assets | $1,243,021$ | $1,198,394$ | 44,627 |

## LIABILITIES, MINORITY INTERESTS

## AND SHAREHOLDERS' EQUITY

| Current liabilities: |  |  |  |
| :---: | :---: | :---: | :---: |
| Trade notes and accounts payable | 412,301 | 410,880 | 1,421 |
| Short-term debt | 146,018 | 137,438 | 8,580 |
| Commercial | 80,000 | 65,000 | 15,000 |
| Current portion of bonds payable | 15,000 | 15,000 | --- |
| Income taxes payable | 8,226 | 12,361 | $(4,135)$ |
| Deferred tax liabilities-current | 534 | 290 | 244 |
| Other current liabilities | 114,308 | 108,281 | 6,027 |
| Total current liabilities | 776,388 | 749,252 | 27,136 |
| Long-term liabilities: |  |  |  |
| Bonds payable, less current portion | 60,000 | 60,000 | --- |
| Long-term debt | 118,219 | 111,894 | 6,325 |
| Deferred tax liabilities-non-current | 11,379 | 13,064 | $(1,685)$ |
| Other long-term liabilities | 16,502 | 14,692 | 1,810 |
| Total long-term liabilities | 206,101 | 199,651 | 6,450 |
| Total liabilities | 982,490 | 948,903 | 33,587 |
| Minority interests | 13,337 | 12,358 | 979 |
| Shareholders' equity: |  |  |  |
| Common stock | 26,748 | 26,748 | --- |
| Capital surplus | 24,705 | 24,705 | --- |
| Retained earnings | 175,712 | 165,019 | 10,693 |
| Net unrealized gains on available-for-sales securities, net of taxes | 31,779 | 33,753 | $(1,974)$ |
| Foreign currency translation adjustsments | $(8,339)$ | $(9,676)$ | 1,337 |
| Treasury stock | $(3,411)$ | $(3,418)$ | 7 |
| Total Shareholders' Equity | 247,194 | 237,132 | 10,062 |
| Total liabilities, minority interests and shareholders' equity | 1,243,021 | 1,198,394 | 44,627 |

TOYOTA TSUSHO CORPORATION
Financial Report for the 1st Quarter ended June 30, 2005 (Unaudited)
<< Consolidated Statements of Income >>

|  | Millions of yen |  |  |
| :---: | :---: | :---: | :---: |
|  | Quarter year ended June 30, 2005 | Quarter year ended June 30, 2004 | Increase (Decrease) |
| Net sales | 888,773 | 797,149 | 91,624 |
| Cost of sales | 845,681 | 761,432 | 84,249 |
| Gross profit | 43,092 | 35,717 | 7,375 |
| Commision income | 5,842 | 4,802 | 1,040 |
| Gross trading profit | 48,934 | 40,520 | 8,414 |
| Selling, general and administrative expenses | 31,630 | 26,470 | 5,160 |
| Operating income | 17,304 | 14,049 | 3,255 |
| Other income: |  |  |  |
| Interest income | 402 | 231 | 171 |
| Dividend income | 1,979 | 1,159 | 820 |
| Equity in the earnings of unconsolidated subsidiaries and affiliates | 253 | 744 | (491) |
| Other income | 858 | 829 | 29 |
| Total other income | 3,494 | 2,963 | 531 |
| Other expenses: |  |  |  |
| Interest expenses | 1,541 | 1,016 | 525 |
| Commercial interest expenses | 2 | 2 | (0) |
| Other expenses | 442 | 759 | (317) |
| Total other expenses | 1,985 | 1,778 | 207 |
| Ordinary income | 18,812 | 15,234 | 3,578 |
| Extraordinary income: |  |  |  |
| Gain on sale of real estate | 233 | --- | 233 |
| Gain on operating of trading securities | --- | --- | --- |
| Total extraordinary losses | 233 | --- | 233 |
| Extraordinary losses: |  |  |  |
| Write-off of real estate | --- | --- | --- |
| Impairment losses on fixed assets | --- | --- | --- |
| Write-down of revaluation of securities | 140 | --- | 140 |
| Other losses | --- | 628 | (628) |
| Total extraordinary losses | 140 | 628 | (488) |
| Income before income taxes and minority interests | 18,906 | 14,606 | 4,300 |
| Income tax expenses: |  |  |  |
| Total income tax expenses | 8,077 | 6,198 | 1,879 |
| Minority interests in earnings of consolidated subsidiaries and affiliates | 970 | 554 | 416 |
| Net income | 9,858 | 7,853 | 2,005 |

