1. Consolidated Financial Results for the Half year ended September 30, 2006 (April 1, 2006 - September 30, 2006)
(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 |
| :--- | :--- | :--- | ---: | ---: | ---: | :--- |
| Half year ended September 30, 2006 | $2,934,669$ | $(59.0 \%)$ | 50,692 | $(44.0 \%)$ | 57,206 | $(44.3 \%)$ |
| Half year ended September 30, 2005 | $1,845,684$ | $(14.7 \%)$ | 35,214 | $(35.4 \%)$ | 39,636 | $(39.7 \%)$ |


|  | Net Income | Basi pe |  | Diluted per |  | ROE | ROA |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Half year ended September 30, 2006 | 38,751 (90.2\%) | 119.81 | (yen) | 119.11 |  | 9.0\% | 1.6\% |
| Half year ended September 30, 2005 | 20,375 (9.6\%) | 73.15 | (yen) | 72.67 | (yen) | 8.0\% | 1.5\% |
| 1. Equity in net income of unconsolidated subsidiaries and affilliates: <br> 2. The weighted average number of shares outstanding: |  | For the half year ended September 30, 2006: <br> For the half year ended September 30, 2005: <br> For the half year ended September 30, 2006: <br> For the half year ended September 30, 2005: |  |  |  |  | illion yen illion yen |
|  |  | 323,4 | 495 shares |
|  |  | 278,5 | 716 shares |
| 3. Change in accounting policy: |  |  |  |  |  |  |  |  |  |  |  |

4. Percentages for net sales, operating income, income before income taxes and minority interests in the above tables represent year-on-year changes.
5. ROE: Ratio of net income to shareholders' equity ; ROA: Ratio of net income to total assets
(2) Consolidated Financial Position
(Millions of yen, except per share amounts)

|  | Total Assets | Shareholders' Equity | Equity Ratio | Shareholders' Equity <br> per Share |  |
| :--- | ---: | :---: | :---: | :---: | ---: |
| September 30, 2006 | $2,373,870$ | 497,744 | 19.1 | $\%$ | $1,401.78$ (yen) |
| September 30, 2005 | $1,333,313$ | 269,634 | 20.2 | $\%$ | 969.03 (yen) |

Notes: The number of shares outstanding: As of September 30, 2006: 323,912,904 shares
As of September 30, 2005: 278,251,899 shares

## (3) Consolidated Cash Flows

|  | Cash Flows from <br> Operating Activities | Cash Flows from <br> Investing Activities | Cash Flows from <br> Financing Activities | Cash and Cash <br> Equivalents at <br> Fiscal Year End |
| :--- | :---: | :---: | :---: | :---: |
| Half year ended September 30, 2006 | 12,527 | $(28,760)$ | $(22,539)$ | 120,156 |
| Half year ended September 30, 2005 | 17,854 | $(10,212)$ | $(2,647)$ | 74,949 |

(4) 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: 7
The number of affiliated companies accounted for using the equity method: 109
(5) Change of reporting entities

The number of consolidated companies added: 122 The number of consolidated companies removed: 14
The number of companies on equity method added: 61 The number of companies on equity method removed: 5
2. Consolidated Financial Results Forecasts for the Fiscal Year Ending March 31, 2007 (April 1, 2006 - March 31, 2007)
(Millions of yen)

|  | Net Sales | Operating Income | Net Income |
| :--- | :---: | :---: | :---: |
| Year ending March 31, 2007 | $6,000,000$ | 106,000 | 72,000 |

