

HOTAI MOTOR CO., LTD

2207TT

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Agenda

- Company introduction
- 2025 Q1-Q3 Financial result
- 2025 Operation Highlight
- Q&A



Company introduction

Company introduction

Establishing date: September 1947

Chairman:
Mr. Huang Nan-Kuang



President:
Mr. Justin Su



Capital amount: NT$5.571 billion

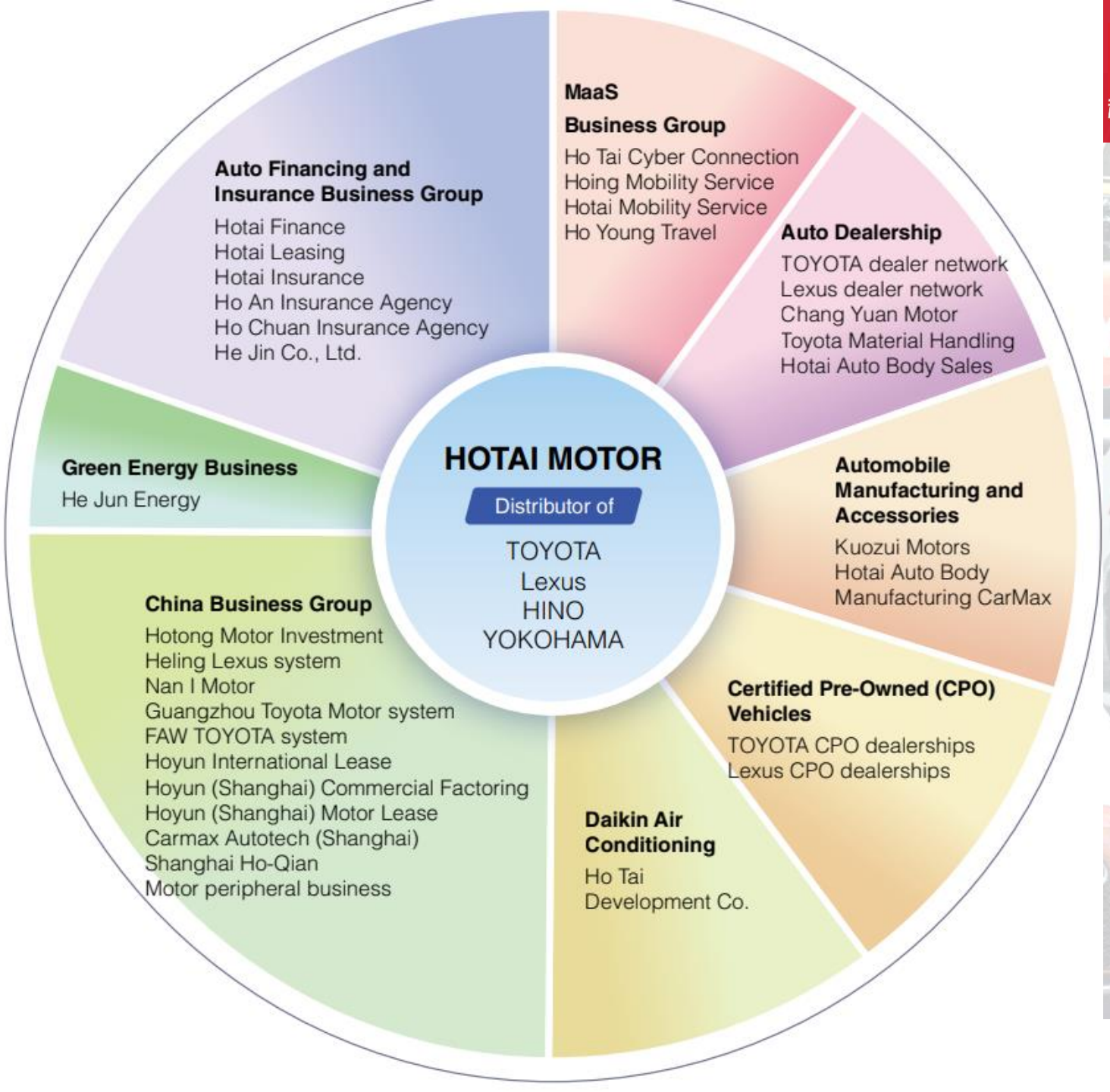
Revenues: 160.1billion（2024）

Employees: 579 people（2024）

Product brands: TOYOTA, LEXUS, HINO Trucks, YOKOHAMA TIRE

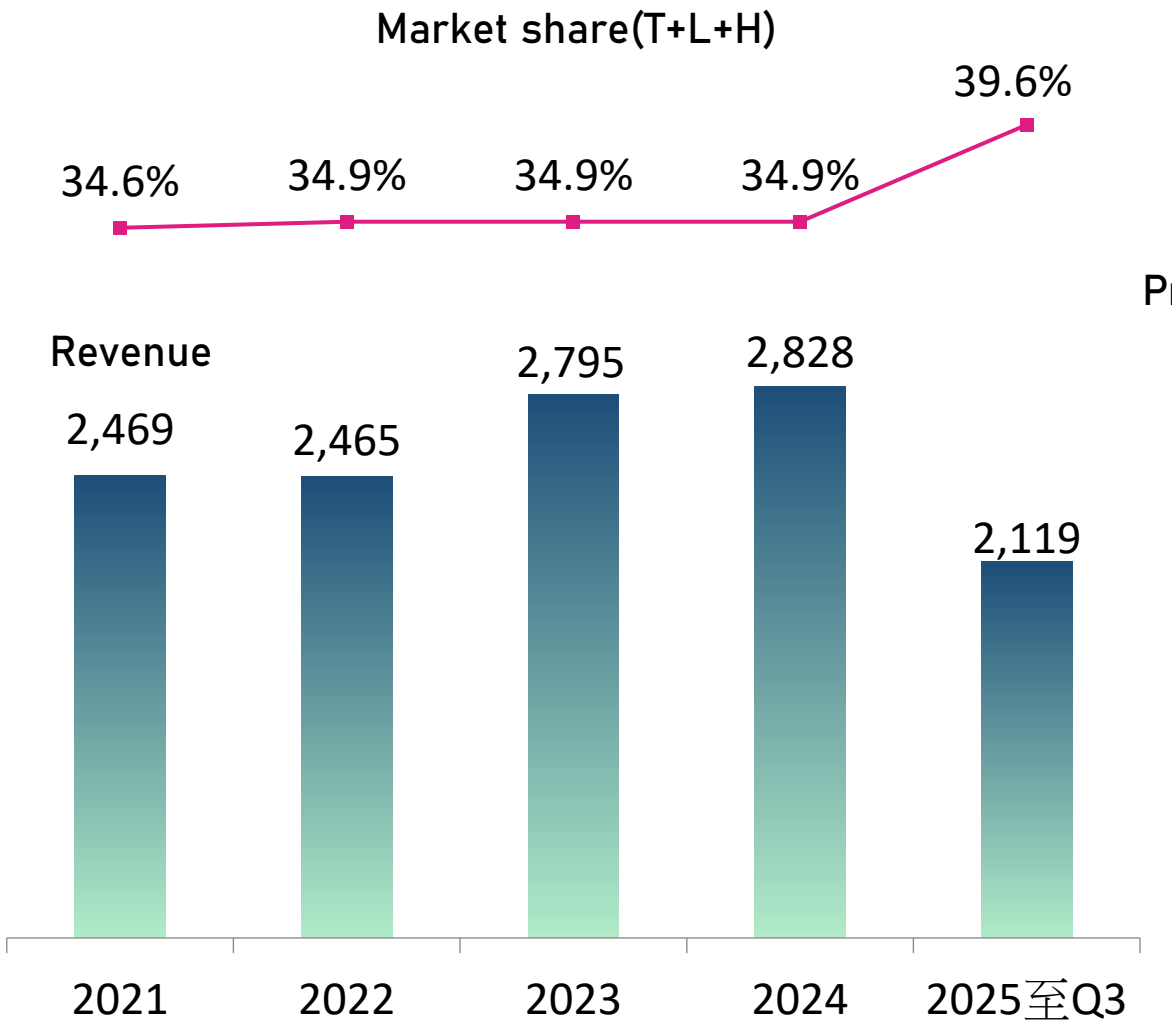
Company introduction

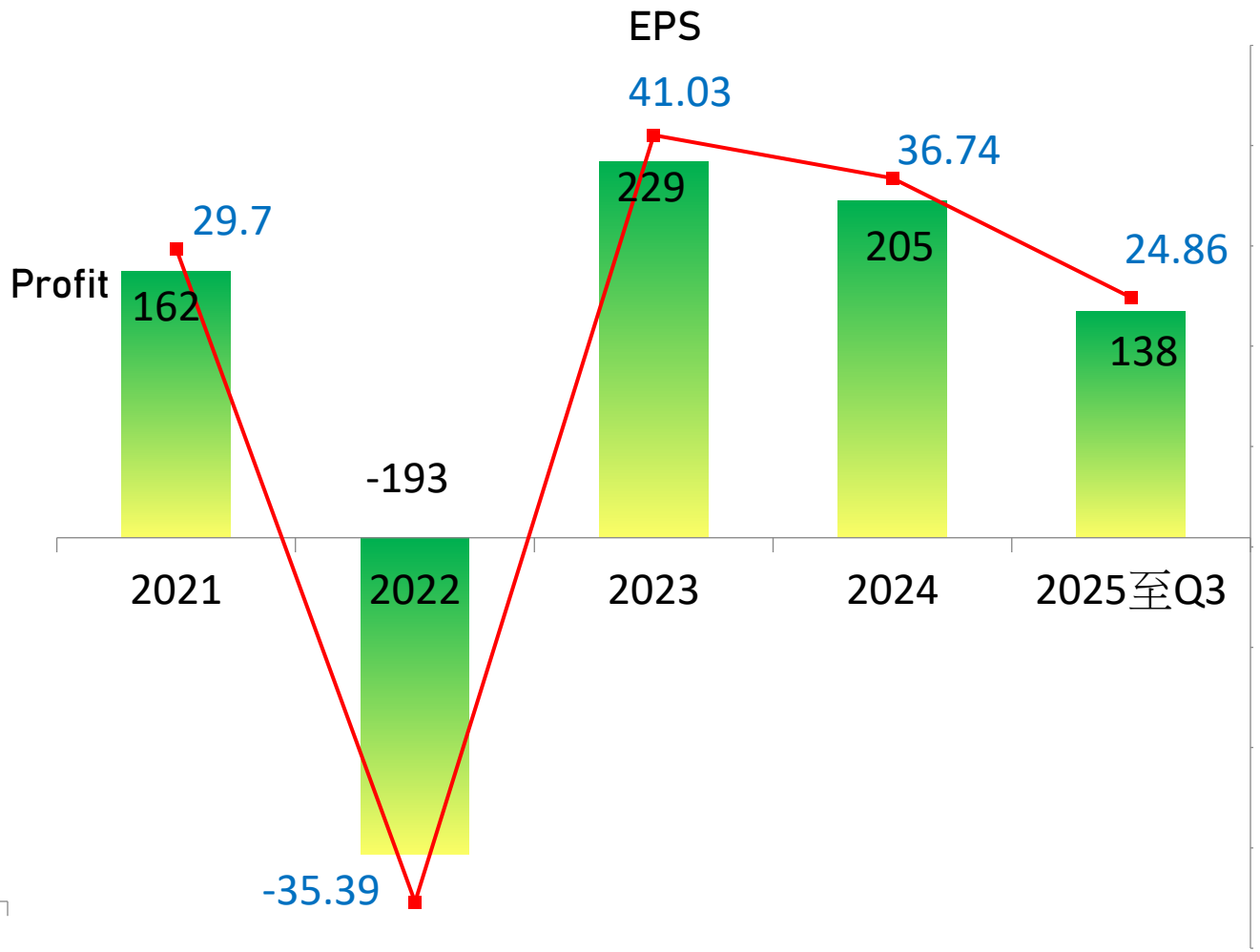






Operation and financial results







2025 Q1-Q3 Financial result

2025 Q1- Q3 Financial result

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Items	2025/1~9	2024/1~9	Difference (+Increase, ▲:reduce)
Total Income	211,937	211,524	+ 413
Operating revenue	165,324	164,052	+ 1,272
Leasing income	15,499	14,872	+ 627
Others	31,114	32,600	▲ 1,486
Total Expense	191,524	190,023	▲ 1,501
COGS	146,355	146,017	▲ 338
Leasing cost	12,427	11,950	▲ 477
Operating expenses	14,112	14,241	+ 129
Others	18,630	17,815	▲ 815
Profit before income tax	20,413	21,501	▲ 1,088
