



**TOYOTA**



TOYOTA TSUSHO (SOUTH SEA) LIMITED FIJI  
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**Asco Motors**

### **Market Announcement**

#### **Results for Half Year ended 30 September 2020**

The Board of Toyota Tsusho (South Sea) Ltd, trading as ASCO Motors in Fiji, Samoa, American Samoa and Tonga at this moment announce the unaudited financial results for the half-year ended 30 September 2020. The Net Profit after Tax ("NPAT") for the half-year ended 30 September 2020 is **FJD1.926** million compared to **FJD6.548** million recorded for the same period last year.

The group NPAT result is attributed to the adverse impact of the COVID-19 pandemic causing a significant economic downturn globally resulting in a considerable slowdown in all business segment performance.

The adverse impact of COVID-19 has been a reduction in demand across new product sales and especially tourism-related locations and businesses such as car rental. However, the effect on maintenance activities, especially concerning essential service-related activities, has been less marked. The Company invested significantly to ensure the safety of our valued employees and customers remain the top priority item.

The group successfully established a Business Continuity Plan ("BCP") for each country, and the board monitors the situation regularly. All countries are successfully achieving the BCP objectives and remain prepared for any unforeseen problems. A critical goal, amongst many, is to preserve a healthy cash position in all countries – an objective which the board is happy to report is well above expected levels in all countries. Despite the business performance, the business, through proper financial management, declared a twenty cents dividend per share.

#### **Fiji**

Financial Results for the half-year ended was FJD6.9 million behind budget, which was predominately attributed to the significant slowdown in the new vehicle and car rental business.

However, despite the intense competition and slowdown in new vehicle sales, Toyota continues to retain its brand leadership in the Fiji market primarily driven by growth in mid-SUV, Utility and Vans segment. In 2020, Asco Motors Fiji successfully launched its new Hilux model, which was well-received by our valued customers and continues to strengthen its segment market share.

AVIS Fiji operations continue to feel the impact of the border closure and nil overseas tourism arrivals. The business changed its tact and to strengthen the relationship with our local customers, local specials were introduced, which has led to gradual improvement of the business profitability. Management continues to ensure the AVIS fleet is operating at the optimal levels. The AVIS business is expected to see a gradual improvement based on the strategies employed.

There continues to be an emphasis on improving our facilities for customers and staff, as well as on customer service delivery to provide an excellent customer experience.

#### **American Samoa, Tonga and Samoa:**

The countries business performance was lower than expected for the half-year ending 30 September 2020. Sales and profits performed below budgets and last year's results, and quarter 3 and 4 results are expected to see small signs of recovery. The Samoa operations successfully won a government tender, which is a timely boost to the Samoa business.

SUVA • NADI • DENARAU • LAUTOKA • BA • LABASA

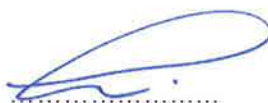
TOYOTA \* AVIS \* MASSEY FERGUSON \* YAMAHA \* BRIDGESTONE \* KOBE

As the world endeavours to recover from the pandemic, all our markets remain focussed on keeping to the established BCP. The market and economic environment remain a crucial factor for the next half of the year. In saying this, the group results will be a lower profit compared to the same period last year; however, there are positive signs of recovery post the Fiji National Budget announcement.

In preparing this business outlook, we have not factored in any adverse impacts arising out of unforeseen events such as further economic downturn, unfavourable exchange rate movements, duty and taxation regulation changes and weather disturbances. Should the business encounter any adverse situation(s), the business outlook will be revised, and market announcements will be made accordingly.



**MASAHIRO KUWAHARA**  
CHAIRMAN



**CRAIG SIMS**  
DIRECTOR

## Half Year Accounts

Toyota Tsusho (South Sea) Ltd

### PROFIT & LOSS STATEMENT FOR HALF YEAR ENDED 30 SEPTEMBER 2020

	CONSOLIDATED		
	Current half year F\$000	Increase/ (Decrease) %	Previous half year F\$000
<b>1. OPERATING REVENUE</b>			
(a) Sales Revenue	63,890	-28%	89,196
(b) Other revenue	348	59%	219
(c) Total Operating Revenue	64,238	-28%	89,415
<b>2. (a) Net Profit/Loss before Tax</b>	<b>2,236</b>	<b>-70%</b>	<b>7,498</b>
(b) Income tax Expense	(310)	-67%	(950)
(c) <b>Net Profit/Loss after Tax</b>	<b>1,926</b>	<b>-71%</b>	<b>6,548</b>
<b>3. (a) Extraordinary item after tax</b>	-	0%	-
(b) <b>Net Profit/Loss after Tax &amp; Extraordinary Item</b>	<b>1,926</b>	<b>-71%</b>	<b>6,548</b>
<b>4. (a) OEI in net profit and extraordinary items after income tax</b>	-	0%	-
(b) <b>Net Profit/Loss after Extraordinary Items and Income Tax Attributable to Members of the Company</b>	<b>1,926</b>	<b>-71%</b>	<b>6,548</b>
(c) Retained Profit at Beginning	88,013	14%	77,508
(d) <b>Total available for appropriation</b>	<b>89,939</b>	<b>7%</b>	<b>84,056</b>
(e) Ordinary dividend provided and paid for	-	-100%	(2,806)
(f) Preference dividend provided for	-	0%	-
(g) Transfer to general reserves	-	0%	-
(h) Total appropriations	-	-100%	(2,806)
(i) Retained profit at half year end	89,939	11%	81,250
<b>5. Earnings Per Share</b>			
(a) Basic earnings per share	0.14	-71%	0.47
(b) Diluted earnings per share	0.14	-71%	0.47