Per share data
Net income per share:

| Basic | 35.38 | 28.21 | 7.17 |
| :--- | :--- | :--- | :--- |
| Diluted | 35.15 | 28.04 | 7.11 |

## << Segment information >>

1. Industry segments

| Quarter year ended June 30, 2005 | Millions of yen |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  Machinery <br> Metals <br> \& Electronics  |  | Automotive | Energy \& Chemical | Consumer prolucts, Services \& Materials | Others | Total | Elimination Consolidation |  |
| Net sales: |  |  |  |  |  |  |  |  |  |
| Outside customers | 362,453 | 226,674 | 145,122 | 63,502 | 79,676 | 11,343 | 888,773 | --- | 888,773 |
| Iner-segment | 60 | 1,226 | 4 | 692 | 354 | 1,361 | 3,700 | $(3,700)$ | --- |
| Total | 362,514 | 227,901 | 145,127 | 64,194 | 80,030 | 12,705 | 892,473 | $(3,700)$ | 888,773 |
| Commision income | 473 | 1,875 | 648 | 342 | 1,883 | 657 | 5,881 | (39) | 5,842 |
| Cost of sales, selling, general and administrative | 357,420 | 223,898 | 141,953 | 63,129 | 80,493 | 14,155 | 881,051 | $(3,739)$ | 877,311 |
| Operating income (loss) | 5,567 | 5,878 | 3,822 | 1,407 | 1,420 | (792) | 17,304 | 0 | 17,304 |


| Quarter year ended June 30, 2004 | Millions of yen |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Metals | Machinery \& Electronics | Automotive | Energy \& Chemicals | Consumer prolucts, Services \& Materials | Others | Total | Elimination | Consolidation |
| Net sales: |  |  |  |  |  |  |  |  |  |
| Outside customers | 309,608 | 195,874 | 140,794 | 66,194 | 82,750 | 1,926 | 797,149 | --- | 797,149 |
| Iner-segment | 30 | 1,446 | 3 | 185 | 695 | 1,137 | 3,498 | $(3,498)$ | --- |
| Total | 309,639 | 197,320 | 140,798 | 66,379 | 83,445 | 3,064 | 800,647 | $(3,498)$ | 797,149 |
| Commision income | 611 | 1,688 | 354 | 245 | 1,519 | 450 | 4,868 | (65) | 4,802 |
| Cost of sales, selling, general and administrative | 305,245 | 194,622 | 137,529 | 66,610 | 83,106 | 4,354 | 791,469 | $(3,566)$ | 787,902 |
| Operating income (loss) | 5,005 | 4,386 | 3,622 | 14 | 1,857 | (840) | 14,046 | 2 | 14,049 |

Note 1. Method of categorizing lines of business:
As a rule, business operation is devided according to similarities of manufacturing processes, usage and selling methods.
2. Beginning the 2nd half of fiscal year ended March 31, 2005, the automotive parts business in the category of Energy \& Materials have been transfered to the Consumer products \& Services to raise operating efficiency. As a result of that change, the name of these categories have been changed Energy \& Chemicals and Consumer products, Services \& Materials.
3. For the previous fiscal year, figures have been retroactively converted to the new segments.
4. Segment information from the previous fiscal year, using the previous categories, is shown below.