Income tax expense	4,098	2,649	▲ 1,449
Net profit	16,315	18,852	▲ 2,537
Profit attributable to owners of parent	13,847	16,038	▲ 2,191
EPS	24.86	28.79	▲ 3.93

2025 Q1-Q3 Financial result

和泰集團

For this quarter, net income after tax decreased by NT$3.5 billion compared with 2024, primarily due to a decline in the recognized profits from equity-accounted investee companies

❶Ho Tai Development and Hotai Finance recognized one-time gains from the disposal of buildings in the same period last year, resulting in a higher comparison base.

❷In the first half of last year, Hotai Insurance reduced its capital to offset losses and recognized an income tax benefit, resulting in a lower effective tax rate

❸Hotai Insurance's profit decreased compared with the same period last year, mainly due to earthquake-related claim payments in January.

❹The valuation of stocks, forward exchange contracts, and other financial instruments in accordance with accounting standards resulted in lower recognized gains and losses compared with the same period last year.



2025 Operation highlight

Year Sales Target

和泰集團

- 2025 Sales Target

The total of the group cars **165,000** units

TOYOTA **130,000**units

Lexus **28,500** units

HINO **6,350** units

2025 results for TOYOTA & LEXUS

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	2025年 Oct.	YoY	2025年 Jan. - Oct.	YoY
TOYOTA	10,686units	99.8%	100,696units	98.3%
LEXUS	2,048 units	94.5%	24,278units	99.7%
HINO	519 units	116%	5,447 units	114%
total	13,253 units	99.5%	130,421 units	99.2%
Market share	38.4%	-1.7%	39.4%	+4.6%




2025 Operation highlight

◆ TOYOTA ◆ LEXUS ◆ HINO ◆ MaaS ◆ ESG




The flagship MPV introduces a brand-new powertrain.



ALPHARD 強化(2/6)

Introduction of PHEV (Plug-in Hybrid Electric Vehicle) models.

Side steps are standard across the entire vehicle lineup.

TOYOTA

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TOYOTA's off-road champion makes a strong debut.



Land Cruiser 250 大改款(7/10)

Diesel light hybrid system.

8-speed automatic transmission.

GR racing-inspired model makes a strong debut.









GR SUPRA Track Edition(6/5)

- Carbon fiber rear wing and front lower spoiler.
- GR exclusive brake calipers.
- Larger front brake discs.

TOYOTA

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DARE TO DRIVE





COROLLA CROSS GR SPORT改款暨ALTIS HEV GR SPORT(10/7)

GR Exterior/Interior Enhancement Package

Sports Suspension Tuning

TOYOTA

和泰集團

Pure Electric Confidence, Leading the Future



bZ4X All-New (10/27)

743 km Pure Electric Range *

Completely Redesigned Exterior & Interior

The all-electric driving range shown is measured in accordance with the EU ECER101 and its subsequent amendments, using the NEDC driving cycle under standardized laboratory test conditions on a chassis dynamometer. Actual range may vary depending on weather, road conditions, vehicle load, use of air-conditioning or other systems, driving habits, and vehicle maintenance. For details, please refer to the Energy Administration, Ministry of Economic Affairs.

TOYOTA (vehicles / Light commercial vehicles)









TOYOTA

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Continuously expanding community-based service stations.



Penghu service station.-First authorized service location in the outlying island

The total number of service locations has reached 233.

Full-service repair shop 123 locations.
+
Community-based service station. 110 locations.

We will continue to evaluate the expansion of service locations to the outlying islands.

