

Toyota Tsusho Group Agri Business Activities in Africa

WITH AFRICA **FOR** AFRICA



August 30th, 2019

Toyota Tsusho Corporation Profile

Headquarters

Head offices: Nagoya and Tokyo, Japan

Number of employees

* As of March 2019

Parent company: 3,485 Consolidated : 58,565

Shareholders

Key Shareholders: Toyota Motor Corporation (21.69%),
Toyota Industries Corporation (11.18%),

President & CEO

Ichiro Kashitani

Number of group companies

* As of March 2019

Group companies : 737 subsidiaries/ 231 affiliated companies
(including those under equity method)

Global network

Business locations in around 120 countries

Lines of Business



Metals



Global Parts &
Logistics



Automotive



Machinery, Energy &
Project



Chemicals &
Electronics



Food & Consumer
Services



Africa Region
Newly set up
In 2017



Nagoya Headquarters
Century TOYOTA Bldg.



Tokyo Headquarters
Shinagawa Front Bldg.

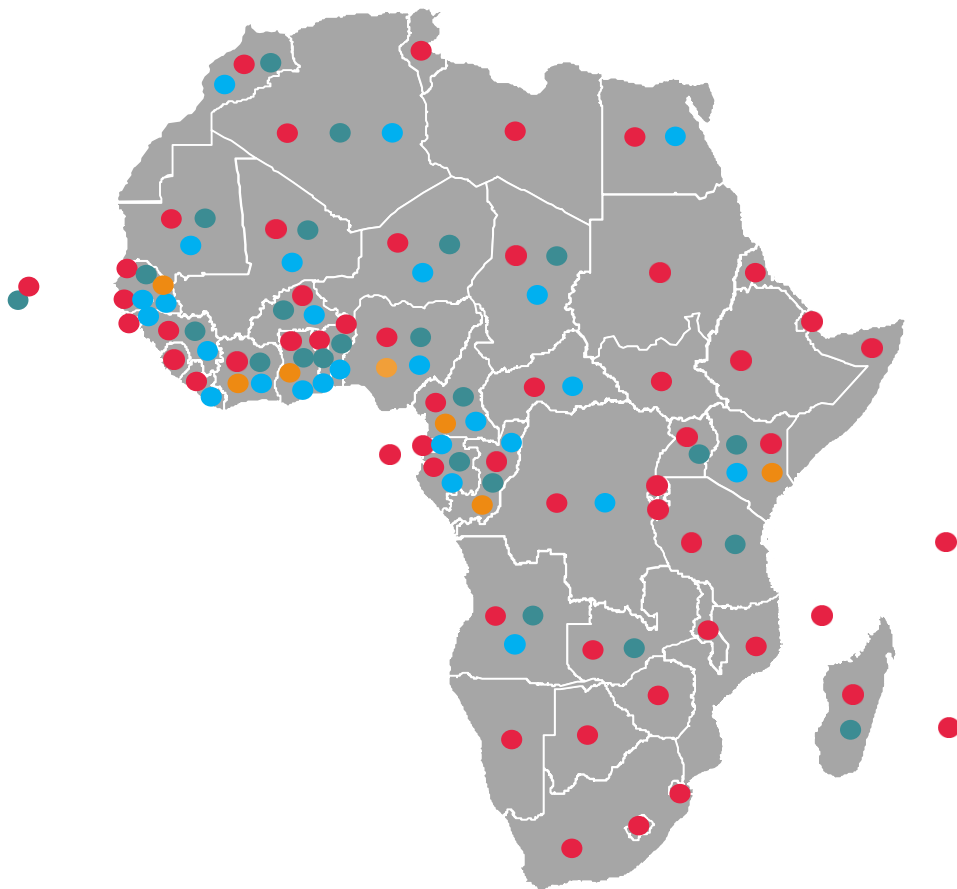
Group's Presence in Africa

Global Deployment: **54 countries**
(Direct Operation Sites in 37 countries)

Number of employees: Approx. **15,500**

Group Companies: **165**

Revenue: Approx. **5.4 billion USD**
(FY2018)



