

FOR IMMEDIATE RELEASE

Toyota Tsusho Corporation Reports Earnings for the Fiscal Year Ended March 31, 2015

Nagoya, Japan; April 28, 2015 — Toyota Tsusho Corporation (TSE: 8015) reported consolidated net sales of 8,663.46 billion yen and net income of 67.571 billion yen, or 192.23 yen per share, for the fiscal year ended March 31, 2015.

Consolidated Results of Operations

In the fiscal year ended March 31, 2015, the global economy as a whole continued to gradually grow, with developed economies performing solidly amid a slowdown in emerging market economies. The U.S. economy benefited from robust personal consumption fueled by recovery in employment and lower crude oil prices. The European economy showed signs of stabilizing in response to the European Central Bank's quantitative easing program, but Europe's economic outlook remained murky, clouded by economic challenges in Greece and elsewhere. Among emerging market economies, growth picked up in major Asian countries other than China, where growth slowed. Meanwhile, some resource-producing countries saw their economies weaken in the wake of crude oil prices' steep decline.

Against such a backdrop, the Japanese economy slowed in the first half of the fiscal year in the aftermath of last April's consumption tax hike, which was compounded by import cost inflation stemming from yen depreciation. In the fiscal second half, however, the Japanese economy embarked on what appears to be a self-sustaining recovery driven by improvement in capital investment and reduction in imported energy costs.

Amid this environment, the Toyota Tsusho Group's consolidated net sales in the fiscal year ended March 31, 2015, increased 920.2 billion yen (11.9%) year on year to 8,663.4 billion yen, largely by virtue of growth in petroleum product sales coupled with yen depreciation.

Consolidated operating income grew to 169.456 billion yen from 161.321 billion yen in the previous fiscal year, an 8.135 billion yen (5.0%) increase attributable mainly to growth in gross profits. Consolidated ordinary income, however, was down 7.171 billion yen (4.4%) to 156.267 billion yen from the previous fiscal year's 163.438 billion yen due to a decrease in equity in earnings of unconsolidated subsidiaries and affiliates. Consolidated net income after taxes likewise declined, down 5.463 billion yen (7.5%) to 67.571 billion yen from 73.034 billion yen in the previous fiscal year.

Segment Information

Effective April 1, 2014, the Global Production Parts & Logistics Division's name was changed to the Global Parts & Logistics Division.

Metals

Net sales grew 132.8 billion yen (7.3%) year on year to 1,961.0 billion yen, largely by virtue of yen depreciation and North American automobile production growth.

In the steel business, Toyota Tsusho Group investee Techno Steel Processing Turkey Çelik Bükme ve İşleme San. Tic. A.Ş., a Turkish electrical sheet-steel processing company, commenced full-scale

production. In the nonferrous metals business, investee Sales de Jujuy S.A., an Argentine lithium miner, commenced full-scale production of lithium at Salar de Olaroz, Jujuy Province. In the steel raw materials business, the Group endeavored to expand its Chinese automobile dismantlement and recycling operations beyond its initial investee, Beijing Borui Liantong Auto Recycling Tech Co., Ltd.

Global Parts & Logistics

Net sales increased 35.9 billion yen (4.0%) year on year to 927.5 billion yen, likewise largely by virtue of yen depreciation and North American automobile production growth.

In Malaysia, the Group established Asahi Aero Malaysia SDN BHD., a joint venture engaged in surface treatment of aircraft parts, in the aim of building a value chain in the Asian aircraft industry amid a trend toward local Asian production among aircraft parts manufacturers. Additionally, the Group launched a techno-park business in Cambodia to facilitate Japanese parts makers' overseas expansion.

Automotive

Net sales edged up 8.5 billion yen (0.7%) year on year to 1,306.5 billion yen.

In Cambodia, the Group launched a sales finance company as a joint venture with an existing investee, Kong Nuon Group Co., Ltd., a local partner of an import and sales agent for Toyota vehicles. In Kenya, the Group established Toyota Kenya Business Park, consolidated its logistics center for completed vehicles, parts warehouses and used car business at the new site, and opened a human resource development center, an upgraded training center to replace its previous training facility. In Nigeria, investee CFAO S.A. agreed to form a joint venture with Yamaha Motor Co., Ltd., to manufacture and distribute motorcycles. It also launched an automobile dealership business in six Southeast African countries after signing a dealership agreement with Volkswagen AG.

Machinery, Energy & Projects

Net sales grew 421.4 billion yen (27.6%) year on year to 1,948.1 billion yen, mainly as a result of petroleum product sales growth.

In the electric power business, the Group is targeting North America as one key market. In the U.S., the Group is involved in a project to construct and operate a natural gas-fired thermal power plant in St. Charles, Maryland, and a repowering project that will improve the Salem Harbor natural gas-fired thermal power plant in Massachusetts. In Kenya, the Group completed construction of and commissioned the two largest geothermal power plants in Africa, Olkaria 1 and 4.

Chemicals & Electronics

Net sales rose 241.0 billion yen (14.1%) year on year to 1,947.5 billion yen, mainly as a result of growth in electronics-related trading volumes and inclusion of newly consolidated subsidiaries' sales.

In the chemical and synthetic resin business, the Group signed a memorandum of understanding with Kenya's Ministry of Agriculture, Livestock and Fisheries as a precursor to launching fertilizer manufacturing operations in Kenya. In Malaysia, the Group increased its investment in a silica sand mining and refining project to expand the project's production capacity. In the electronics business, the Group made Tomen Electronics Corporation a wholly owned subsidiary to step up expansion into new businesses and improve customer satisfaction.

Food & Agribusiness

Net sales increased 90.6 billion yen (28.3%) year on year to 410.4 billion yen, largely as a result of overseas growth in grain trading volumes.

