和泰集團 | 和泰汽車



Hotai Motor's Q2 2026 Investor Conference

2026.8.20

Stock Code:2207

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Agenda

1 **Company Profile**

2 **2026 Q2 Financial result**

3 **2026 Market Trend Outlook and Operational Focus**

4 **Q&A**





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1 Company





1 Company introduction

Distributor：TOYOTA、LEXUS、HINO、YOKOHAMA



Chairman:
Mr. Huang Nan-Kuang



Vice Chairman and
General Manager
Mr. Justin Su

Establishing date

September 1947

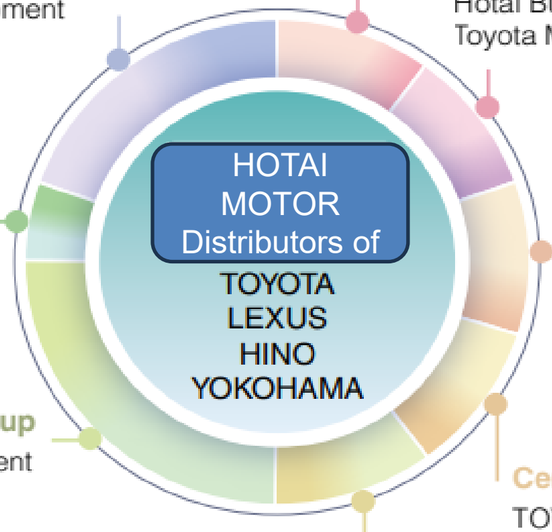
Capital amount

NT$5.571 billion

Revenue

282.6 billion(2025)

1 Company introduction



Auto Financing and Insurance Business Group
Hotai Finance
Hotai Leasing
Hotai Insurance
Ho An Insurance Agency
Ho Chuan Insurance Agency
He Jing Co., Ltd.
Hotai Finance Development

MaaS Business Group
Ho Tai Cyber Connection
Hotai Mobility Service
Hoing Mobility Service
Ho Young Travel

Auto Dealership
TOYOTA Dealer Network
Lexus Dealer Network
Chang Yuan Motor
Hotai Auto Body Sales
Hotai Bus Sales
Toyota Material Handling Taiwan

Green Energy Business
He Jun Energy

Automobile Manufacturing and Accessories
Kuozui Motors
Hotai Auto Body Manufacturing
CarMax

China Business Group
Hotong Motor Investment
Heling Lexus System
FAW TOYOTA System
Guangzhou Toyota Motor System
Hoyun International Lease
Hoyun (Shanghai) Motor Lease
Carmax Autotech (Shanghai)
Carmax Autotech (Shanghai)
Shanghai Ho Tai Toyota Material Handling Co., Ltd.
Motor Peripheral Business

Certified Used Cars
TOYOTA CPO Dealerships
LEXUS CPO Dealerships

Daikin Air Conditioning
Ho Tai Development Co.

Established the Japan Business Unit in April 2026.
Established the Japan Business Unit in April 2026.