Director



Company Secretary

**STATEMENT OF ASSETS, LIABILITIES AND SHAREHOLDERS' EQUITY**  
AS AT 30 SEPTEMBER 2020


	<b>CONSOLIDATED</b>		
	At 30 September 2020 F\$000	At 31 March 2020 F\$000	At 30 September 2019 F\$000
<b>6. CURRENT ASSETS</b>			
(a) Cash Assets	33,658	8,196	16,547
(b) Trade receivables	7,290	10,466	6,197
(c) Other receivables	2,534	6,479	3,611
(d) Inventories	16,396	26,663	29,979
(e) Short-term investment	27	7,000	147
(f) Current tax receivables	338	487	425
(g) Other assets	2,784	711	1,807
<b>(h) Total Current Assets</b>	<b>63,027</b>	<b>60,002</b>	<b>58,713</b>
<b>NON-CURRENTS ASSETS</b>			
(i) Property, plant and equipment	55,922	57,843	62,550
(j) Long-term investment	-	-	-
(k) Term deposit	-	-	-
(l) Future Income tax benefit	-	-	-
(m) Intangible assets	-	5,832	-
(n) Other assets	1,271	632	1,168
<b>(o) Total Non-Current Assets</b>	<b>57,193</b>	<b>64,307</b>	<b>63,718</b>
<b>(p) Total Assets</b>	<b>120,220</b>	<b>124,309</b>	<b>122,432</b>
<b>7. CURRENT LIABILITIES</b>			
(a) Trade payables	993	1,327	3,084
(b) Other payables and accruals	2,480	5,536	2,948
(c) Current tax liabilities	-	-	-
(d) Interest-bearing borrowings	-	-	5,966
(e) Term loan - secured	-	-	-
(f) Bank overdraft	-	-	-
(g) Unsecured advance	-	-	-
(h) Inter-company Creditors	1,260	3,135	5,959
(i) Provisions	42	193	152
(j) Other liabilities	4,518	2,496	3,776
<b>(k) Total Current Liabilities</b>	<b>9,293</b>	<b>12,687</b>	<b>21,885</b>
<b>NON-CURRENT LIABILITIES</b>			
(l) Interest-bearing borrowings	-	-	-
(m) Unsecured advance	-	-	-
(n) Inter-company loan	-	-	-
(o) Deferred tax liabilities	(303)	(201)	55
(p) Provisions	264	143	253
(q) Other liabilities	7,236	6,154	1,983
<b>(r) Total Non-Current Liabilities</b>	<b>7,197</b>	<b>6,096</b>	<b>2,291</b>
<b>(s) Total Liabilities</b>	<b>16,490</b>	<b>18,783</b>	<b>24,176</b>
<b>(t) NET ASSETS</b>	<b>103,730</b>	<b>105,526</b>	<b>98,256</b>
<b>8. EQUITY</b>			
(a) Contributed equity	14,483	14,483	14,483
(b) Reserves	(692)	3,030	2,523
(c) Retained profits/accumulated losses	89,939	88,013	81,250
<b>(d) Equity Attributable to Members</b>	<b>103,730</b>	<b>105,526</b>	<b>98,256</b>
<b>OEI in Controlled Entities</b>			
(e) Contributed equity	-	-	-
(f) Reserves	-	-	-
(g) Retained profits/accumulated losses	-	-	-
<b>(h) Total Outside Equity Interest in Controlled Entities</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>(i) TOTAL EQUITY</b>	<b>103,730</b>	<b>105,526</b>	<b>98,256</b>


  
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Director

  
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Company Secretary

**STATEMENT OF CASH FLOWS**  
FOR HALF YEAR ENDED 30 SEPTEMBER 2020

	<b>CONSOLIDATED</b>	
	Current half year F\$000	Previous half year F\$000
<b>9. CASH FLOW FROM OPERATING ACTIVITIES</b>		
(a) Cash Received from Trading activities	68,690	90,547
(b) Cash Payments	(44,198)	(82,989)
(c) Interest Received	276	340
(d) Dividend Received	-	-
(e) Interest Paid	(58)	(201)
(f) Income Tax Paid	(208)	(1,112)
<b>(g) Net Cash Inflow from Operating Activities</b>	<b>24,502</b>	<b>6,585</b>
<b>10. CASH FLOWS FROM INVESTING ACTIVITIES</b>		
(a) Acquisition of Fixed Assets	222	(536)
(b) Proceeds from Sale of Fixed Assets	(3,219)	258
(c) Acquisition of Investment	-	-
(d) Long/ Short Term Deposit	7,000	-
(e) Audio Visual Production	-	-
(f) Proceeds from Sale of Associate	-	-
(g) Proceed from Sale of Investment	-	-
<b>(h) Net Cash (Outflow) from Investing Activities</b>	<b>4,003</b>	<b>(278)</b>
<b>11. CASH FLOWS FROM FINANCING ACTIVITIES</b>		
(a) Dividend Paid	(2,807)	(2,806)
(b) Repayment of Bank Borrowings	-	(6,302)
(c) Proceed from Issue of Shares	-	-
(d) Proceeds from Borrowings	-	-
(e) Repayment of Lease Principal	-	-
<b>(f) Net Cash (Outflow)/Inflow from Financing Activities</b>	<b>(2,807)</b>	<b>(9,108)</b>
<b>12. NET INCREASE/(DECREASE) IN CASH HELD</b>	<b>25,698</b>	<b>(2,801)</b>
(a) Cash/(Overdraft) at beginning of year	8,196	19,277
(b) Effects of exchange rate changes on opening cash balances	(236)	71
(c) Cash/(Overdraft) at half year	<b>33,658</b>	<b>16,547</b>

  
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Director

  
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Company Secretary