In the agriculture and aquaculture business, the Group signed a memorandum of understanding with Kinki University regarding closer collaboration in aquaculture business and established Tuna Dream Goto Fish Nursery Center in Goto-shi, Nagasaki Prefecture, in the aim of stably producing and supplying Bluefin tuna hatchlings. In the grain business, the Group concluded an agreement to acquire shares of NovaAgri Infra-Estrutura de Armazenagem e Escoamento Agrícola S.A., an operator of grain infrastructure in central and northeastern Brazil, and make it a subsidiary.

Consumer Products & Services

Net sales decreased 9.4 billion yen (5.5%) year on year to 160.1 billion yen, largely as result of reduced textile trading volumes.

In the living & healthcare business, AXIA SOUTH CIKARANG, a residential hotel for long-term residents and business travelers, opened in Indonesia upon completion of its construction. The hotel was developed as a joint venture with local partner Lippo Group et al. In Japan, the Group commenced construction of Global Gate, a mixed-use development encompassing offices, a hotel, a conference center and commercial facilities, in Nagoya's Sasashima Live 24 district. To gain new customers in the insurance business, Toyota Tsusho Insurance Partners Corporation partnered with Lifenet Insurance Company and started selling insurance for freelancers via a members-only intranet site.

Outlook for Fiscal Year Ending March 31, 2016

For the fiscal year ending March 31, 2016, the Company is forecasting net sales of 8,400 billion yen, a year-on-year decrease of 263.4 billion yen (3.0%); operating income of 158 billion yen, a year-on-year decrease of 11.4 billion yen (6.8%); ordinary income of 158 billion yen, a year-on-year increase of 1.8 billion yen (1.1%); and net income after taxes (attributable to its own shareholders) of 70 billion yen, a year-on-year increase of 2.5 billion yen (3.6%).

Consolidated Financial Condition

(1) Assets, Liabilities, and Net Assets

At March 31, 2015, consolidated assets totaled 4,533.6 billion yen, a 460.9 billion yen increase from March 31, 2014. The increase was chiefly attributable to a 101.1 billion yen increase in investment securities, 79.7 billion yen increase in property and equipment, 78.1 billion yen increase in trade notes and accounts receivable and 54.6 billion yen increase in inventories.

Consolidated liabilities at March 31, 2015, totaled 3,229.2 billion yen, a 312.6 billion yen increase from March 31, 2014. The increase was mainly attributable to a 231.7 billion yen increase in interest-bearing debt and 18.2 billion yen increase in trade notes and accounts payable.

Consolidated net assets at March 31, 2015, totaled 1,304.4 billion yen, a 148.4 billion yen increase from March 31, 2014. The increase was attributable to retained earnings accretion of 43.8 billion yen derived mainly from net income, a 59.4 billion yen increase in net unrealized gains on available-for-sales securities and a 53.0 billion yen increase in foreign currency translation adjustments.

(2) Cash Flows

Cash and cash equivalents (“cash”) at March 31, 2015, totaled 499.157 billion yen, an 87.125 billion yen increase from March 31, 2014. The increase in cash was the net result of positive cash flow from operating and financing activities and negative cash flow from investing activities.

Cash flows from operating activities

Operating activities provided net cash of 169.1 billion yen (35.163 billion yen more than in the previous fiscal year). The net cash inflow was largely derived from net income.

Cash flows from investing activities

Investing activities used net cash of 199.512 billion yen (63.925 billion more than in the previous fiscal year), mainly for property and equipment purchases.

Cash flows from financing activities

Financing activities provided net cash of 108.247 billion yen (102.891 billion yen more than in the previous fiscal year), largely as a result of an increase in debt.

Dividends

The Company has adopted a flexible dividend policy whereby it aims to pay dividends equivalent to 20~25% of consolidated net income while adjusting dividend distributions to take into account changes in the economic environment, progress in capital investment plans and other factors.

In accordance with this policy, the Company plans to pay a year-end dividend of 28 yen per share in addition to the previously paid interim dividend of 28 yen per share, bringing total dividends for the fiscal year ended March 31, 2015, to 56 yen per share (a 6 yen increase from the previous fiscal year).

To meet shareholders' dividend expectations by distributing stable shareholder returns on an ongoing basis, the Company aims to pay dividends equivalent to 25% of consolidated net income before amortization of goodwill beginning in the fiscal year ending March 31, 2016.

In accord with this change in policy, the Company plans to pay annual dividends of 62 yen per share, consisting of interim and year-end dividends of 31 yen per share apiece, for the fiscal year ending March 31, 2016, assuming that it earns consolidated net income attributable to owners of the parent of 70 billion yen as currently forecast.

The Company intends to use internally retained earnings to further enhance and strengthen its operational foundation and invest in business expansion to ensure shareholder returns into the future.

To enable the Company to flexibly distribute earnings to shareholders in the future, its Articles of Incorporation authorize it to distribute retained earnings and/or additional paid-in capital to shareholders pursuant to a Board of Directors' resolution in accordance with Article 459(1) of the Companies Act. For the time being, however, the Company plans to continue paying dividends twice a year as usual.