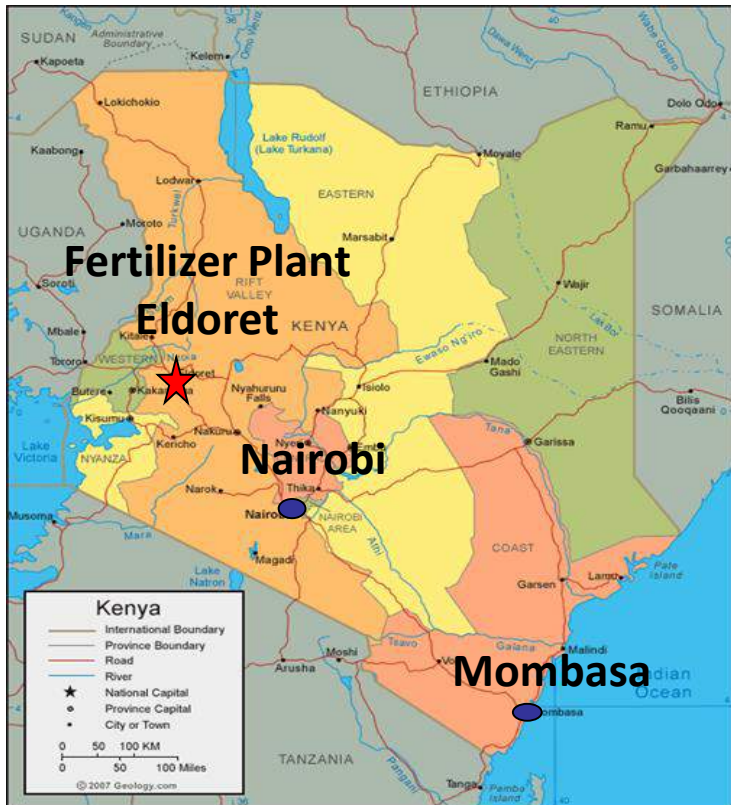
■ 4 Major Businesses Area

| Mobility | Healthcare | Consumer Goods | Technology & Energy |
|----------|------------|----------------|---------------------|
| 60% | 32% | 6% | 2% |

■ Business Lines

- Mobility ●
- Healthcare ●
- Consumer Goods ●
- Technology & Energy ●

Agri Business in Kenya: Toyota Tsusho Fertilizer Africa (TTFA)



- Brand Name: BARAKA Fertilizer
- Products : Balanced Nutrition Blending NPK Fertilizer
- Installed Capacity : 50MT/HR (Max. 150KMT/YR)
- Production Start : August 2016
- Location: Eldoret, Kenya



Agriculture Sector Facts in Kenya

- Arable Land: 5.8 Million HA - 10% of Total Land (Japan: 4.5 Million HA)
- 60 % of Workforce Involve in Agriculture
- Agri. Sector GDP: 25% of Total GDP in Kenya (US\$69B)
- Annual Consumption of Rice: 500K MT (Import/Domestic Production: 400K/100K)

What is



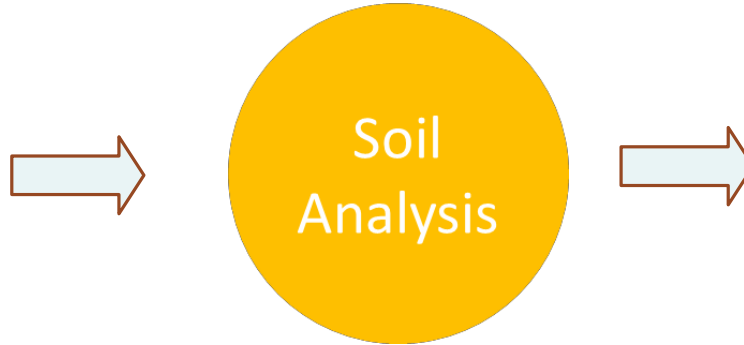
?