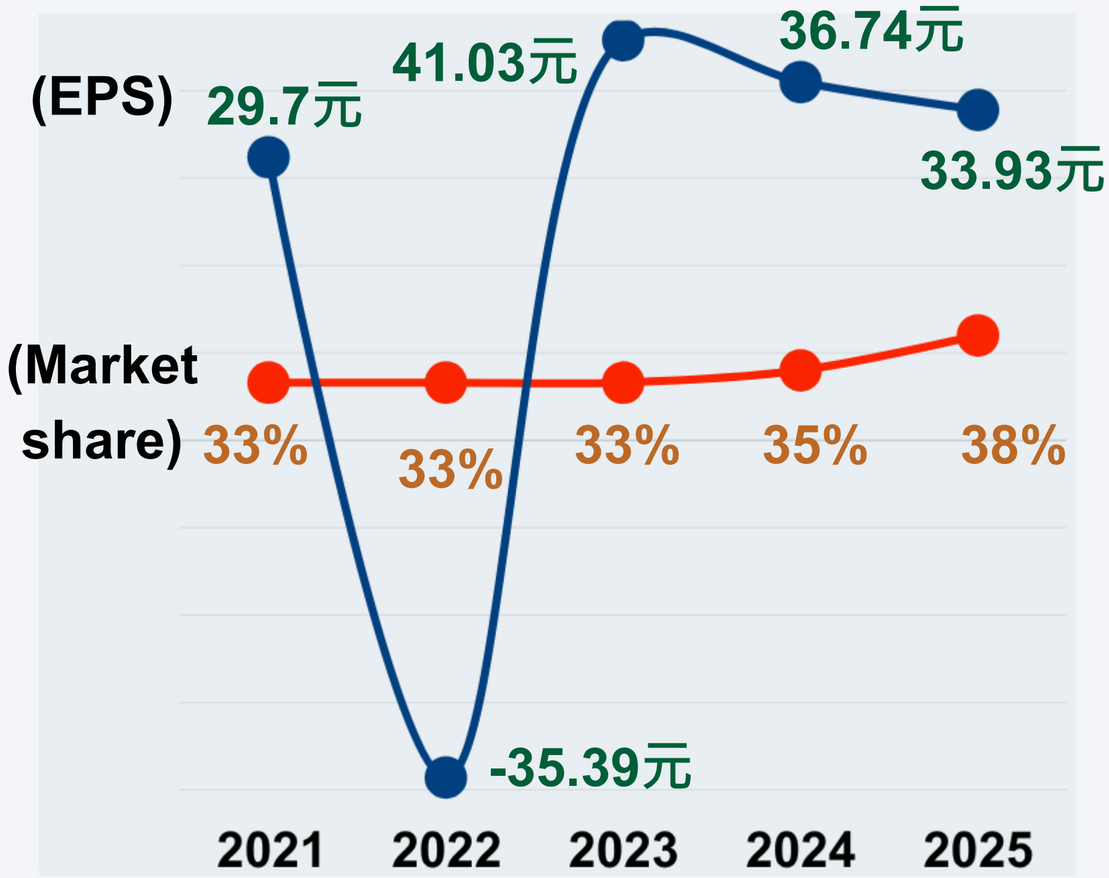
Hotai JAPAN
Hino dealers in Japan
(5 Companys)

1 Company introduction

Revenue(billion)



Market share & EPS(NT)









2 2026 Q2 Financial result







2 2026 Q2 Financial result

(Unit: million NTD)

Project	January to June 2026	January to June 2025	Difference (+gain, ▲: loss)
Total income	160,883	141,644	+ 19,239
Net sales revenue	124,296	109,519	+ 14,777
Rental income	10,205	10,296	▲ 91
Others	26,382	21,829	+ 4,553
Total expenditure	143,661	129,291	▲ 14,370
COGS	109,242	97,558	▲ 11,684
Rental costs	8,057	8,112	+ 55
Operating Expenses	11,580	8,388	▲ 3,192
Others	14,782	15,233	+ 451

2 2026 Q2 Financial result

(Unit: million NTD)

Project	January to June 2026	January to June 2025	Difference (+gain, ▲: loss)
Pre-tax net profit	17,222	12,353	+ 4,869
Income tax	3,462	2,622	▲ 840
Net profit for the period	13,760	9,731	+ 4,029
Profit attributable to owners of parent	12,015	8,071	+ 3,944
Earnings per share	21.57	14.49	+ 7.08

Sales revenue newly recognized at Hino dealers in Japan for April~June: 10,343 million, coupled with the recovery in Taiwan's car market.This drove a first-half revenue increase of 19,239 million compared to the same period last year.
Before tax, Hotai Insurance increased its investment income by 3,050 million NTD, and the acquisition of Japan's Hino dealer led to lower prices Purchase gain was 1,282 million [Note], increasing net profit for the period by 4,029 million compared to the same period

[Note] This amount is a self-calculated figure based on existing information; the final amount will be adjusted according to the 'Acquisition Price Allocation Report.' by Deloitte Taiwan in October.