Financial Statements
(1) Consolidated Balance Sheets

	As of March 31, 2014	Millions of yen As of March 31, 2015
Assets		
Current assets:		
Cash and cash equivalents	412,089	499,190
Trade notes and accounts receivable	1,268,331	1,346,461
Inventories	628,758	683,392
Deferred tax assets	15,311	15,739
Other current assets	217,617	253,594
Less: allowance for doubtful receivables	(21,222)	(29,169)
Total current assets	2,520,885	2,769,209
Fixed assets:		
Property and equipment:		
Buildings and structures	315,629	337,434
Less: accumulated depreciation	(135,263)	(148,604)
Buildings and structures, net	180,365	188,829
Machinery, equipment and vehicles	372,817	429,538
Less: accumulated depreciation	(194,559)	(225,574)
Machinery, equipment and vehicles, net	178,257	203,963
Land	94,045	97,932
Leased assets	24,388	28,232
Less: accumulated depreciation	(13,097)	(14,490)
Leased assets, net	11,290	13,742
Construction in progress	28,966	66,199
Other	35,903	40,623
Less: accumulated depreciation	(24,724)	(27,471)
Other, net	11,178	13,151
Total property and equipment	504,104	583,819
Intangible assets:		
Goodwill	202,858	170,647
Leased assets	107	27
Other	226,534	229,717
Total intangible assets	429,500	400,392
Investments and other assets:		
Investment securities	471,818	572,927
Other investments	54,229	60,069
Long-term loans receivables	17,251	30,342
Net defined benefit asset	12,407	17,223
Deferred tax assets	15,705	19,533
Other	62,695	100,268
Less: allowance for doubtful receivables	(15,870)	(20,091)
Total investments and other assets	618,238	780,272
Total fixed assets	1,551,843	1,764,484
Total assets	4,072,728	4,533,693

	As of March 31, 2014	Millions of yen As of March 31, 2015
Liabilities		
Current liabilities:		
Trade notes and accounts payable	950,852	969,099
Short-term debt	520,337	608,661
Commercial paper	155,000	135,000
Current portion of bonds payable	-	10,000
Lease obligations	4,977	4,750
Income taxes payable	33,099	26,806
Deferred tax liabilities-current	5,675	6,591
Reserve for directors' bonuses	792	748
Provision for loss on litigation	745	1,007
Other current liabilities	263,850	299,062
Total current liabilities	1,935,332	2,061,727
Long-term liabilities:		
Bonds payable, less current portion	95,000	116,161
Long-term debt	720,813	854,927
Lease obligations	4,935	3,249
Deferred tax liabilities-non-current	80,604	101,102
Directors' retirement benefit liabilities	625	528
Provision for loss on guarantees	826	756
Provision for loss on withdrawal from business	2,285	3,104
Provision for loss on contracts	2,087	1,941
Provision for loss on litigation	742	727
Net defined benefit liability	30,915	32,355
Other long-term liabilities	42,479	52,627
Total long-term liabilities	981,315	1,167,482
Total liabilities	2,916,648	3,229,210
Net assets		
Shareholders' equity:		
Common stock	64,936	64,936
Capital surplus	154,781	155,021
Retained earnings	584,591	628,399
Treasury stock	(4,508)	(3,858)
Total shareholders' equity	799,801	844,499
Accumulated other comprehensive income:		
Net unrealized gains on available-for-sales securities, net of taxes	78,553	137,976
Deferred gain (loss) on futures hedge	(6,515)	(15,797)
Foreign currency translation adjustments	101,926	154,903
Remeasurements of defined benefit plans	(1,025)	3,930
Total accumulated other comprehensive income	172,938	281,012
Stock warrants	371	127
Minority interests	182,968	178,844
Total net assets	1,156,080	1,304,483
Total liabilities and net assets	4,072,728	4,533,693

(2) Consolidated Statements of Income and Comprehensive Income
Consolidated Statements of Income

	Year ended March 31, 2014	Millions of yen Year ended March 31, 2015
Net sales	7,743,237	8,663,460
Cost of sales	7,160,738	8,028,888
Gross profit	582,498	634,572
Selling, general and administrative expenses		
Charges and fees	32,077	37,247
Traffic and traveling expenses	18,425	20,532
Communication expenses	4,721	5,027
Provision for doubtful receivables	1,608	8,128
Salaries and wages	163,977	179,497
Retirement benefit expenses	5,650	5,807
Welfare expenses	28,477	31,452
Rental expenses	24,753	26,785
Depreciation and amortization except goodwill	34,618	39,013
Taxes other than income taxes	6,261	7,044
Amortization of goodwill	35,179	36,055
Other	65,426	68,522
Total selling, general and administrative expenses	421,177	465,115
Operating income	161,321	169,456
Other income:		
Interest income	4,230	5,969
Dividend income	14,823	16,912
Equity in the earnings of unconsolidated subsidiaries and affiliates	13,783	4,060
Other income	14,498	12,592
Total other income	47,336	39,535
Other expenses:		
Interest expense	25,499	26,842
Foreign exchange loss	13,623	19,910
Other expenses	6,097	5,971
Total other expenses	45,220	52,724
Ordinary income	163,438	156,267
Extraordinary income:		
Gain on sale of fixed assets	1,686	2,917
Gain on trading of securities and investments	3,630	6,257
Gain on liquidation of subsidiaries and affiliates	-	276
Gain on reversal of provision for loss on guarantees	-	12
Gain on reversal of provision for loss on withdrawal from business	215	30
Gain on reversal of provision for compensation losses	394	-
Gain on reversal of provision for loss on contracts	12	-
Gain on bargain purchase	-	10,856
Gain on reversal of stock warrants	372	87
Total extraordinary income	6,312	20,435

	Year ended March 31, 2014	Millions of yen Year ended March 31, 2015
Extraordinary losses:		
Loss on disposal of fixed assets	1,200	1,659
Impairment of property and intangible assets	6,681	3,942
Loss on trading of securities and investments	427	270
Loss on valuation of securities and investments	3,491	3,723
Loss on valuation of golf membership	18	21
Loss on liquidation of subsidiaries and affiliate	773	661
Provision for doubtful receivables	-	4,486
Provision for loss on guarantees	718	441
Provision for loss on withdrawal from business	-	3,010
Provision for loss on litigation	210	528
Loss on change in equity interest	-	247
Loss on revision of retirement benefit plan	396	-
loss on cancellation of contract	-	580
Customs duties for prior periods	-	1,635
Total extraordinary losses	13,918	21,208
Income before income taxes and minority interests	155,832	155,494
Income tax expenses:		
Current	62,138	61,087
Deferred	(5,044)	(1,031)
Total income tax expenses	57,094	60,055
Income before minority interests	98,738	95,438
Minority interests in earnings of consolidated subsidiaries and affiliates	25,703	27,866
Net income	73,034	67,571