(Reference) Expected Earnings per Share 222.28 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 |  |  |
| :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { September 30, } \\ 2006 \end{gathered}$ | $\begin{gathered} \hline \text { March 31, } \\ 2006 \\ \hline \end{gathered}$ | Increase <br> (Decrease) |
| ASSETS |  |  |  |
| Current assets: |  |  |  |
| Cash and cash equivalents | 120,409 | 77,051 | 43,358 |
| Trade notes and trade accounts | 990,403 | 683,995 | 306,408 |
| Inventories | 353,853 | 276,345 | 77,508 |
| Deferred tax assets | 16,949 | 13,840 | 3,109 |
| Other current assets | 122,363 | 64,155 | 58,208 |
| Allowance for doubtful receivables | $(13,267)$ | $(8,405)$ | $(4,862)$ |
| Total current assets | 1,590,712 | 1,106,983 | 483,729 |
| Fixed assets: |  |  |  |
| Property and equipment: |  |  |  |
| Buildings and structures | 62,215 | 46,072 | 16,143 |
| Machinery, equipment and vehicles | 58,253 | 31,979 | 26,274 |
| Land | 48,816 | 35,427 | 13,389 |
| Construction in progress | 15,479 | 10,006 | 5,473 |
| Others | 4,090 | 3,270 | 820 |
| Total property and equipment, net | 188,855 | 126,756 | 62,099 |
| Intangible assets |  |  |  |
| Goodwill | 141,845 | --- | 141,845 |
| Others | 13,465 | 14,655 | $(1,189)$ |
| Total property and equipment, net | 155,310 | 14,655 | 140,655 |
| Investments and other assets: |  |  |  |
| Investment securities | 336,197 | 324,292 | 11,905 |
| Investment in limited liability companies | 39,203 | --- | 39,203 |
| Long-term loans receivables | 24,028 | 2,571 | 21,457 |
| Deferred tax assets | 22,694 | 1,895 | 20,799 |
| Prepaid pension cost | 1,576 | 2,261 | (685) |
| Others | 50,797 | 28,937 | 21,860 |
| Less:allowance for doubtful receivables | $(35,506)$ | $(5,651)$ | $(29,855)$ |
| Total investments and other assets | 438,992 | 354,306 | 84,686 |
| Total fixed assets | 783,158 | 495,718 | 287,440 |
| Total assets | 2,373,870 | 1,602,702 | 771,168 |
| Note: 1. Accumulated depreciation of property and equipment | 164,017 | 93,999 | 70,018 |
| 2. For guarantees of indebtedness | 27,825 | 16,702 | 11,123 |
| 3. Discounted exports bills | 26,482 | 20,697 | 5,785 |
| 4. Treasury stock (shares) | 3,650,312 | 4,072,186 | $(421,874)$ |

## LIABILITIES, MINORITY INTERESTS

## AND SHAREHOLDERS' EQUITY

| Current liabilities: |  |  |  |
| :---: | :---: | :---: | :---: |
| Trade notes and accounts payable | 747,990 | 536,029 | 211,961 |
| Short-term debt | 323,147 | 207,612 | 115,535 |
| Commercial | 50,000 | 96,000 | $(46,000)$ |
| Current portion of bonds payable | 5,000 | 5,000 | --- |
| Income taxes payable | 13,036 | 22,262 | $(9,226)$ |
| Deferred tax liabilities-current | 2,357 | 839 | 1,518 |
| Other current liabilities | 173,939 | 151,473 | 22,466 |
| Total current liabilities | 1,315,471 | 1,019,217 | 296,254 |
| Long-term liabilities: |  |  |  |
| Bonds payable, less current portion | 100,400 | 55,000 | 45,400 |
| Long-term debt | 412,676 | 145,283 | 267,393 |
| Deferred tax liabilities-non-current | 6,496 | 30,387 | $(23,891)$ |
| Employee retirement benefits liabilities | 13,175 | 1,839 | 11,336 |
| Directors retirement benefits liabilities | 1,920 | 1,503 | 417 |
| Provision for guarantees | 117 | 283 | (166) |
| Other long-term liabilities | 25,867 | 17,891 | 7,976 |
| Total long-term liabilities | 560,654 | 252,188 | 308,466 |
| Total liabilities | 1,876,126 | 1,271,406 | 604,720 |
| Shareholders' equity: |  |  |  |
| Common stock | 26,748 | --- | --- |
| Capital surplus | 116,197 | --- | --- |
| Retained earnings | 241,036 | --- | --- |
| Treasury stock | $(3,903)$ | --- | --- |
| Total Shareholders' equity | 380,079 | --- | --- |
| Valuation and translation adjustments: |  |  |  |
| Net unrealized gains on available-for-sales securities, net of taxes | 57,134 | --- | --- |
| Deferred gain on futures hedge | 14,898 | --- | --- |
| Foreign currency translation adjustsments | 1,942 | --- | --- |
| Total Valuation and translation adjustments | 73,975 | --- | --- |
| Stock warrants | 35 | --- | --- |
| Minority interests | 43,653 | --- | --- |
| Total net assets | 497,744 | --- | --- |
| Minority interests | --- | 16,976 | --- |
| Shareholders' equity: |  |  |  |
| Common stock | --- | 26,748 | --- |
| Capital surplus | --- | 24,705 | --- |
| Retained earnings | --- | 206,679 | --- |
| Net unrealized gains on available-for-sales securities, net of taxes | --- | 60,530 | --- |
| Foreign currency translation adjustsments | --- | (164) | --- |
| Treasury stock | --- | $(4,181)$ | --- |
| Total Shareholders' Equity | --- | 314,319 | --- |
| Total liabilities, minority interests and shareholders' equity | 2,373,870 | 1,602,702 | --- |