2 July consolidated revenue performance

(Unit: million NTD)

July	Compared to last year
30,043	115.89%

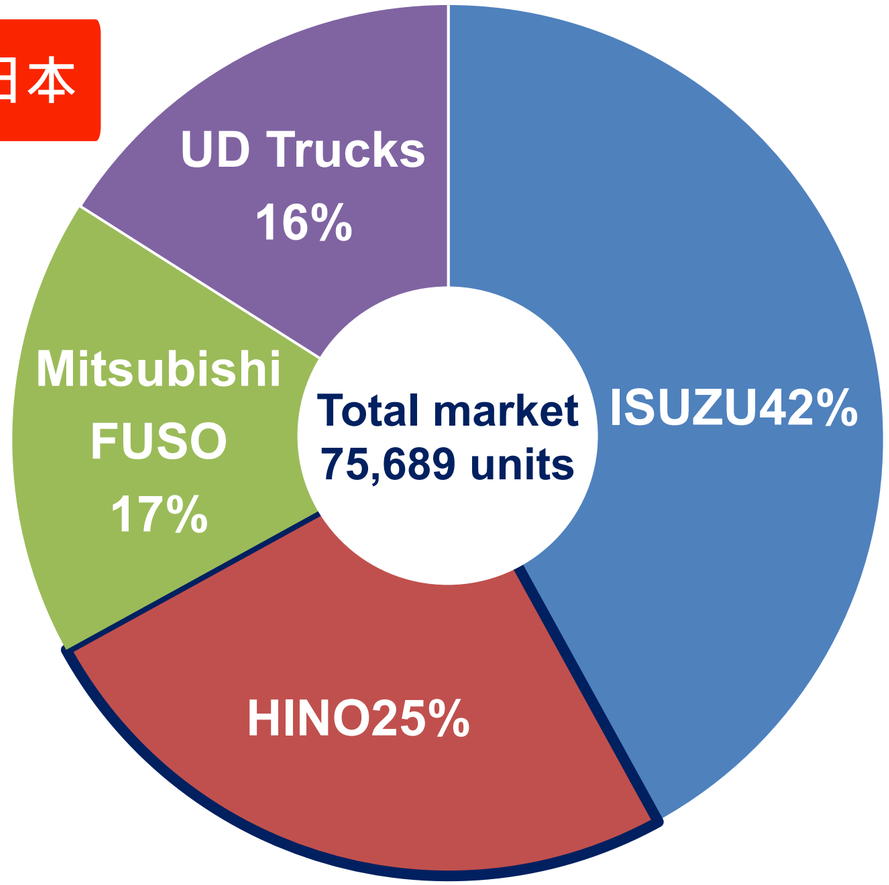
January~July	Compared to last year
187,629	113.51%

Explanation of differences

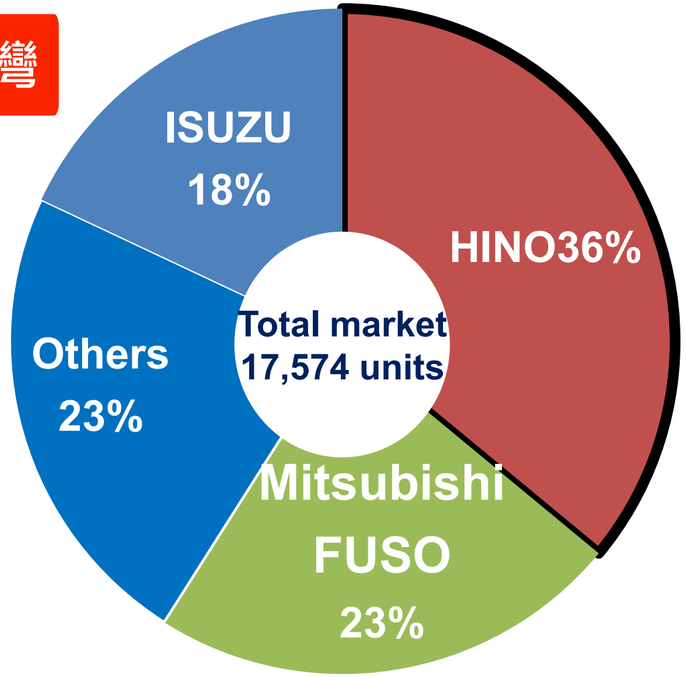
The RAV4 and NX series have seen outstanding sales, and with Hino dealers in Japan starting to include them in group revenue,
This led to Hotai Motor's July revenue hitting a record high for the same period in history.