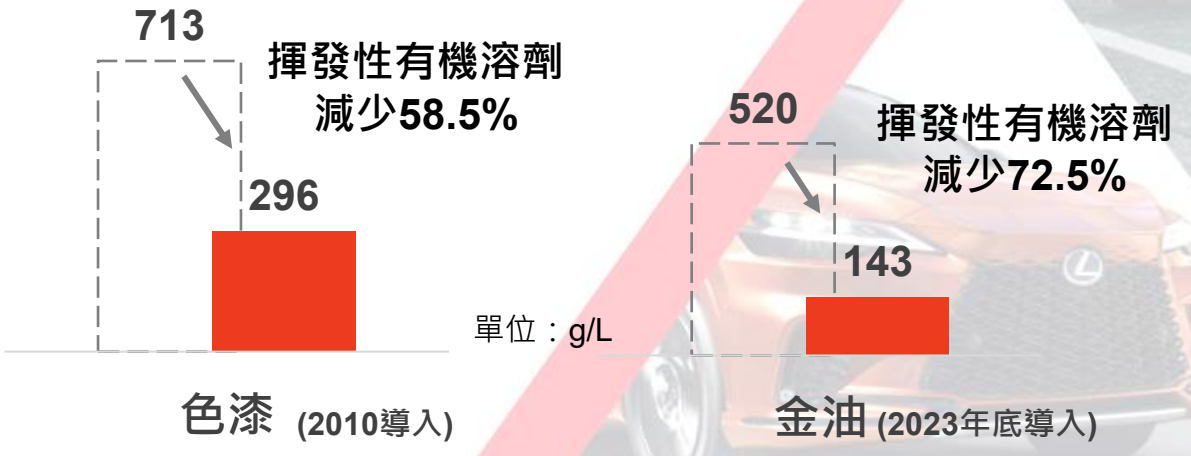
TOYOTA

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Continuing to create a friendly workplace environment and promoting "Joy at TOYOTA."



The first in the industry to fully use water-based paints and gold oil,and will continue to expand the range of water-based coatings.