## TOYOTA TSUSHO CORPORATION

Financial Report for the 1st Half ended September 30, 2006

| << Consolidated Statements of Income >> |  |  |  |
| :---: | :---: | :---: | :---: |
|  | Millions of yen |  |  |
|  | Half year ended September 30, 2006 | Half year ended September 30, 2005 | Increase (Decrease) |
| Net sales | 2,934,669 | 1,845,684 | 1,088,985 |
| Cost of sales | 2,778,969 | 1,756,724 | 1,022,245 |
| Gross profit | 155,699 | 88,959 | 66,740 |
| Commision income | --- | 12,613 | $(12,613)$ |
| Gross trading profit | --- | 101,573 | --- |
| Selling, general and administrative expenses | 105,007 | 66,358 | 38,649 |
| Operating income | 50,692 | 35,214 | 15,478 |
| Other income: |  |  |  |
| Interest income | 3,405 | 915 | 2,490 |
| Dividend income | 5,817 | 3,272 | 2,545 |
| Equity in the earnings of unconsolidated subsidiaries and affiliates | 3,738 | 796 | 2,942 |
| Other income | 3,373 | 2,141 | 1,232 |
| Total other income | 16,334 | 7,126 | 9,208 |
| Other expenses: |  |  |  |
| Interest expenses | 9,075 | 3,395 | 5,680 |
| Commercial interest expenses | --- | 6 | (6) |
| Other expenses | 2,255 | 1,109 | 1,146 |
| Total other expenses | 11,330 | 4,512 | 6,818 |
| Ordinary income | 55,697 | 37,829 | 17,868 |
| Extraordinary income: |  |  |  |
| Gain on sale of property and intangible assets | 756 | --- | 756 |
| Gain on operating of securities | 1,186 | --- | 1,186 |
| Gain on sale of real estate | --- | 1,985 | $(1,985)$ |
| Gain on operating of trading securities | --- | 1,783 | $(1,783)$ |
| Other income | 2,642 | --- | 2,642 |
| Total extraordinary losses | 4,585 | 3,769 | 816 |
| Extraordinary losses: |  |  |  |
| Write-off of property and intangible assets | 220 | --- | 220 |
| Loss on operating of securities | 9 | 171 | (162) |
| Write-down of revaluation of securities | 1,428 | 1,775 | (347) |
| Other losses | 1,415 | 14 | 1,401 |
| Total extraordinary losses | 3,075 | 1,961 | 1,114 |
| Income before income taxes and minority interests | 57,206 | 39,636 | 17,570 |
| Income tax expenses: |  |  |  |
| Current | 14,964 | 19,067 | $(4,103)$ |
| Deferred | (733) | $(1,745)$ | 1,012 |
| Total income tax expenses | 14,231 | 17,322 | $(3,091)$ |
| Minority interests in earnings of consolidated subsidiaries and affiliates | 4,223 | 1,938 | 2,285 |
| Net income | 38,751 | 20,375 | 18,376 |
| Per share data |  |  |  |
| Net income per share: |  |  |  |
| Basic | 119.81 | 73.15 | 46.66 |
| Diluted | 119.11 | 72.67 | 46.44 |