2 Commercial Vehicle Market Brand Market Share (2025).

日本



台灣



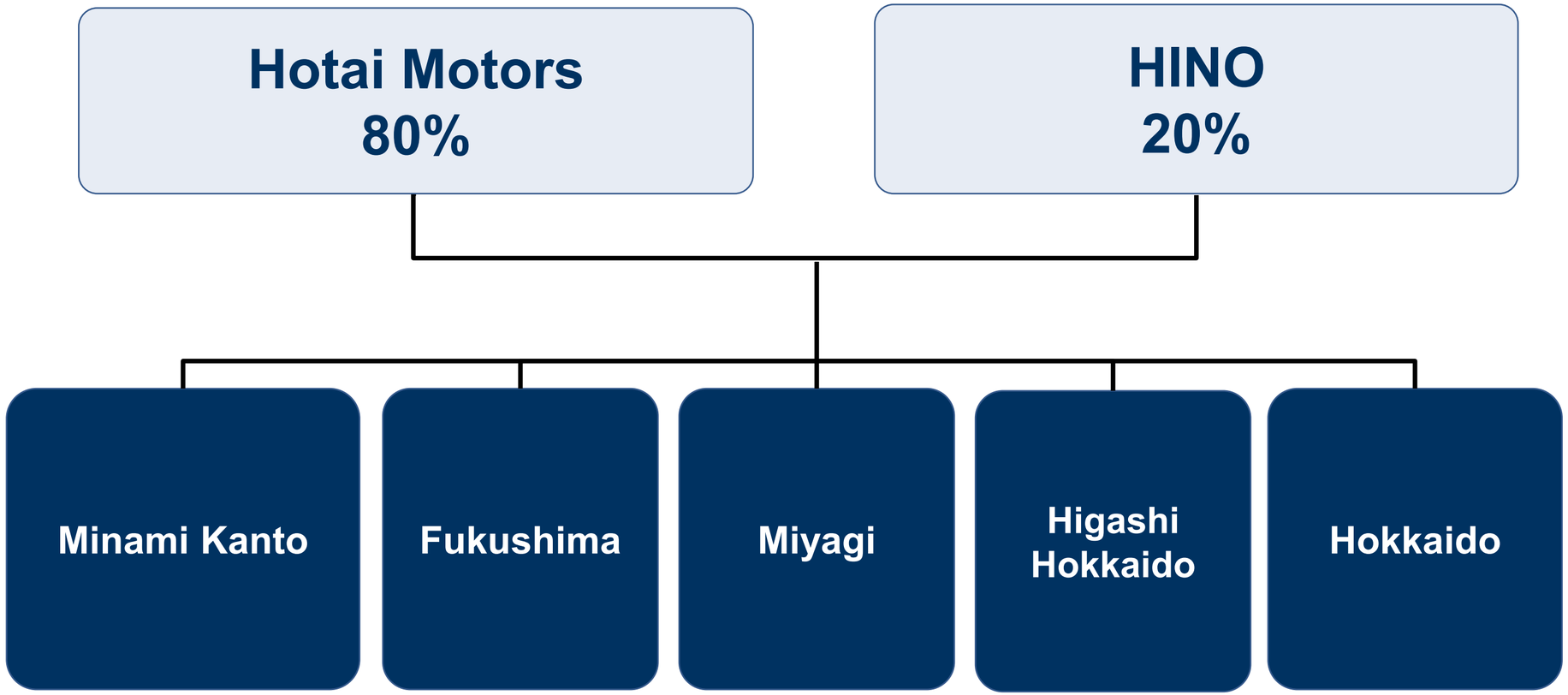
Source:

1. Japan: Taken from the number of large and medium-sized trucks produced by the Japan Automobile Dealers Association
2. Taiwan: Taken from the Motor Vehicles Office large vehicles + 3.49T + 5T units

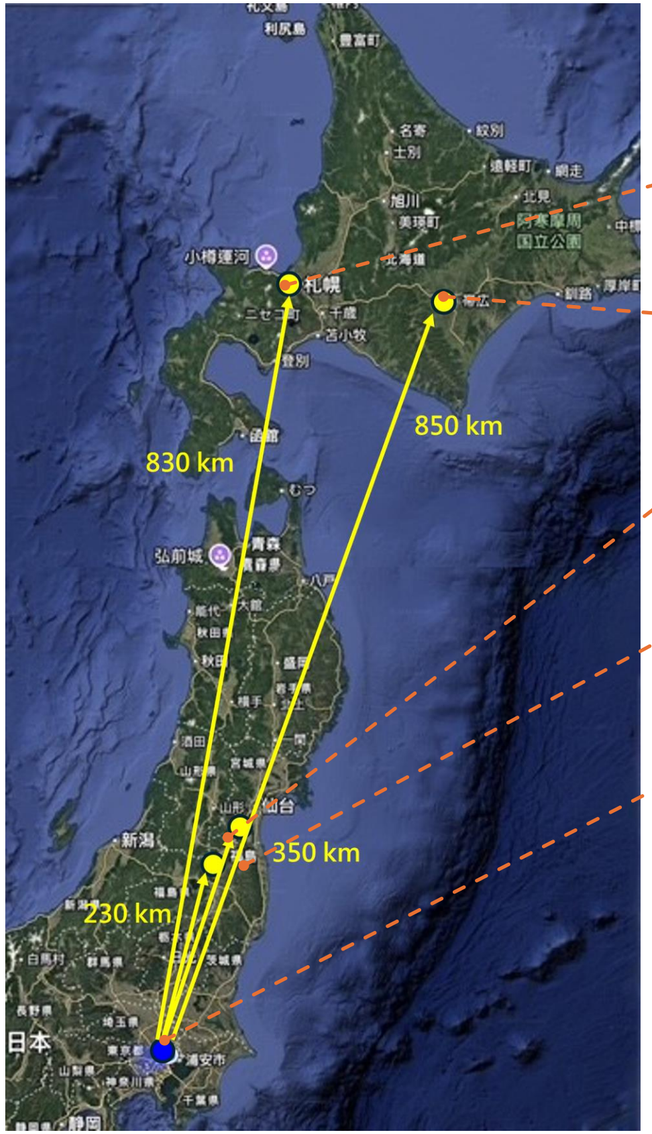
As the exclusive distributor for HINO in Taiwan, Hotai has long maintained a market share of over 30% in the Taiwanese commercial vehicle market. Hotai is expected to leverage Hotai's sales management capabilities to boost HINO's sales in Japan

2

HINO Dealer Shareholder Structure (2026/4/1).



2 Hotai Investment Regional Layout



Investment area	Q2 2026 Net Profit (TWD)
Hokkaido	56 million
Higashi Hokkaido	15 million
Miyagi	19 million
Fukushima	11 million
Minami Kanto	121 million
Total	**222 million**

Investment scale

57 locations

2,730 employees

Target : 11,800 units

2

Invest in HINO dealer highlights



The second largest in Japan Commercial vehicle brands

HINO is in the medium and large segment
Trucks account for about 25% of the market



important Logistics area in Japan

Minami Kanto, Hokkaido, Higashi Hokkaido, Miyagi, Fukushima



After-sales service revenue Stable

A service network of 57 locations and approximately 27,300employees provides services

2


HINO
Hotai
#Together Stronger
以信賴為根基，與大家一同閃耀未來。
驅動我們向前的，是每一位成員的經驗與技術。







3 2026 Market Trend Outlook and Operational Focus







3 2026 Market Trend Outlook



+ Commodity tax subsidy for passenger cars under 2.0L

+ Expected clarification of U.S. tariffs on Taiwan

+ AI industry chain driving overall economic momentum

− International geopolitical uncertainty

− Rising international oil prices

Total Market Challenge: 430,000 units

3 Market trend outlook for 2026



Sales target for 2026

Passenger cars / light commercial vehicles / commercial vehicles Number of units sold