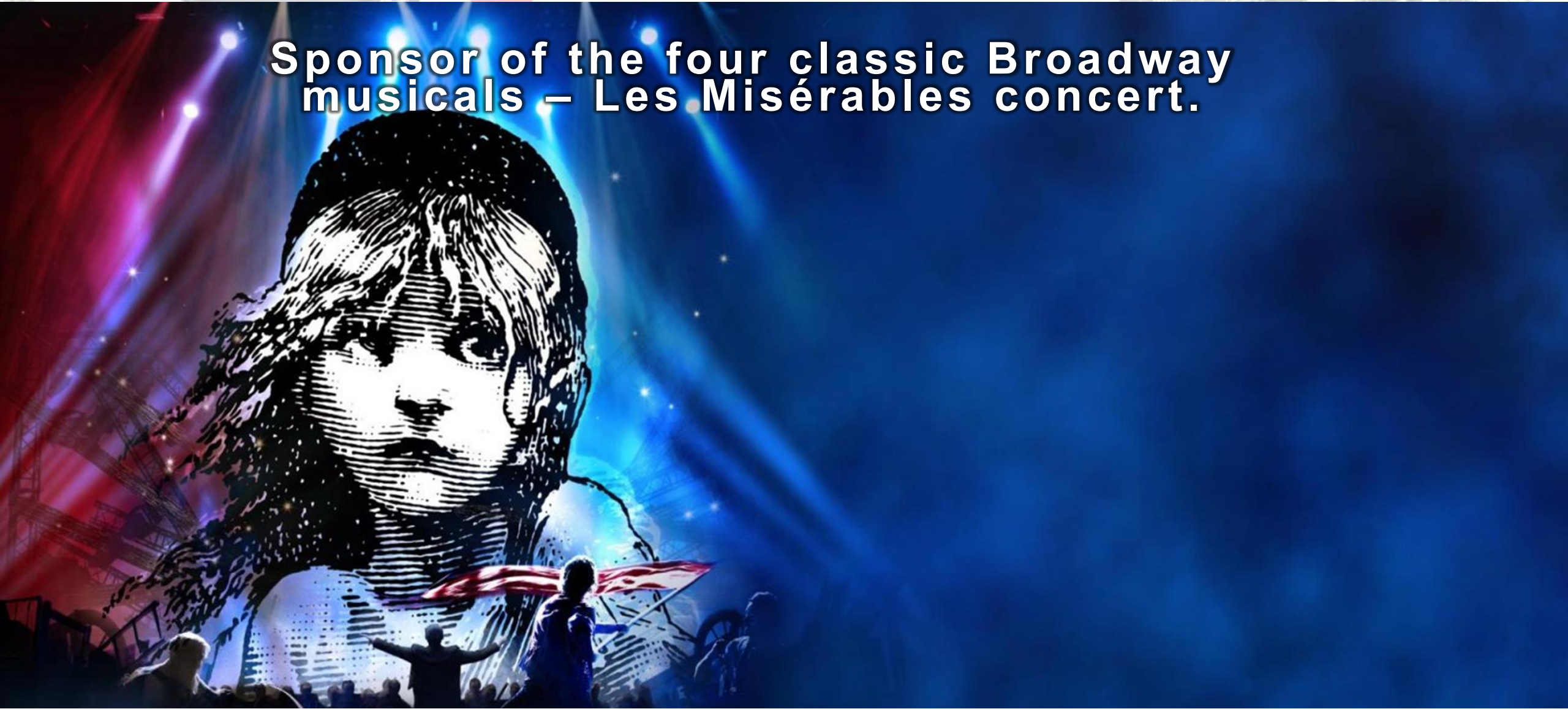


Lexus



Lexus

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Sponsor of the four classic Broadway musicals – Les Misérables concert.

Lexus

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Exclusive gourmet travel experiences for car owners, both domestically and internationally.







Lexus

和泰集團

AI Virtual customer service. LISA

1.Cross-platform services via official website and LINE Official AccountNearly

2.1,000 user visits within the first month of launch

3.24/7 service with zero time difference



Lexus

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Third-Generation Location
LEED Certification – Delivering on Our Brand Promise
Revamped Inside and Out – A Bold New Look for the Brand
IS 300h
LEXUS
NX 200
LEXUS

HINO

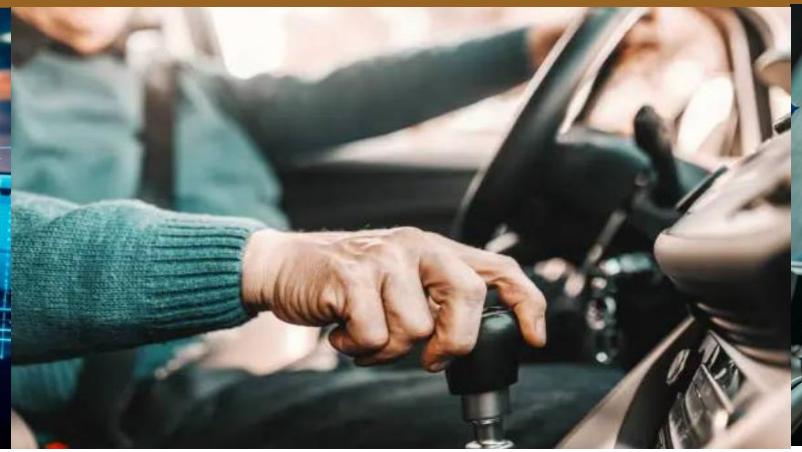
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HINO commercial vehicles and TOYOTA business travel vehiclehave enhanced safety across the entire lineup.

Evolution of active and passive safety features.



Improved vehicle handling and convenience.



Enhanced driver perception assistance.



HINO

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HINO 車系 TOYOTA HIACE / GRANVIA / COASTER

極致安全 SAFETY

01

Safety upgrades and car purchase discounts.





02

Extended warranty.

環保永續 ECO-FRIENDLY



03

Trade-in and upgrade car purchase program.



04

Environmentally friendly service products.

MaaS

和泰集團

Partners

Japanese travel services.



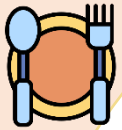
bus



Airport transferservices.



taxi



Restaurants.

Global hotel booking/flight services.

Skyscanner

agoda

Brands/Services under Hetai Group.

HOTAI MaaS 生態系



和運租車
機場接送





集團多元移動服務





旅遊商城

拓增兌點渠道



和泰 Points

MaaS

和泰集團



去趣

Expanding domestic and international business partnerships to drive ecosystem service integration.