Balanced Nutrition Fertilizer for Africa: Improving Agricultural Productivity

FARMER IDENTIFICATION



SOIL SAMPLING & ANALYSIS



THE BEST FORMULATION & APPLICATION RATE



Nitrogen (Urea /AS)

Phosphate (DAP/MAP/NPS)

K(Potassium)(MOP/SOP)

Ca

Mg

S

B

Zn

Cu

Fe



PRODUCTION AT THE STATE-OF-ART PLANT

PROCURE QUALITY FEEDSTOCK GLOBALLY & LOCALLY



BARAKA FERTLIZER "PATA BARAKA SHAMBANI"

Our Activity to Support Farmers & Promote Modern Agriculture



Conducting Field Trial at Farmer's Field



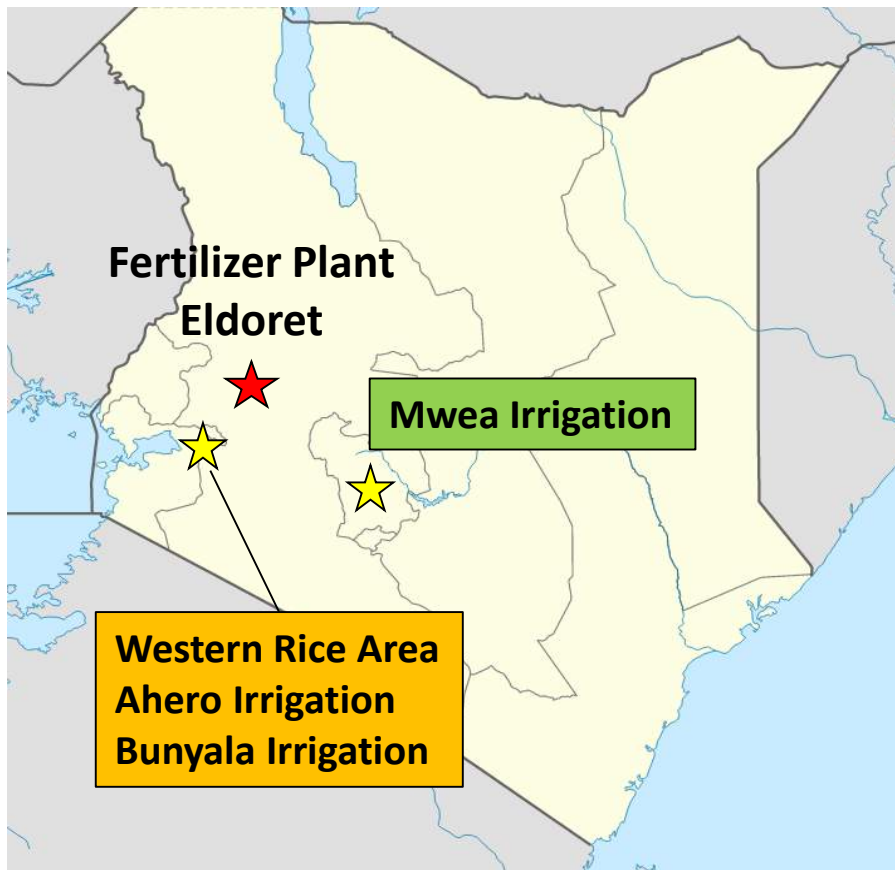
Organizing Farming Seminar



Promoting Agri-Mechanization: Marketing & Sales of Tractor

Baraka Rice Fertilizer in Kenya: Collaboration with the Japanese Gov't

- ❑ The Best Formulation for Rice Developed with JICA
- ❑ Conduct Farmers Training Program to Improve Productivity: Supported by MAFF



Mwea Irrigation Scheme

Scheme Size: 12000Ha / 7000farmers



- 2015 ~ Started Formulation Design & Trial with JICA
- 2017 ~ Started Commercial Sales