165,000 units

TOYOTA 130,000 LEXUS 28,500 HINO 6,600

Market share

38.4%

TOYOTA 30.2% LEXUS 6.6% HINO 1.6%

3 Recent records for 2026

Unit: Vehicles	July 2026	Compared to last year	January~July 2026	Compared to last year
Total market	38,657	108.9%	240935	102.8%
The luxury car market	8183	101.4%	57502	98.0%
TOYOTA	12,807	114.1%	75,119	103.8%
LEXUS	3,264	136.5%	17,480	98.1%
HINO	577	97.1%	3,174	84.3%
Total	16,648	117.2%	95,773	101.9%
Market share	43.1%	+3.0%	39.8%	-0.3%





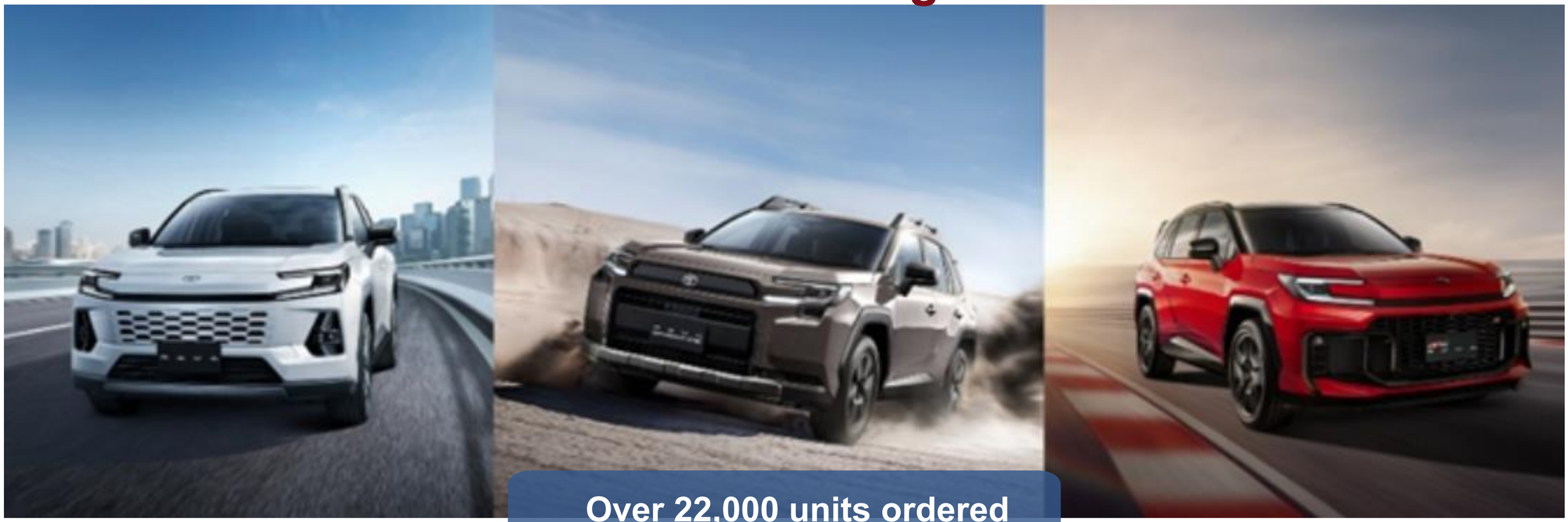
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2026 Operational Focus

RAV4 Full Model Change(January)

The mid-to-large SUV leader

makes a strong debut



Over 22,000 units ordered

3

2026 Operational Focus

COROLLA

60th Anniversary Collector's Edition (5/5).