## TOYOTA TSUSHO CORPORATION

Financial Report for the 1st Half ended September 30, 2006
October 31, 2006
<< Consolidated Statements of Changes in Net Assets >> $\qquad$
Millions of yen

|  | Shareholders' Equity |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \text { Common } \\ & \text { stock } \end{aligned}$ | Capital surplus | Retained earnings | Treasury stock | $\qquad$ |
| Balance at March 31, 2006 | 26,748 | 24,705 | 206,679 | $(4,181)$ | 253,952 |
| Increase (decrease) during the term: |  |  |  |  |  |
| New shares issuance upon merger | --- | 91,492 | --- | --- | 91,492 |
| Cash dividends paid | --- | --- | $(2,509)$ | --- | $(2,509)$ |
| Bonuses to directors and corporate auditors | --- | --- | (681) | --- | (681) |
| Interim net income | --- | --- | 38,751 | --- | 38,751 |
| Purchase of treasury stocks | --- | --- | --- | (233) | (233) |
| Deposition of treasury stocks | --- | --- | (17) | 737 | 720 |
| Effect from change in scope of consolidated subsidiaries | --- | --- | (637) | --- | (637) |
| Effect from change in scope of companies accounted for by the equity method | --- | --- | (442) | --- | (442) |
| Others | --- | --- | (107) | (226) | (333) |
| Net increase (decrease) during the term, except for items under shareholders' equity | --- | --- | --- | --- | --- |
| Total increase (decrease) | --- | 91,492 | 34,356 | 277 | 126,126 |
| Balance at September 30, 2006 | 26,748 | 116,197 | 241,036 | $(3,903)$ | 380,079 |


|  | Valuation and Translation Adjustments |  |  |  | Stock warrants | Minority interests | Total net assets |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Net unrealized gain (loss) on available-for-sales securities | Deferred gain on futures hedge | Foreign currency translation adjustsments | Total valuation and translation adjustments |  |  |  |
| Balance at March 31, 2006 | 60,530 | --- | (164) | 60,366 | --- | 16,976 | 331,296 |
| Increase (decrease) during the term: |  |  |  |  |  |  |  |
| New shares issuance upon merger | --- | --- | --- | --- | --- | --- | 91,492 |
| Cash dividends paid | --- | --- | --- | --- | --- | --- | $(2,509)$ |
| Bonuses to directors and corporate auditors | --- | --- | --- | --- | --- | --- | (681) |
| Interim net income | --- | --- | --- | --- | --- | --- | 38,751 |
| Purchase of treasury stocks | --- | --- | --- | --- | --- | --- | (233) |
| Deposition of treasury stocks | --- | --- | --- | --- | --- | --- | 720 |
| Effect from change in scope of consolidated subsidiaries | --- | --- | --- | --- | --- | --- | (637) |
| Effect from change in scope of companies accounted for by the equity method | --- | --- | --- | --- | --- | --- | (442) |
| Others | --- | --- | --- | --- | --- | --- | (333) |
| Net increase (decrease) during the term, except for items under shareholders' equity | $(3,396)$ | 14,898 | 2,106 | 13,608 | 35 | 26,676 | 40,321 |
| Total increase (decrease) | $(3,396)$ | 14,898 | 2,106 | 13,608 | 35 | 26,676 | 166,448 |
| Balance at September 30, 2006 | 57,134 | 14,898 | 1,942 | 73,975 | 35 | 43,653 | 497,744 |