Western Area Irrigation Scheme

Scheme Size: 2300 Ha / 4000 farmers



- 2017 ~ Started Formulation Design & Trial
- 2018 ~ Started Farmers Training

Baraka Activity on the Field: Trial & Farmers Training Program

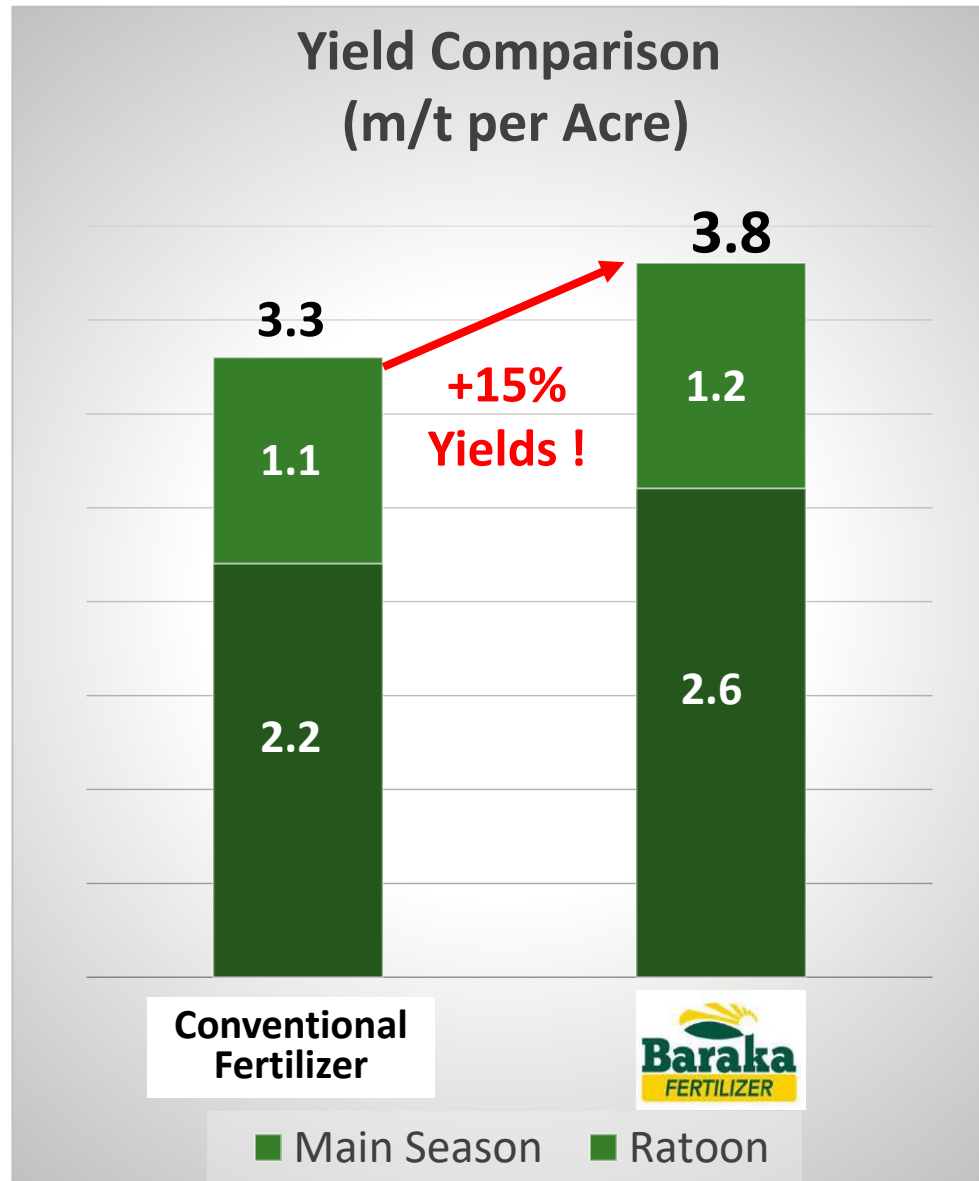
Rice Fertilizer Development at Mwea Test site with JICA Experts



Farmers Program at Ahero



Baraka Fertilizer Performance: Farmers Achieved Higher Yield



Anticipated Commercial Rice Farmer's Economics in Mwea, Kenya



Farmer's
Rice Selling Price
USD0.8/kg
(As Paddy Rice)



Milling &
Handling Cost
USD0.9/kg
(incl. Conversion Cost
from Paddy to Milled)



Distribution &
Trucking Cost
USD0.3/kg



Retail Price
USD2/kg
(Aromatic Rice)



Farmer's Revenue/Acre
USD0.8/kg X 3300KG
= USD2640



15% more Yields
by Balanced Nutrition Fertilizer



Farmer's Revenue/Acre
USD0.8/kg X 3800KG
= USD3040

Farmer's Income/Acre
USD3040-700
= USD2340

X Ave. Farm Size: 3 Acre
Ttl. Rice Farming Income
≐ USD7000



Farming Cost (incl. Input) /Acre
USD700



Note:
Kenya GDP/Capita
USD1508

Potential Expansion into Value Chain in West Africa



Contributing to Industrialization and Job Creation through Local Procurement and Production