Consolidated Statements of Comprehensive Income

	Year ended March 31, 2014	Millions of yen Year ended March 31, 2015
	Amount	Amount
Income before minority interests	98,738	95,438
Other comprehensive income		
Net unrealized gains on available-for-sales securities, net of taxes	32,949	57,688
Deferred gain (loss) on futures hedge	3,694	(10,754)
Foreign currency translation adjustments	116,273	50,377
Remeasurements of defined benefit plans	-	4,971
Share of other comprehensive income of unconsolidated subsidiaries and affiliates	14,730	10,833
Total other comprehensive income	167,649	113,116
Comprehensive income	266,387	208,555
Components:		
Comprehensive income attributable to owners of the parent	232,127	175,660
Comprehensive income attributable to minority interests	34,260	32,894

(3) Consolidated Statements of Changes in Net Assets

Year ended March 31, 2014 (April 1, 2013 – March 31, 2014)

(Millions of yen)

	Shareholders' Equity				
	Common stock	Capital surplus	Retained earnings	Treasury stock	Total shareholders' equity
Balance at beginning of year	64,936	154,539	531,049	(5,345)	745,179
Cumulative effects of changes in accounting policies					
Restated balance	64,936	154,539	531,049	(5,345)	745,179
Increase (decrease) during the term					
Cash dividends paid			(15,804)		(15,804)
Net income			73,034		73,034
Purchase of treasury stock				(45)	(45)
Disposition of treasury stock		242		882	1,125
Effect from change in scope of consolidated subsidiaries			(778)		(778)
Effect from change in scope of unconsolidated subsidiaries and affiliates			(2,039)		(2,039)
Other			(870)	(0)	(870)
Net increase (decrease) during the term, except for items under shareholders' equity					
Total increase (decrease)	-	242	53,542	837	54,622
Balance at end of year	64,936	154,781	584,591	(4,508)	799,801

	Accumulated other comprehensive income					Stock warrants	Minority interests	Total net assets
	Net unrealized gains on available-for-sales securities, net of taxes	Deferred gain (loss) on futures hedge	Foreign currency translation adjustments	Remeasurements of defined benefit plans	Total accumulated other comprehensive income			
Balance at beginning of year	44,637	(9,710)	(19,931)	-	14,996	951	158,916	920,043
Cumulative effects of changes in accounting policies								
Restated balance	44,637	(9,710)	(19,931)	-	14,996	951	158,916	920,043
Increase (decrease) during the term								
Cash dividends paid								(15,804)
Net income								73,034
Purchase of treasury stock								(45)
Disposition of treasury stock								1,125
Effect from change in scope of consolidated subsidiaries								(778)
Effect from change in scope of unconsolidated subsidiaries and affiliates								(2,039)
Other								(870)
Net increase (decrease) during the term, except for items under shareholders' equity	33,915	3,194	121,857	(1,025)	157,942	(579)	24,051	181,414
Total increase (decrease)	33,915	3,194	121,857	(1,025)	157,942	(579)	24,051	236,036
Balance at end of year	78,553	(6,515)	101,926	(1,025)	172,938	371	182,968	1,156,080

Year ended March 31, 2015 (April 1, 2014– March 31, 2015)

(Millions of yen)

	Shareholders' Equity				
	Common stock	Capital surplus	Retained earnings	Treasury stock	Total shareholders' equity
Balance at beginning of year	64,936	154,781	584,591	(4,508)	799,801
Cumulative effects of changes in accounting policies			(1,563)		(1,563)
Restated balance	64,936	154,781	583,028	(4,508)	798,238
Increase (decrease) during the term					
Cash dividends paid			(19,341)		(19,341)
Net income			67,571		67,571
Purchase of treasury stock				(47)	(47)
Disposition of treasury stock		239		689	929
Effect from change in scope of consolidated subsidiaries			352		352
Effect from change in scope of unconsolidated subsidiaries and affiliates			(3,347)		(3,347)
Other			134	7	142
Net increase (decrease) during the term, except for items under shareholders' equity					
Total increase (decrease)	-	239	45,370	650	46,260
Balance at end of year	64,936	155,021	628,399	(3,858)	844,499

	Accumulated other comprehensive income					Stock warrants	Minority interests	Total net assets
	Net unrealized gains on available-for-sales securities, net of taxes	Deferred gain (loss) on futures hedge	Foreign currency translation adjustments	Remeasurements of defined benefit plans	Total accumulated other comprehensive income			
Balance at beginning of year	78,553	(6,515)	101,926	(1,025)	172,938	371	182,968	1,156,080
Cumulative effects of changes in accounting policies							152	(1,410)
Restated balance	78,553	(6,515)	101,926	(1,025)	172,938	371	183,120	1,154,670
Increase (decrease) during the term								
Cash dividends paid								(19,341)
Net income								67,571
Purchase of treasury stock								(47)
Disposition of treasury stock								929
Effect from change in scope of consolidated subsidiaries								352
Effect from change in scope of unconsolidated subsidiaries and affiliates								(3,347)
Other								142
Net increase (decrease) during the term, except for items under shareholders' equity	59,423	(9,282)	52,976	4,956	108,074	(244)	(4,276)	103,553
Total increase (decrease)	59,423	(9,282)	52,976	4,956	108,074	(244)	(4,276)	149,813
Balance at end of year	137,976	(15,797)	154,903	3,930	281,012	127	178,844	1,304,483