Over 3,000 units ordered

3

2026 Operational Focus



The dominant sport pickup truck makes a strong debut

HILUX Full model change (7/1)

- Brand new exterior design
- Off-road system further evolved
- Comprehensive upgrades to equipment

Over 500 units ordered

3

2026 Operational Focus

TOYOTA

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Recent brand events

ROOKIE Racing drivers set the way Track Practice Camp (5/29)



TOYOTA GR and Microsoft XBOX collaborate across industries at the Comic Expo (7/23)



TOYOTA RUN
A Happy Run
(May~September)



Kaohsiung Senior Venue Golden Melody Singer King Luo Shifeng

2026 Operational Focus

Recent brand events

A star-level feast for LEXUS owners
Michelin two-star: Yingke EIKA
(8/15 Dadaocheng Fireworks Grand Finale)
Michelin three-star: JL Studio (8/29~8/30).



LEXUS as the title sponsor
Taipei Fashion Week
(Activities September~October)



LEXUS Owner Riding Day
(Activities October~November)



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2026 Operational Focus

Brand new location in North Hsinchu 8/10 NEW OPEN

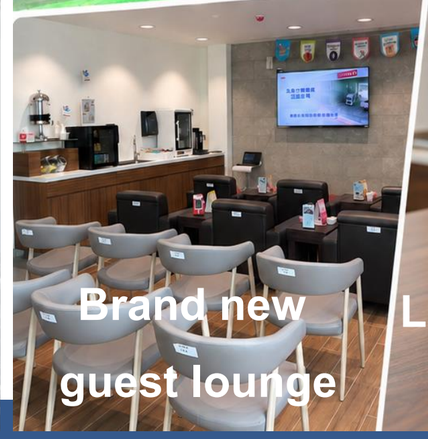


HINO North Hsinchu Location officially opened

Expanding service coverage in the Hsinchu area to enhance service capacity and customer satisfaction



Service capacity expanded



Brand new guest lounge



Limited edition iced coffee



Massage chair

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2026 Operational Focus

Recent brand events

HINO Trendy Action Edition 2026 Tour Plan

Interactive educational experiences to jointly promote large vehicle safetyand SDGs Public Issues (March to November)

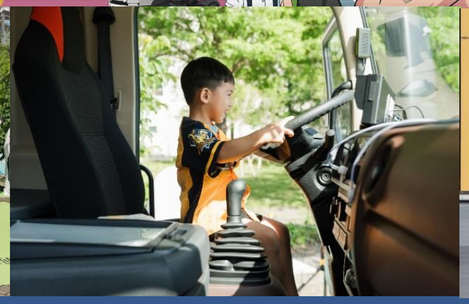
HINO GO is trendy

Creative trend performances lead the public to experience large vehicle safety Energy Conservation and Cultural Value (11/7-8)

















3

2026 Operational Focus

MaaS



Developed with yoxi
Three major senior mobility systems

Developed by Hotai Network, **an affiliate of the Hotai Group**
Responsible for overall architecture and system development
Integrating the Yoxi platform to create services tailored to local Taiwanese needs

Snap to Go
Video ride-hailing system
(Online on 4/26)

Connect to Go Community
mutual aid platform
(Expected to launch in August)

Say to Go
Voice-hailing system
(Expected to launch in December)

2026 Operational Focus

MaaS



- AI technology applications
- MaaS Ecosystem integration
- Green travel Friendly service

3

2026 Operational Focus

MaaS

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iRent APP has been completely upgraded Providing convenient and comprehensive car rental services!



On July 1, it was awarded the Gold Award at the 'Taiwan Service Industry Grand Evaluation.'

A brand-new app has launched, integrating diverse car rental services

3

2026 Operational Focus

MaaS

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OpenHub

The largest charging roaming platform in the market,14 partner operators supporting over 2,100 charging stations



Starting in August, the car wash map payment upgrade will be upgraded, allowing points to be combined with credit card purchases to meet the needs of more car owners



3

2026 Operational Focus

ESG sustainability

Mobility



Producing Happiness for All

- Connect with 8 counties and cities across Taiwan and multiple NGOs/NPOs(For example: Family Support Foundation, Dengjia Baby Association, Happy Kids Foundation, Ronald McDonald House Foundation)
- By July, a total of 58,000 public shuttle services have been operated
- Introduced the new iRent service model in Hsinchu County and Pingtung County