- Beer Production with Heineken in CDI & ROC
- Retail Operation with Carrefour in CDI, Cameroon & Senegal
- Blending Fertilizer Production in Kenya



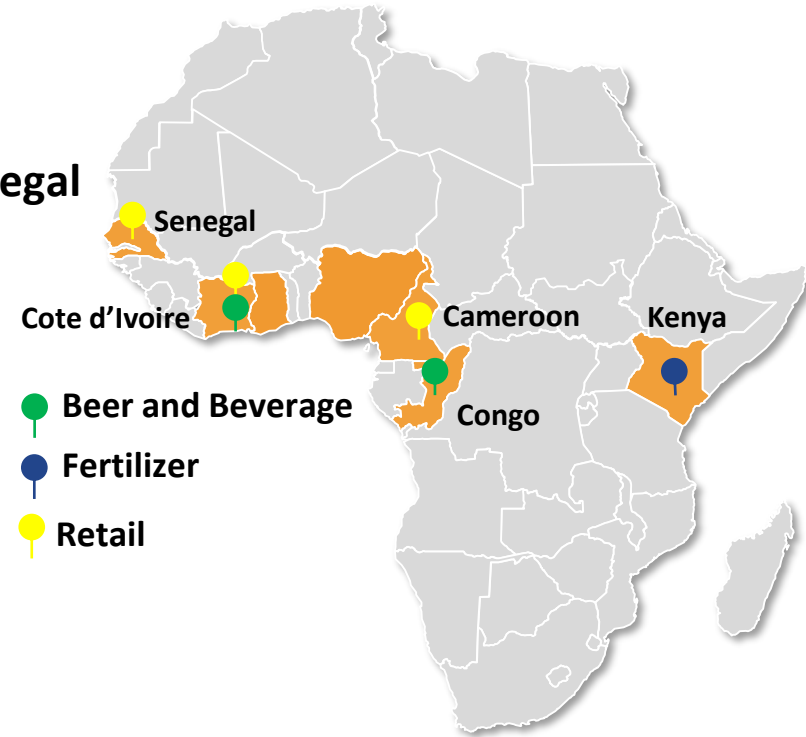
Brewery in CDI



- Producing Local Brand
- Utilizing Local Rice as Raw Material

- Retail Outlet for Local Products

Shopping Mall in CDI



Our New Initiative for Improving Agricultural Productivity in Japan

Partnership with Research Institute Rice Production & Technology

Rice New Varieties R&D and Marketing. Established in 2011

Promoting Hybrid High Yield Tasty Rice Varieties : Original Brand “Shiki-Yutaka”

1. Contributing Sustainable Rice Production
2. Maximizing Values in Total VC of Rice Industry including Seeds, Rice Trading, etc.



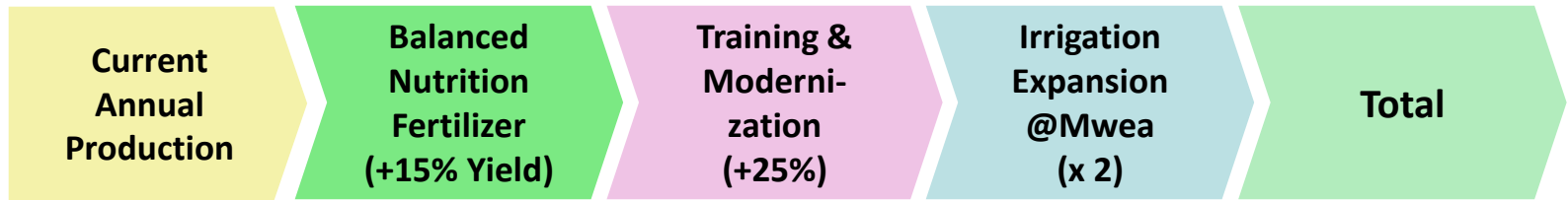
< Our Hybrid Rice 2018 >

- Cultivating Acrage : 1000ha
- Production : 8750mt
- Yield : 4275kg/acre (+ 30-50% Yield)

