

HOTAI MOTOR CO., LTD

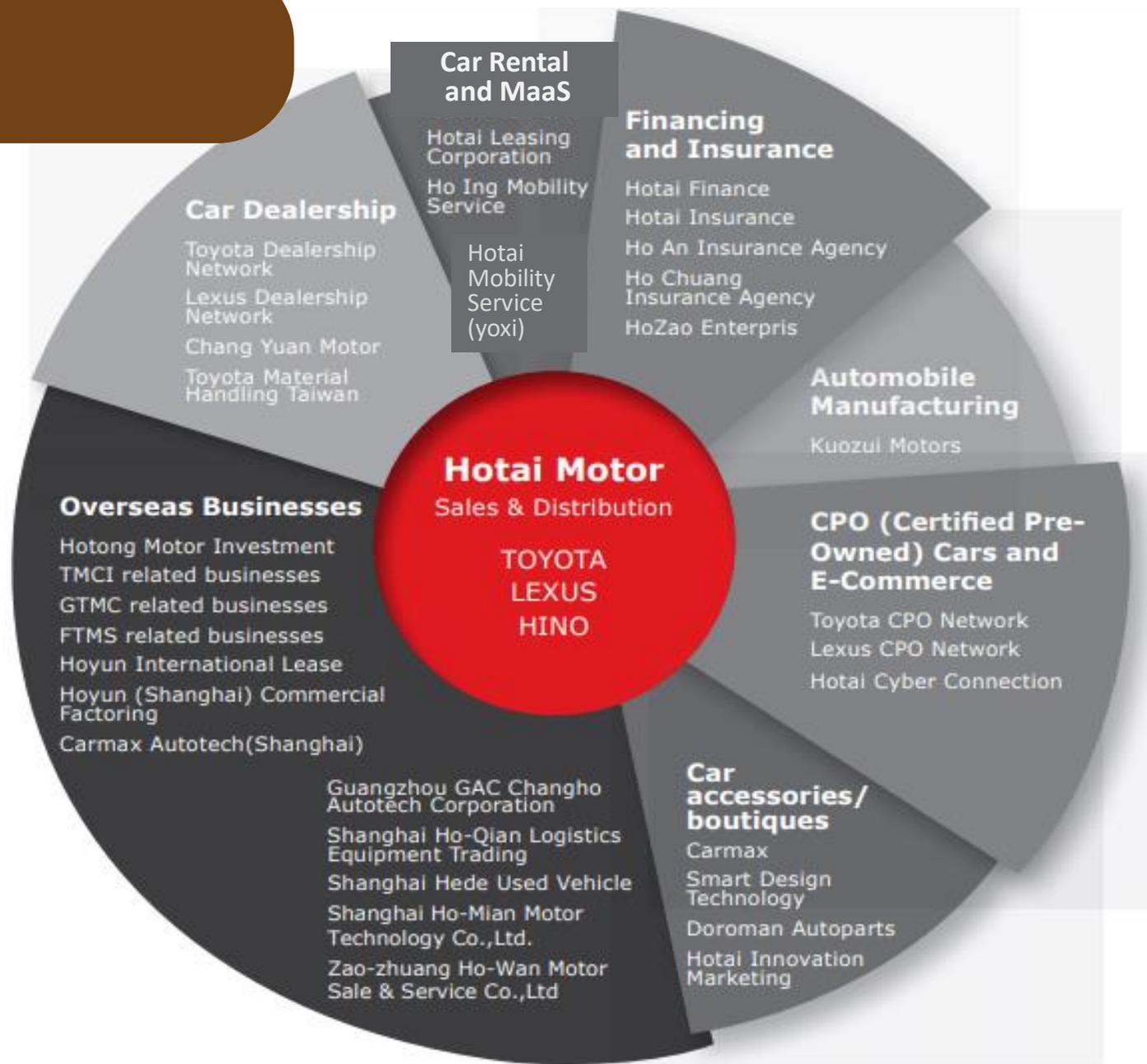
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- Company introduction
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- Q&A