(4) Consolidated Statements of Cash Flows

	Year ended March 31, 2014	Millions of yen Year ended March 31, 2015
Cash flows from operating activities:		
Income before income taxes and minority interests	155,832	155,494
Depreciation and amortization	64,893	73,354
Amortization of goodwill	35,179	36,055
Net increase (decrease) in allowance for doubtful receivables	569	12,622
Interest and dividend income	(19,054)	(22,882)
Interest payables	25,499	26,842
Equity in (earnings) loss of unconsolidated subsidiaries and affiliates	(13,783)	(4,060)
(Increase) decrease in accounts receivable	(99,248)	2,349
(Increase) decrease in inventories	21,987	(7,152)
Increase (decrease) in payables	24,094	(46,532)
Other, net	(16,993)	(8,725)
Sub total	178,975	217,367
Interest and dividends received	40,961	50,026
Interest paid	(25,574)	(26,558)
Income taxes paid	(60,424)	(71,735)
Net cash provided by (used in) operating activities	133,937	169,100
Cash flows from investing activities:		
Net (increase) decrease in time deposits	(0)	24
Purchase of property and equipment	(73,847)	(115,842)
Proceeds from sale of property and equipment	8,176	11,508
Purchase of intangible assets	(24,555)	(22,307)
Proceeds from sale of intangible assets	698	460
Purchase of investment securities and investments	(46,064)	(51,313)
Proceeds from sale of investment securities and investments	5,361	8,557
Payments for investments in subsidiaries resulting in change in scope of consolidation	-	(923)
Proceeds from investments in subsidiaries resulting in change in scope of consolidation	-	100
Payments for sales of investments in subsidiaries resulting in change in scope of consolidation	(86)	(60)
Proceeds from sale of investments in subsidiaries resulting in change in scope of consolidation	1,247	1,494
Increase in loans	(14,948)	(27,712)
Collection of loans	12,128	14,402
Payment for purchase of shares of subsidiaries from minority shareholders	(1,850)	(18,517)
Other, net	(1,848)	617
Net cash provided by (used in) investing activities	(135,587)	(199,512)

	Millions of yen	
	Year ended March 31, 2014	Year ended March 31, 2015
Cash flows from financing activities:		
Net increase (decrease) in short-term debt	78,090	14,986
Proceeds from long-term debt	72,573	213,002
Repayment of long-term debt	(118,159)	(113,745)
Proceeds from issuance of bonds	30,000	31,998
Redemption of bonds	(20,000)	(1,144)
Purchase of treasury stock	(112)	(47)
Dividends paid	(15,804)	(19,341)
Dividends paid to minority shareholders	(15,193)	(15,524)
Proceeds from stock issuance to minority shareholders of subsidiaries	133	2,512
Other, net	(6,171)	(4,450)
Net cash provided by (used in) financing activities	5,356	108,247
Effect of exchange rate changes on cash and cash equivalents	15,082	7,999
Net increase (decrease) in cash and cash equivalents	18,789	85,834
Cash and cash equivalents at beginning of year	391,352	412,032
Cash and cash equivalents of newly consolidated subsidiaries at beginning of year	1,889	1,290
Cash and cash equivalents at end of year	412,032	499,157

(5) Notes on Consolidated Financial Statements

(Notes on the Going-concern Assumption)

Not applicable

(Change in Accounting Principles)

(Accounting Standard for Retirement Benefits)

Effective the fiscal year ended March 31, 2015, the Company adopted the main clause of paragraph 35 of *Accounting Standard for Retirement Benefits* (ASBJ Statement No. 26, May 17, 2012) and the main clause of paragraph 67 of *Guidance on Accounting Standard for Retirement Benefits* (ASBJ Guidance No. 25, May 17, 2012). In accordance with this, calculation method for retirement benefit obligations and service cost were reviewed, and the method for attributing expected pension benefits to periods of employee service was changed from the straight-line attribution to the benefit formula. In addition, a new method of determining the discount rate was adopted where a single weighted average discount rate is applied in calculating the present value of obligations based on expected period of benefit payments and amount of payment for each period.

The ASBJ Statement No. 26 and the ASBJ Guidance No. 25 are applied with transitional treatments stipulated in paragraph 37 of the ASBJ Statement No.26. As of the beginning of the fiscal year ended March 31, 2015 (April 1, 2014), impact of the change in calculation method was reflected in retained earnings.

As a result, retained earnings as of the beginning of the fiscal year ended March 31, 2015 (April 1, 2014) was 1,563 million yen lower. The impact of this change on operating income, ordinary income, and income before income taxes and minority interests for the fiscal year ended March 31, 2015 was minor.

(6) Additional information

The fiscal year-end date for some of the Company's consolidated subsidiaries, including Business Car and Toyota Tsusho (Shanghai) Co., Ltd. is December 31, which is different from the consolidated year-end date. With respect to those subsidiaries, financial statements as of their year-end date were previously used for preparation of consolidated financial statements after necessary adjustments for consolidation were performed on important transactions that took place between the last year-end date of those companies and the consolidated year-end date. Effective the fiscal year ended March 31, 2015, however, in order to further increase the quality of financial reporting, preparation method for consolidated financial statements were changed to a new method under which the financial statements of Business Car, Toyota Tsusho (Shanghai) Co., Ltd. and other four consolidated subsidiaries are provisionally closed at the consolidated fiscal year-end date for consolidation. In line with this change, the consolidated financial statements for the fiscal year ended March 31, 2015 include financial statements of these companies for fifteen months (January 1, 2014 through March 31, 2015) with adjustments made through consolidated income statements.