Top: Most Famous Rice Variety in Japan

Bottom: Our Hybrid Variety

Envisaged Rice Production in Kenya

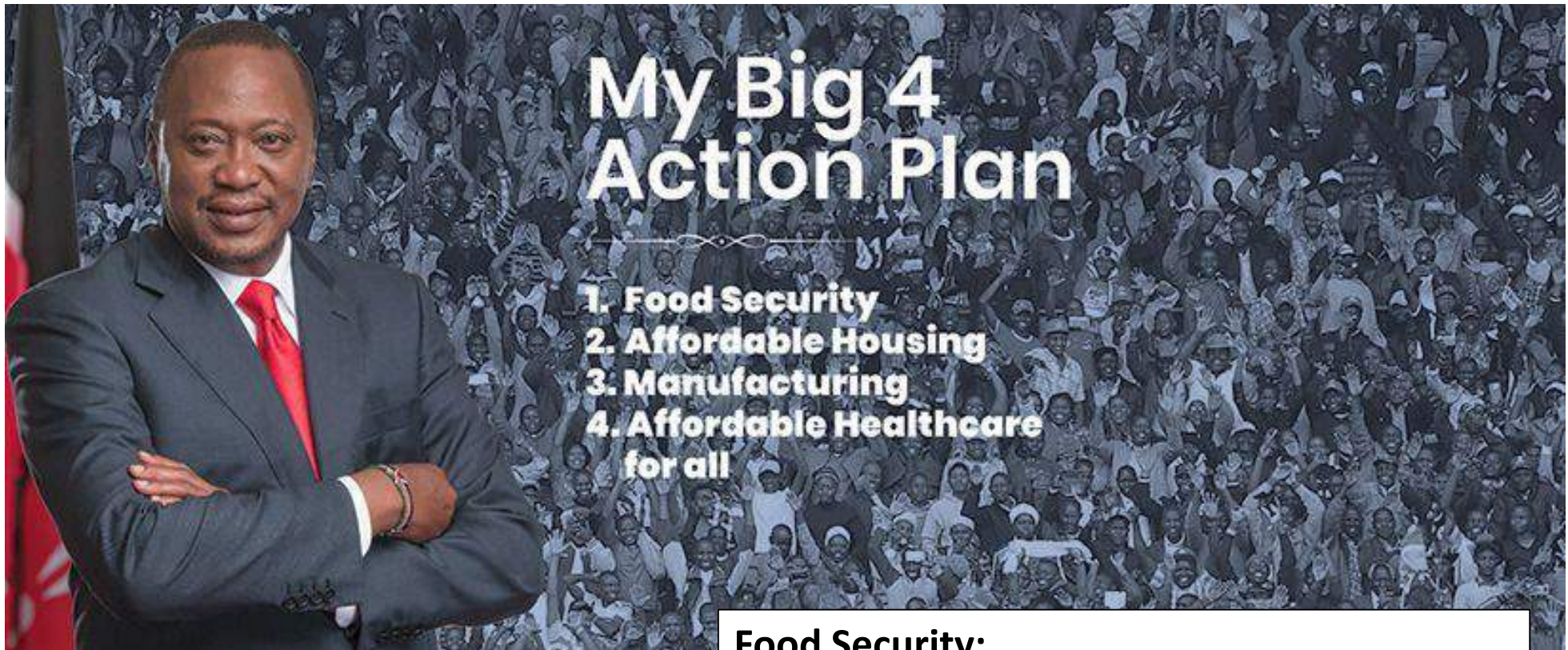


| | Current Annual Production | Balanced Nutrition Fertilizer (+15% Yield) | Training & Modernization (+25%) | Irrigation Expansion @Mwea (x 2) | Total |
|--------------|---------------------------|--|---------------------------------|----------------------------------|-------------|
| Mwea Area | 75K | 11K | 19K | 105K | 210K |
| Western Area | 20K | 4K | 6K | N/A | 30K |
| Total | 95K | 15K | 25K | 105K | 240K |

(Volume Unit: M/T Source: TTFA Estimate)



Contribute to National Strategic Agendas for Kenya: Food Security



Food Security:

Enriching food security and proper nutrition to all Kenyans by 2022 by ensuring self-sufficiency in the production of maize, **RICE** and potatoes among others.

MoC signing between JICA and TTC on August 26, 2019



**With Further Collaboration with JICA,
We Would like to Contribute more to the Kenyan & Other African Nation's Agenda**

WITH AFRICA FOR AFRICA