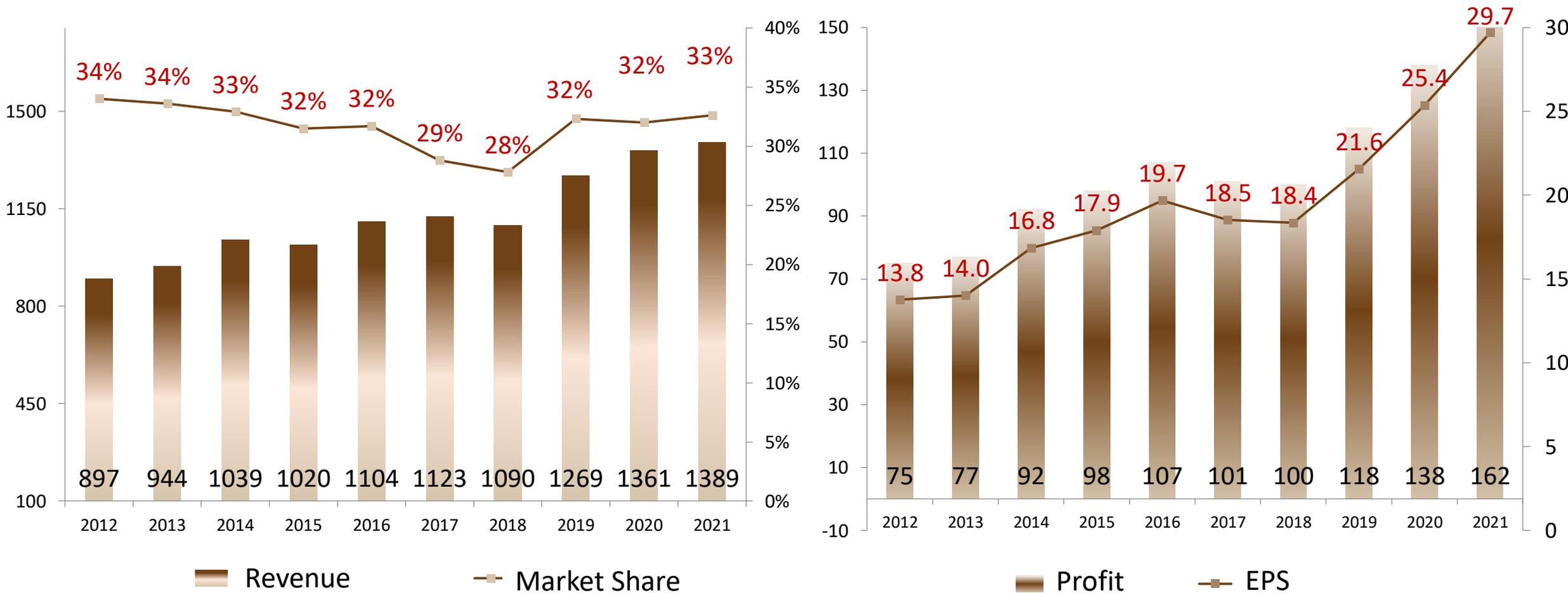
Company introduction

Establishing date: September 1947		
Chairman: Mr. Huang Nan-Kuang	President: Mr. Justin Su	Executive Vice President: Mr. KAZUO NAGANUMA
Capital amount: NT\$5.462 billion	Sales turnover: 138.9 billion (2021)	Employees: : 563 people (2021)
Product brands: TOYOTA, LEXUS, HINO Trucks, TOYOTA Material Handling Taiwan		

Affiliates



Operation and financial results



2021 Financial result

2021 Financial results



和泰汽車

Unit: NTD thousands

ITEM	2021FY	%	2020FY	%	YOY
Operating revenue	203,265,998	82.32%	194,849,141	84.05%	104.32%
Leasing income	15,130,969	6.13%	13,418,263	5.79%	112.76%
Interest income	12,392,244	5.02%	9,877,529	4.26%	125.46%
Others	16,127,813	6.53%	13,668,336	5.90%	117.99%
Total Income	246,917,024	100.00%	231,813,269	100.00%	106.52%
COGS	178,774,358	72.40%	173,159,886	74.70%	103.24%
Operating expenses	16,127,866	6.53%	14,328,508	6.18%	112.56%
Leasing cost	12,460,045	5.05%	10,934,202	4.72%	113.95%
Others	14,584,096	5.91%	12,265,788	5.29%	118.90%
Total Expense	221,946,365	89.89%	210,688,384	90.89%	105.34%
Profit before income tax	24,970,659	10.11%	21,124,885	9.11%	118.20%
Income tax expense	5,412,569	2.19%	4,589,675	1.98%	117.93%
Net profit	19,558,090	7.92%	16,535,210	7.13%	118.28%
Profit attributable to owners of parent	16,210,758	6.57%	13,848,870	5.97%	117.05%
EPS	29.68		25.36		4.32