As a result, for the fiscal year ended March 31, 2015, net sales was 119,330 million yen higher, gross profit was 6,969 million yen higher, operating income was 2,559 million yen higher, ordinary income was 2,223 million yen higher, income before income taxes and minority interests was 2,243 million yen higher.

(Segment and other information)

a. Segment information

1. Overview of Reportable Segments

The Toyota Tsusho 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 Toyota Tsusho 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 seven segments, namely Metals, Global Parts & Logistics, Automotive, Machinery, Energy & Project, Chemicals & Electronics, Food & Agribusiness, and Consumer Products & Services. These segments correspond to the Group's seven 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.

Global Parts & Logistics Division

The Global Parts & Logistics Division mainly manufactures, sells, and provides services for automotive parts, as well as running a logistics business and a tire assembly business.

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.

Machinery, Energy & Project Division

The Machinery, Energy & Project Division mainly handles machine tools, industrial machinery, textile machinery, testing and measuring instruments, electronic machinery, environmental equipment, industrial vehicles, construction machinery, petroleum products, liquefied petroleum gas (LPG), coal, crude oil, petrochemical and natural gas products, and infrastructure projects. The division sells and provides services relevant to the products listed above, as well as running an energy and electric power supply business.

Chemicals & Electronics Division

The Chemicals & Electronics Division sells and provides services for communication devices, electronic devices and semiconductors, automotive embedded software development, electronic equipment, network integration and support, PCs, PC peripherals and software, component parts for automobile production, and ITS (Intelligent Transport Systems) equipment. The division also handles organic chemicals, fine and inorganic chemicals, functional chemicals, fat and oil products, synthetic resins, chemical additives, batteries and electronic materials, pharmaceuticals, and pharmaceutical ingredients. The division processes, manufactures, sells and provides services relevant to the products listed above.

Food & Agribusiness Division

The Food & Agribusiness 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 Division

The Consumer Products & Services 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, 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. Sales, income/loss, assets, and other items by reportable segment

I. Year ended March 31, 2014 (April 1, 2013 to March 31, 2014)

Millions of yen

	Reportable segment								Other *1	Total	Adjustments *2	Amounts on the consolidated financial statements *3
	Metals	Global Parts & Logistics	Automotive	Machinery, Energy & Project	Chemicals & Electronics	Food & Agribusiness	Consumer Products & Services	Total				
Net sales												
Outside customers	1,828,281	891,606	1,298,042	1,526,737	1,706,508	319,878	169,535	7,740,590	2,647	7,743,237	-	7,743,237
Inter-segment	714	3,173	51	401	5,483	106	785	10,715	462	11,178	(11,178)	-
Total	1,828,995	894,780	1,298,094	1,527,138	1,711,992	319,985	170,320	7,751,306	3,109	7,754,415	(11,178)	7,743,237
Segment income (loss)	43,668	22,991	39,643	23,826	27,363	5,542	7,507	170,544	(9,307)	161,236	84	161,321
Segment assets	765,858	317,104	713,526	607,467	777,040	186,042	113,462	3,480,501	730,900	4,211,402	(138,673)	4,072,728
Other items												
Depreciation	9,388	5,703	17,460	15,191	6,244	3,551	1,745	59,286	5,607	64,893	-	64,893
Amortization of goodwill	92	157	11,630	4,939	11,332	5,377	1,291	34,821	357	35,179	-	35,179
Impairment losses	-	-	-	6,222	158	-	-	6,381	300	6,681	-	6,681
Unamortized goodwill	63	274	110,852	13,716	48,121	27,429	1,482	201,940	918	202,858	-	202,858
Investment in unconsolidated subsidiaries and affiliates	14,033	18,521	23,289	56,947	58,075	11,591	5,274	187,734	13,340	201,074	-	201,074
Increase in property and equipment and intangible assets	8,380	5,060	22,348	40,594	5,036	6,629	1,447	89,497	9,141	98,638	-	98,638

- Notes:
1. "Other" comprises businesses that are not included in reportable segments, such as functional services which provide operation support to the whole Group.
 2. Figures in "Adjustments" for the "Segment income (loss)" and the "Segment assets" rows represent the amounts of inter-segment transactions.
 3. Segment income (loss) is adjusted based on operating income on the consolidated financial statements.

II. Year ended March 31, 2015 (April 1, 2014 to March 31, 2015)

Millions of yen

	Reportable segment								Other *1	Total	Adjustments *2	Amounts on the consolidated financial statements *3
	Metals	Global Parts & Logistics	Automotive	Machinery, Energy & Project	Chemicals & Electronics	Food & Agribusiness	Consumer Products & Services	Total				
Net sales												
Outside customers	1,961,003	927,515	1,306,528	1,948,123	1,947,515	410,409	160,144	8,661,240	2,220	8,663,460	-	8,663,460
Inter-segment	943	3,308	169	1,304	5,845	130	739	12,441	507	12,949	(12,949)	-
Total	1,961,947	930,824	1,306,697	1,949,427	1,953,360	410,540	160,883	8,673,681	2,728	8,676,409	(12,949)	8,663,460
Segment income (loss)	54,332	22,876	36,451	22,321	33,074	5,411	6,490	180,958	(11,132)	169,825	(369)	169,456
Segment assets	862,651	328,027	730,225	697,826	827,764	221,433	105,179	3,773,107	900,227	4,673,334	(139,640)	4,533,693
Other items												
Depreciation	11,116	6,241	20,450	16,421	7,155	3,953	1,864	67,203	6,150	73,354	-	73,354
Amortization of goodwill	35	-	12,582	4,918	11,785	5,549	747	35,618	437	36,055	-	36,055
Impairment losses	87	387	-	2,878	366	51	46	3,818	124	3,942	-	3,942
Unamortized goodwill	30	320	100,803	8,644	37,380	21,990	768	169,939	708	170,647	-	170,647
Investment in unconsolidated subsidiaries and affiliates	27,935	23,628	27,159	58,788	57,471	16,290	7,526	218,800	13,978	232,778	-	232,778
Increase in property and equipment and intangible assets	11,381	7,924	22,428	76,393	6,966	5,762	1,133	131,990	9,432	141,422	-	141,422

- Notes:
1. "Other" comprises businesses that are not included in reportable segments, such as functional services which provide operation support to the whole Group.
 2. Figures in "Adjustments" for the "Segment income (loss)" and the "Segment assets" rows represent the amounts of inter-segment transactions.
 3. Segment income (loss) is adjusted based on operating income on the consolidated financial statements.