|  | Millions of yen |  |
| :---: | :---: | :---: |
|  | Half year ended September 30, 2006 | Fiscal year ended March 31, 2006 |
| Capital Surplus: |  |  |
| Biginning balance | 24,705 | 24,705 |
| Amount for disposition of treasury stock | --- | --- |
| Ending balance | 24,705 | 24,705 |
| Retained earnings: |  |  |
| Biginning balance | 165,019 | 165,019 |
| Net income | 20,375 | 45,732 |
| Effect from change in scope of consolidated subsidiaries and companies accounted for by the equity method and others | 828 | 828 |
| Increase from change in accounting period of overseas consolidated subsidiaries | 2,477 | 2,477 |
| Cash dividends paid | $(1,950)$ | $(4,454)$ |
| Bonuses to directors and corporate auditors | (563) | (564) |
| Amount for disposition of treasury stock | (120) | (299) |
| Decrease from change in accounting policy of overseas consolidated subsidiaries | $(2,058)$ | $(2,058)$ |
| Ending balance | 184,006 | 206,679 |

## << Consolidated Statements of Cash Flows >>

|  | Millions of yen |  |  |
| :---: | :---: | :---: | :---: |
|  | Half year ended September 30, 2006 | Half year ended September 30, 2005 | Increase (Decrease) |
| Cash flows from operating activities: |  |  |  |
| Income before income taxes and minority interests | 57,206 | 39,636 | 17,570 |
| Adjustments for: |  |  |  |
| Depreciation and amortization | 8,741 | 6,894 | 1,847 |
| Amortization of goodwill | 7,662 | --- | 7,662 |
| Net change in allowance for doubtful receivables-net | $(2,460)$ | 836 | $(3,296)$ |
| Increase in receivables | $(17,520)$ | $(35,521)$ | 18,001 |
| (Increase) decrease in inventories | $(19,303)$ | $(27,772)$ | 8,469 |
| Increase in payables | 18,917 | 40,480 | $(21,563)$ |
| Others, net | $(12,444)$ | 7,313 | $(19,758)$ |
| Subtotal | 40,798 | 31,867 | 8,931 |
| Interest and dividends received | 9,366 | 7,420 | 1,946 |
| Interest paid | $(8,173)$ | $(3,481)$ | $(4,692)$ |
| Income taxes paid | $(29,463)$ | $(17,952)$ | $(11,511)$ |
| Net cash provided by operating activities | 12,527 | 17,854 | $(5,327)$ |
| Cash flows from investing activities: |  |  |  |
| Payments for purchase of property and equipment | $(14,968)$ | $(12,109)$ | $(2,859)$ |
| Proceeds from sale of property and equipment | 1,155 | 11,568 | $(10,413)$ |
| Payments for purchase of investment securities | $(14,427)$ | $(6,984)$ | $(7,443)$ |
| Proceeds from sale of investment securities | 2,957 | 2,670 | 287 |
| Increase in loans | $(4,867)$ | $(2,783)$ | $(2,084)$ |
| Collection of loans | 5,510 | 3,050 | 2,460 |
| Others, net | $(4,119)$ | $(5,623)$ | 1,504 |
| Net cash used in investing activities | $(28,760)$ | $(10,212)$ | $(18,548)$ |
| Cash flows from financing activities: |  |  |  |
| Change in short-term debt | $(173,594)$ | $(7,212)$ | $(166,382)$ |
| Proceeds from long-term debt | 130,987 | 17,149 | 113,838 |
| Repayment of long-term debt | $(20,927)$ | $(8,310)$ | $(12,617)$ |
| Proceeds from bond issue | 45,000 |  | 45,000 |
| Redemption of bonds | (40) | --- | (40) |
| Payments to acquire treasury stock | (233) | $(1,751)$ | 1,518 |
| Dividends paid | $(2,509)$ | $(1,950)$ | (559) |
| Others, net | $(1,222)$ | (573) | (649) |
| Net cash (used in) provided by financing activities | $(22,539)$ | $(2,647)$ | $(19,892)$ |
| Effect of exchange rate changes on cash and cash equivalents | 269 | 989 | (720) |
| Net increase in cash and cash equivalents | $(38,502)$ | 5,983 | $(44,485)$ |
| Cash and cash equivalents at beginning of year | 75,032 | 69,547 | 5,485 |
| Decrease from change in accounting period of overseas consolidated subsidiaries | --- | $(1,105)$ | 1,105 |
| Increase in cash and cash equivalents upon merger | 82,943 | --- | 82,943 |
| Cash and cash equivalents of newly consolidated subsidiaries | 682 | 523 | 159 |
| Cash and cash equivalents at end of year | 120,156 | 74,949 | 45,207 |