| Quarter year ended June 30, 2004 | Millions of yen |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  Machinery <br> Metals <br> \& Electronics  |  | Automotive | Energy \& Materials | Consumer products \& Services | Others | Total | Elimination Consolidation |  |
| Net sales: |  |  |  |  |  |  |  |  |  |
| Outside customers | 309,608 | 195,874 | 140,794 | 94,871 | 54,073 | 1,926 | 797,149 | --- | 797,149 |
| Iner-segment | 30 | 1,446 | 3 | 475 | 101 | 1,137 | 3,194 | $(3,194)$ | --- |
| Total | 309,639 | 197,320 | 140,798 | 95,347 | 54,174 | 3,064 | 800,344 | $(3,194)$ | 797,149 |
| Commision income | 611 | 1,688 | 354 | 331 | 1,432 | 450 | 4,868 | (65) | 4,802 |
| Cost of sales, selling, general and administrative | 305,245 | 194,622 | 137,529 | 94,782 | 54,628 | 4,354 | 791,163 | $(3,260)$ | 787,902 |
| Operating income (loss) | 5,005 | 4,386 | 3,622 | 896 | 978 | (840) | 14,049 | --- | 14,049 |

<< Segment information >>
2. Geographic segments

| Quarter year ended June 30, 2005 | Millions of yen |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Japan | $\begin{gathered} \text { Asia } \\ \text { \& Oceania } \\ \hline \end{gathered}$ | $\begin{gathered} \text { North } \\ \text { America } \\ \hline \end{gathered}$ | $\begin{aligned} & \text { Europe } \\ & \text { \& the CIS } \end{aligned}$ | Others | Total | Elimination Consolidation |  |
| Net sales: |  |  |  |  |  |  |  |  |
| Outside customers | 604,344 | 105,704 | 108,768 | 52,671 | 17,285 | 888,773 | --- | 888,773 |
| Iner-segment | 93,149 | 11,666 | 854 | 2,031 | 122 | 107,824 | $(107,824)$ | ---- |
| Total | 697,494 | 117,371 | 109,622 | 54,702 | 17,407 | 996,598 | $(107,824)$ | 888,773 |
| Commision income | 3,822 | 1,247 | 631 | 198 | 240 | 6,141 | (298) | 5,842 |
| Cost of sales, selling, general and administrative | 694,074 | 114,936 | 107,075 | 53,199 | 16,155 | 985,441 | $(108,129)$ | 877,311 |
| Operating income (loss) | 7,241 | 3,682 | 3,178 | 1,701 | 1,493 | 17,297 | 6 | 17,304 |


| Quarter year ended June 30, 2004 | Millions of yen |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Japan | $\begin{gathered} \text { Asia } \\ \& \text { Oceania } \end{gathered}$ | $\begin{gathered} \text { North } \\ \text { America } \end{gathered}$ | Europe \& the CIS | Others | Total | Elimination Consolidation |  |
| Net sales: |  |  |  |  |  |  |  |  |
| Outside customers | 589,559 | 62,626 | 84,155 | 47,821 | 12,986 | 797,149 | --- | 797,149 |
| Iner-segment | 74,255 | 15,851 | 6,156 | 2,946 | 92 | 99,302 | $(99,302)$ | --- |
| Total | 663,814 | 78,478 | 90,312 | 50,767 | 13,078 | 896,451 | $(99,302)$ | 797,149 |
| Commision income | 3,355 | 1,003 | 526 | 131 | 135 | 5,152 | (349) | 4,802 |
| Cost of sales, selling, general and administrative | 659,324 | 78,425 | 88,471 | 49,069 | 12,262 | 887,554 | $(99,652)$ | 787,902 |
| Operating income (loss) | 7,845 | 1,056 | 2,367 | 1,829 | 950 | 14,049 | --- | 14,049 |