Taiwan's top-ranked travel planning app by downloads.

The app has surpassed 4 million downloads.

MaaS



The comprehensive 2.0 upgrade has been fully deployed, driving accelerated growth and deeper engagement across our points ecosystem.

- expanded merchant and product listings
- AI-driven applications
- gift-giving feature
- HOTAIGO App went live

MaaS

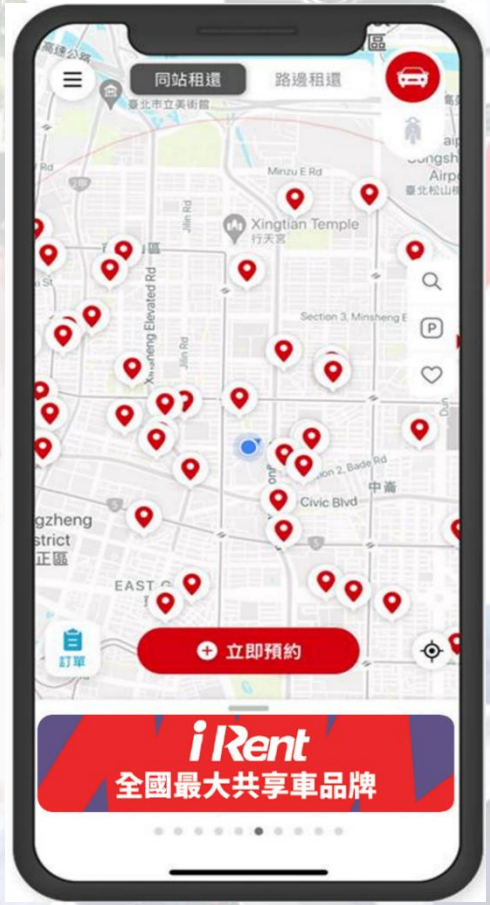


Consistently Providing Quality and Innovative Ride-Dispatch Services

- Wheel Award – Excellenc
- Taxi-hailing in Japan
- Smart digital tablet

MaaS

和泰集團



i Rent

Deployment of 1,000 Toyota Altis Hybrid Vehicles

Strategic Partnership with WeMo Scooter

Strengthening Our Position as the Nation's Largest One-Stop Shared Mobility Platform

ESG

Producing Happiness for All

In 2020, Toyota Motor Corporation in Japan introduced a new philosophy,aiming for Toyota branches worldwide to fulfill the mission of "mass-producing happiness."





ESG

Mass-Producing Happiness, Mobilizing Public Good

Connecting six metropolitan cities and Pingtung, in collaboration with seven NGOs/NPOs,Hotai has contributed over NT$10 million in ride subsidies, enabling 39,000 trips to support the transportation needs of disadvantaged groups.



yoxi 交通服務 解決弱勢族群「行」的障礙

In 2025, the project will introduce iRent shared car rental public service to expand the scope of assistance and reach more communities



iRent共享租車 擴大幫助範圍及族群

ESG

Indigenous Dream Team

In 2025, we will continue the power of fulfilling dreams, accompanying children as they explore their future.

Hotai Continues Its Sponsorship of the Dream Team Public Welfare Program for the Fourth Consecutive Year.

Jiaxing Elementary School of Jianshi Township and Taoshan Elementary School Choir of Wufeng Township, Hsinchu County

In July, Jiaxing once again took the international stage by participating in the Tokyo International Choir Competition!









ESG

Taiwan Native Wildlife Conservation Project

Protecting Taiwan's Precious Native Leopard Cats

In 2025, the project marks its fifth-year milestone. In collaboration with Taipei Zoo and the Biodiversity Research Institute of the Ministry of Agriculture, we continue our efforts to conserve Taiwan's rare native leopard cats."





ESG

Hotai Public Welfare Dreamers

In 2025, the program enters its seventh year, joining hands with the younger generation to promote sustainable philanthropy!







和泰集團「台灣原生動物守護計畫」五年里程碑記者會

Q & A



TOYOTA「一車一樹」100萬棵植樹達成紀念活動





和泰集團攜手和泰純青基金會
連續15年累計捐贈14萬套
導護裝備