## << Segment information >>

1. Industry segments

| Half year ended September 30, 2006 | Millions of yen |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Machinery <br> Metals \& Electronics |  | Automotive | Energy \& Chemicals | Produce <br> \& Foodstuffs | Consumer proJucts, Services s \& Materials | Others | Total | Elimination Consolidation |  |
| Net sales: |  |  |  |  |  |  |  |  |  |  |
| Outside customers | 884,011 | 731,256 | 367,432 | 577,377 | 160,640 | 177,200 | 36,750 | 2,934,669 | --- | 2,934,669 |
| Iner-segment | 173 | 3,228 | 6 | 1,294 | 30 | 969 | 3,306 | 9,008 | $(9,008)$ | --- |
| Total | 884,185 | 734,485 | 367,438 | 578,671 | 160,671 | 178,169 | 40,057 | 2,943,678 | $(9,008)$ | 2,934,669 |
| Cost of sales, selling, general and administrative | 867,031 | 720,029 | 352,779 | 576,505 | 160,413 | 175,778 | 40,447 | 2,892,985 | $(9,008)$ | 2,883,977 |
| Operating income (loss) | 17,153 | 14,455 | 14,658 | 2,165 | 257 | 2,391 | (389) | 50,693 | (0) | 50,692 |


| Half year ended September 30, 2005 | Millions of yen |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Machinery |  |  | Energy <br> \& Chemical | Consumer pro-Producelucts, Services |  | Others | Total | Elimination Consolidation |  |
| Net sales: |  |  |  |  |  |  |  |  |  |  |
| Outside customers | 741,147 | 489,713 | 310,093 | 135,130 | 56,935 | 99,546 | 25,730 | 1,858,298 | --- | 1,858,298 |
| Iner-segment | 118 | 2,625 | 7 | 1,426 | 37 | 673 | 3,022 | 7,910 | $(7,910)$ | --- |
| Total | 741,265 | 492,338 | 310,100 | 136,557 | 56,972 | 100,220 | 28,753 | 1,866,208 | $(7,910)$ | 1,858,298 |
| Cost of sales, selling, general and administrative | 730,139 | 480,525 | 301,993 | 133,763 | 56,617 | 98,067 | 29,898 | 1,831,005 | $(7,921)$ | 1,823,083 |
| Operating income (loss) | 11,126 | 11,813 | 8,107 | 2,794 | 354 | 2,152 | $(1,145)$ | 35,203 | 11 | 35,214 |

Notes 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 of fiscal year ended March 31, 2007, the produce and foodstuffs business in the category of Consumer products, Services \& Materials have been separated to the Produce \& Foodstuffs because of expansion of scale from merger with Tomen Corporation.
3. Beginning of fiscal year ended March 31, 2007, Commision income have been included in Net sales.
4. For the previous fiscal year, figures have been retroactively converted to the new segments, and segment information from the previous fiscal year, using the previous categories, is shown below.

| Half year ended September 30, 2005 | Millions of yen |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Metals | Machinery <br> \& Electronics | Automotive | Energy <br> \& Materials | Consumer products \& Services | Others | Total | Elimination | Consolidation |
| Net sales: |  |  |  |  |  |  |  |  |  |
| Outside customers | 740,315 | 485,811 | 308,269 | 134,351 | 152,482 | 24,452 | 1,845,684 | --- | 1,845,684 |
| Iner-segment | 118 | 2,625 | 7 | 1,426 | 692 | 2,944 | 7,814 | $(7,814)$ | --- |
| Total | 740,433 | 488,436 | 308,276 | 135,778 | 153,175 | 27,397 | 1,853,498 | $(7,814)$ | 1,845,684 |
| Commision income | 831 | 3,902 | 1,824 | 778 | 3,999 | 1,356 | 12,692 | (78) | 12,613 |
| Cost of sales, selling, general and administrative | 730,139 | 480,525 | 301,993 | 133,763 | 154,667 | 29,898 | 1,830,987 | $(7,904)$ | 1,823,083 |
| Operating income (loss) | 11,126 | 11,813 | 8,107 | 2,794 | 2,507 | $(1,145)$ | 35,203 | 11 | 35,214 |