3. Changes in Reportable Segment

Effective from the fiscal year ended March 31, 2015, the Global Production Parts & Logistics segment has changed its name to the Global Parts & Logistics. In the segment information for the fiscal year ended March 31, 2014, the segment name has been changed to conform to the current period presentation.

b. Related information

I. Year ended March 31, 2014 (April 1, 2013 to March 31, 2014)

1. Information related to products and services
Refer to “1. Overview of Reportable Segments.”

2. Geographic information

1) Net sales

Millions of yen			
Japan	China	Other	Total
2,662,475	1,116,173	3,964,589	7,743,237

Note: Net sales are based on the location of customers and categorized by country or region.

2) Property and equipment

Millions of yen			
Japan	The U.S.	Other	Total
207,013	58,548	238,541	504,104

II. Year ended March 31, 2015 (April 1, 2014 to March 31, 2015)

1. Information related to products and services
Refer to “1. Overview of Reportable Segments.”

2. Geographic information

1) Net sales

Millions of yen			
Japan	China	Other	Total
2,660,758	1,158,013	4,844,689	8,663,460

Note: Net sales are based on the location of customers and categorized by country or region.

2) Property and equipment

Millions of yen			
Japan	The U.S.	Other	Total
256,550	66,757	260,511	583,819

Outline of Consolidated Results for the Year Ended March 31, 2015
(April 1, 2014 to March 31, 2015)

1. Operating Results

Billions of yen

	Consolidated			
	Year ended March 31, 2015	Year ended March 31, 2014	Year-on-year change	
			Amount	%
Net sales	8,663.4	7,743.2	920.2	11.9
Gross profit	634.5	582.4	52.1	8.9
SG & A expenses	465.1	421.1	44.0	-
Operating income	169.4	161.3	8.1	5.0
Interest income and expense	(20.8)	(21.2)	0.4	-
Dividend income	16.9	14.8	2.1	-
Equity in the earnings (losses) of unconsolidated subsidiaries and affiliates	4.0	13.7	(9.7)	-
Other income (expenses)	(13.2)	(5.2)	(8.0)	-
Ordinary income	156.2	163.4	(7.2)	(4.4)
Extraordinary income (losses)	(0.7)	(7.6)	6.9	-
Income before income taxes and minority interests	155.4	155.8	(0.4)	(0.2)
Income tax expenses	60.0	57.0	3.0	-
Minority interests in earnings of consolidated subsidiaries and affiliates	27.8	25.7	2.1	-
Net income	67.5	73.0	(5.5)	(7.5)

Main factors behind year-on-year changes

- Net sales +920.2 billion yen:
 - Increase mainly in the Machinery, Energy & Project division due to increase in volume of petroleum and other products handled and effect of weaker yen
- Operating income +8.1 billion yen:
 - Increase due to increase in net sales, and in turn gross profit, which has more than offset increases in SG & A
- Dividend income +2.1 billion yen:
 - Increase mainly in Toyota Tsusho Corporation
- Equity in the earnings (losses) of unconsolidated subsidiaries and affiliates -9.7 billion yen:
 - Decrease mainly in unconsolidated subsidiaries and affiliates in the Metals division
- Other income/expenses -8.0 billion yen
 - Decrease due mainly to worsening in foreign exchange gains/losses
- Extraordinary income (losses) +6.9 billion yen:
 - Increase due mainly to gain on bargain purchase

For reference:

Billions of yen

Quarterly changes	1st quarter	2nd quarter	3rd quarter	4th quarter
Net sales	2,084.0	2,270.7	2,229.2	2,079.3
Operating income	34.3	40.0	49.4	45.6
Ordinary income	44.9	37.3	38.4	35.5
Net income	21.3	18.9	24.0	3.2

2. Financial Position

Billions of yen

	Consolidated			
	As of March 31, 2015	As of March 31, 2014	Change versus March 31, 2014	
			Amount	%
Total assets	4,533.6	4,072.7	460.9	11.3
Current assets	2,769.2	2,520.8	248.4	9.9
Investment securities & other investments	632.9	526.0	106.9	20.3
Other fixed assets	1,131.4	1,025.7	105.7	10.3
Net assets	1,304.4	1,156.0	148.4	12.8
Net interest-bearing debt	1,233.5	1,088.9	144.6	13.3
Debt-equity ratio (times)	1.1	1.1	(0.0)	
Number of consolidated subsidiaries	662	640	22	
Number of unconsolidated subsidiaries and affiliates	236	225	11	

Main factors behind year-on-year changes

- Current assets +248.4 billion yen:
 - Cash and cash equivalents increased 87.1 billion yen
 - Trade notes and accounts receivable increased 78.1 billion yen
 - Inventories increased 54.6 billion yen
- Investment securities & other investments +106.9 billion yen:
 - Increase due mainly to higher market value and acquisition of stocks
- Other fixed assets + 105.7 billion yen:
 - Property and equipment increased 79.7 billion yen
- Net assets +148.4 billion yen:
 - Retained earnings increased 43.8 billion yen (net income for the year ended March 31, 2015 of 67.5 billion yen less 19.3 billion yen dividends, etc.)
 - Net unrealized gains on available-for-sales securities, net of taxes increased 59.4 billion yen
 - Foreign currency translation adjustments increased 53.0 billion yen

3. Cash Flow Position

Billions of yen

	Year ended March 31, 2015	Year ended March 31, 2014	Major factors behind year-on-year changes
1. Cash flows from operating activities	169.1	133.9	Increase in net income
2. Cash flows from investing activities	(199.5)	(135.5)	Purchase of property and equipment
1-2: Free cash flow	(30.4)	(1.6)	
Cash flows from financing activities	108.2	5.3	Increase in debt

4. Consolidated Net Sales and Operating Income by Segment

*The top row for each segment indicates net sales; the bottom row indicates operating income.