3

2026 Operational Focus

ESG sustainability

Openness

Mobility for All

Toyota Mobility Foundation (TMF) X Hotai Chunsei Foundation

The cooperation agreement was officially signed on April 24

Through cross-generational inclusion, connecting "Children's Traffic Safety Education" with "Senior-Friendly Mobility" The children's traffic safety education tour was launched on May 26, and a Lohas mobile vehicle donation ceremony was held on September 1 in Zhutian, Pingtung Expanding the social impact of Mobility for All.





3

2026 Operational Focus

ESG sustainability

Talent Value

Hotai Charity Dreamer

- Sustainable youth empowerment, continuously creating positive social impact
- On 6/6, the preliminary round will be held, selecting 10 teams from 153 to enter the dream realization phase, finals and results exhibition will be held from November 28 to 11/29





3

2026 Operational Focus

ESG sustainability

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Talent Value

Original Dream

On June 12, the annual donation ceremony for the "Original Dream Team" was held, announcing that, in addition to continuing the indigenous choir's overseas competition, it would also step into the two major fields of "reading" and "sports" for the first time, becoming the strongest champions of children's dreams





3

2026 Operational Focus

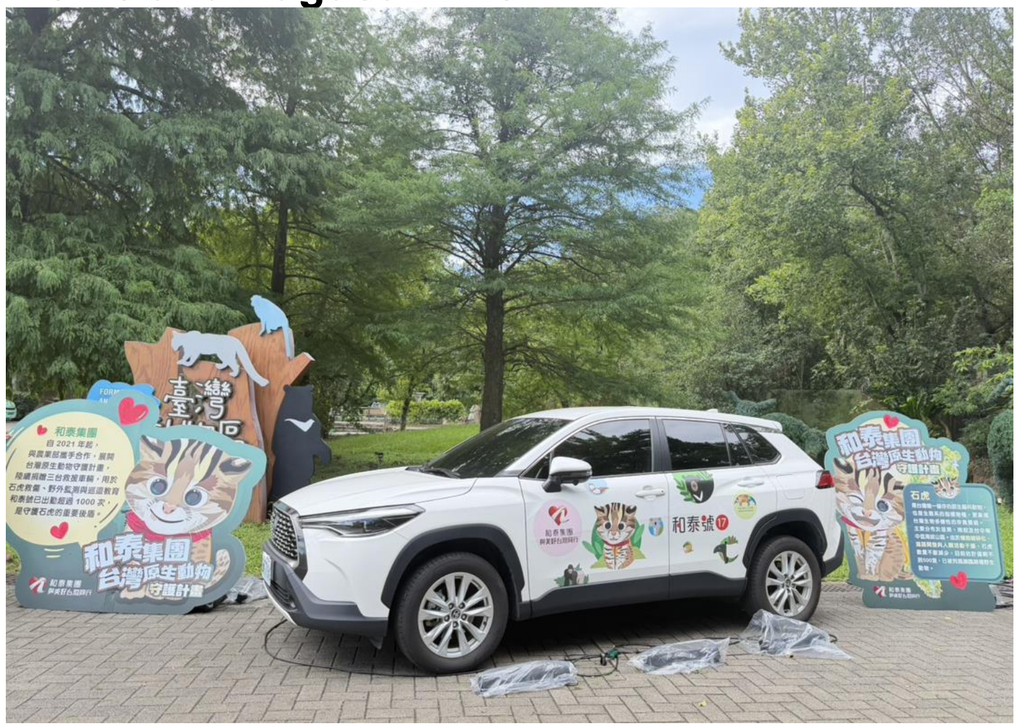
ESG sustainability

Eco-friendly

Native Animal Protection

- Collaborate with Sheng Duo and Taipei Zoo to protect the rare leopard cat
- Will collaborate with the Leopard Cat Conservation Association to expand habitat conservation and volunteer activities
- Summer nighttime zoo car display events will be held on July 25-26 and August 22-23







Q & A

THANK YOU