TOYOTA TSUSHO CORPORATION
Financial Report for the 1st Half ended September 30, 2006
<< Segment information >>
2. Geographic segments

| Half year ended September 30, 2006 | Millions of yen |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Japan | Asia <br> \& Oceania | North <br> America | $\begin{gathered} \text { Europe } \\ \text { \& the CIS } \end{gathered}$ | Others | Total | Elimination Consolidation |  |
| Net sales: |  |  |  |  |  |  |  |  |
| Outside customers | 1,996,935 | 447,022 | 268,785 | 160,195 | 61,731 | 2,934,669 | --- | 2,934,669 |
| Iner-segment | 254,012 | 43,050 | 27,573 | 7,290 | 1,517 | 333,444 | $(333,444)$ | --- |
| Total | 2,250,948 | 490,072 | 296,359 | 167,485 | 63,248 | 3,268,114 | $(333,444)$ | 2,934,669 |
| Cost of sales, selling, general and administrative | 2,229,762 | 479,000 | 289,772 | 161,450 | 56,794 | 3,216,780 | $(332,802)$ | 2,883,977 |
| Operating income (loss) | 21,186 | 11,071 | 6,586 | 6,035 | 6,454 | 51,334 | (641) | 50,692 |


| Half year ended September 30, 2005 | Millions of yen |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Japa | Asia \& Oceania | North <br> America | Europe \& the CIS | Others | Total | Elimination Consolidation |  |
| Net sales: |  |  |  |  |  |  |  |  |
| Outside customers | 1,253,371 | 224,588 | 221,778 | 117,488 | 41,070 | 1,858,298 | --- | 1,858,298 |
| Iner-segment | 200,675 | 23,100 | 2,003 | 3,760 | 259 | 229,799 | $(229,799)$ | --- |
| Total | 1,454,047 | 247,689 | 223,781 | 121,249 | 41,330 | 2,088,097 | $(229,799)$ | 1,858,298 |
| Cost of sales, selling, general and administrative | 1,439,557 | 240,170 | 217,497 | 117,489 | 38,135 | 2,052,850 | $(229,767)$ | 1,823,083 |
| Operating income (loss) | 14,489 | 7,518 | 6,284 | 3,759 | 3,194 | 35,246 | (31) | 35,214 |

Notes 1. Beginning of fiscal year ended March 31, 2007, Commision income have been included in Net sales.
2. For the previous fiscal year, figures have been retroactively converted to the new segments, and segment information from the previous fiscal year, using the previous categories, is shown below.

| Half year ended September 30, 2005 | Millions of yen |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Japan | Asia \& Oceania | $\begin{gathered} \text { North } \\ \text { America } \\ \hline \end{gathered}$ | Europe \& the CIS | Others | Total | Elimination Consolidation |  |
| Net sales: |  |  |  |  |  |  |  |  |
| Outside customers | 1,245,811 | 222,069 | 220,367 | 117,010 | 40,424 | 1,845,684 | --- | 1,845,684 |
| Iner-segment | 200,348 | 23,012 | 1,839 | 3,760 | 259 | 229,220 | $(229,220)$ | ---- |
| Total | 1,446,160 | 245,082 | 222,206 | 120,770 | 40,684 | 2,074,904 | $(229,220)$ | 1,845,684 |
| Commision income | 7,886 | 2,606 | 1,574 | 478 | 645 | 13,192 | (578) | 12,613 |
| Cost of sales, selling, general and administrative | 1,439,557 | 240,170 | 217,497 | 117,489 | 38,135 | 2,052,850 | $(229,767)$ | 1,823,083 |
| Operating income (loss) | 14,489 | 7,518 | 6,284 | 3,759 | 3,194 | 35,246 | (31) | 35,214 |