Billions of yen

	Year ended March 31, 2015	Year ended March 31, 2014	Year-on- year change	Amounts affected by exchange rates	Year-on-year change excluding amount affected by exchange rates	
					Amount	%
Metals	1,961.0	1,828.2	132.8	69.9	62.9	3.3
	54.3	43.6	10.7	1.9	8.8	19.2
*Global Parts & Logistics	927.5	891.6	35.9	58.8	(22.9)	(2.4)
	22.8	22.9	(0.1)	1.1	(1.2)	(5.1)
Automotive	1,306.5	1,298.0	8.5	42.0	(33.5)	(2.5)
	36.4	39.6	(3.2)	1.6	(4.8)	(11.6)
Machinery, Energy & Project	1,948.1	1,526.7	421.4	45.4	376.0	23.9
	22.3	23.8	(1.5)	(0.5)	(1.0)	(4.3)
Chemicals & Electronics	1,947.5	1,706.5	241.0	58.8	182.2	10.3
	33.0	27.3	5.7	1.4	4.3	14.8
Food & Agribusiness	410.4	319.8	90.6	10.7	79.9	24.2
	5.4	5.5	(0.1)	0.5	(0.6)	(10.8)
Consumer Products & Services	160.1	169.5	(9.4)	2.3	(11.7)	(6.8)
	6.4	7.5	(1.1)	0.0	(1.1)	(13.8)
Total	8,663.4	7,743.2	920.2	288.0	632.2	7.9
	169.4	161.3	8.1	5.4	2.7	1.7

Main factors behind year-on-year changes

- Metals

Net sales and operating income:

Both increased due to increase in automobile production in North America as well as effect of alignment of accounting period

- Global Parts & Logistics

Net sales and operating income:

Both decreased due to decrease in trading volume handled in China and Thailand

- Automotive

Net sales and operating income:

Both decreased due to decrease in export by Toyota Tsusho Corporation as well as decrease in trading volume handled by overseas automobile dealership

- Machinery, Energy & Project

Net sales:

Increased due to increase in trading volume of petroleum products

Operating income:

Decreased due to effect of electric power substations handled in the fiscal year ended March 31, 2014

- Chemicals & Electronics

Net sales and operating income:

Both increased due to increase in trading volume of electronics-related products and effect of newly consolidated subsidiaries

- Food & Agribusiness

Net sales:

Increased due to increase in trading volume of grain handled overseas

Operating income:

Decreased due to lower market value

- Consumer Products & Services

Net sales and operating income:

Both decreased due to decrease in trading volume of textile-related products

* Effective April 1, 2014, the Global Production Parts & Logistics Division has changed its name to the Global Parts & Logistics Division.

5. Consolidated Financial Results Forecasts for the Year Ending March 31, 2016 (April 1, 2015 to March 31, 2016)

*The top row for each segment indicates net sales; the bottom row indicates operating income.

Billions of yen

	Year ending March 31, 2016 (forecast)	Year ended March 31, 2015 (results)	Year-on-year change	
			Amount	%
Metals	2,150.0	1,961.0	189.0	9.6
	50.0	54.3	(4.3)	(8.0)
Global Parts & Logistics	1,000.0	927.5	72.5	7.8
	21.0	22.8	(1.8)	(8.2)
Automotive	1,300.0	1,306.5	(6.5)	(0.5)
	33.0	36.4	(3.4)	(9.5)
Machinery, Energy & Project	1,270.0	1,948.1	(678.1)	(34.8)
	20.5	22.3	(1.8)	(8.2)
Chemicals & Electronics	2,070.0	1,947.5	122.5	6.3
	33.0	33.0	(0.0)	(0.2)
Food & Agribusiness	450.0	410.4	39.6	9.6
	6.0	5.4	0.6	10.9
Consumer Products & Services	160.0	160.1	(0.1)	(0.1)
	6.0	6.4	(0.4)	(7.6)
Total				
Net sales	8,400.0	8,663.4	(263.4)	(3.0)
Operating income	158.0	169.4	(11.4)	(6.8)
Ordinary income	158.0	156.2	1.8	1.1
Net income (attributable to its own shareholders)	70.0	67.5	2.5	3.6

6. Dividend per share

	Year ending March 31, 2016 (forecast)	Year ended March 31, 2015	Year ended March 31, 2014
Interim	31.0 yen	28.0 yen	23.0 yen
Full year	62.0 yen	56.0 yen (projected)	50.0 yen
Payout ratio (consolidated) <i>Before amortization of goodwill</i>	31.1% 20.2%	29.1%	24.0%

7. Changes in major indexes

		Year ended March 31, 2015 (or as of March 31, 2015)	Year ended March 31, 2014 (or as of March 31, 2014)
Exchange rate (yen / US dollar)	Average during the period	110	100
	End of period	120	103
Interest rate	Yen TIBOR 3M average	0.20%	0.23%
	US dollar LIBOR 3M average	0.24%	0.25%
Dubai oil (US dollars / bbl)		84	104
Australian thermal coal (US dollars / ton)		68	81
Corn futures (cents / bushel)		399	514