Main subsidiaries profit and loss



Unit: NTD thousands

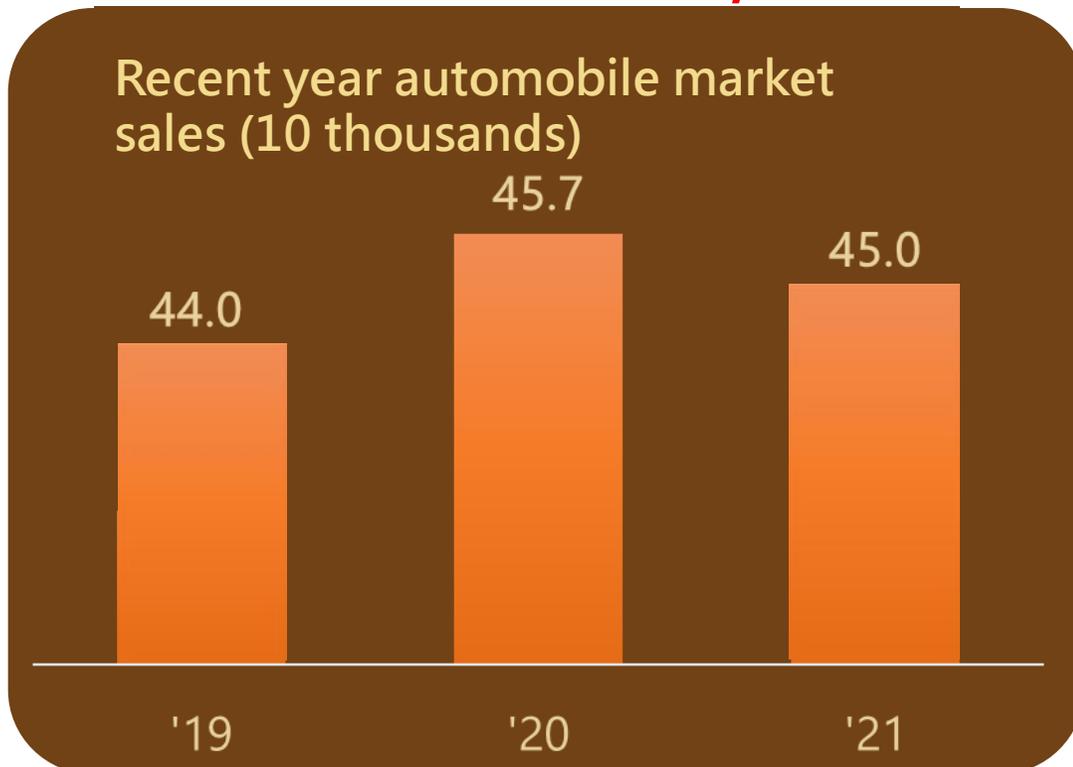
Main subsidiaries profit

Company Name	Hotai Finance	Hotai insurance	Hotai Development	Hotong Motor	Hotai Leasing	CY Motor
2021FY	3,141,443	968,074	1,364,479	1,334,153	993,827	609,375
2020FY	2,579,402	500,701	924,025	1,096,583	788,011	454,279
YOY	122%	193%	148%	122%	126%	134%

2021 Market & Sales Recap

2021 Market Recap

Impacted by supply chain due to Corvid 19 in the sencond half of 2021, Taiwan auto market is **450,000 units**, and YOY is 98%。



2021 Sales Recap



Registered **15.6** , the historical high record
(10,000 cars)

20 years of Best selling automobile
brand in Taiwan



2021 Sales Recap



Registered over **12.6**, market share **28%**



(10,000 cars)



COROLLA CROSS

All Cars
Sales NO.1
(40,675 cars)



RAV4

CBU Cars
Sales No.1
(25,162 cars)



2021 Sales Recap



和泰汽車



Registered over **2,000 cars**,



Luxury Cars market share **22%**



Lexus NX
Luxury Cars No.1
(7,069 cars)



All new Lexus NX
Over 4,000 orders since debut

2021 Sales Recap



和泰汽車



(> 3.49 tonnage)

Commercial Cars Market Registered **9,422** cars,

Market share **33.2%**

Rank No.1 in Commercial cars market



- Hit the historical high-

2022 Operation Highlights

- ◆ Market Trend Outlook
- ◆ TOYOTA small cars
- ◆ LEXUS small cars
- ◆ HINO commercial cars
- ◆ MaaS
- ◆ MaaS
- ◆ CSR

2022 Trend / Outlook

- Stable economic growth in Taiwan
- Stock and housing market remain strong
- Strong international travel demand
- Pandemic affect component supply
- IC shortages
- Potential inflation risk

Estimated
Taiwan car
market
460k units



2022 Trend/Outlook – Sales Target



和泰汽車



- Year Sales Target -

Small cars **155,000 units** · market share
33.7%

(TOYOTA 130000 units + Lexus 25000 units)



Commercial Vehicles

In 2022, the commercial vehicle market will be affected by the sixth-phase regulations replacement which results in advance purchase by customers in 2021. It is estimated that the total number of units in the market will decline; however, TOYOTA and HINO commercial vehicles will continue to its market share gain.

- Year Sales Target-

9,000 units

2022 results for TOYOTA & LEXUS

	Y2022 March	YOY/ Difference	Y2022 Jan.~March	YOY/ Difference
TOYOTA	11,599 units	94.5%	32,021 units	90.4%
LEXUS	2,177 units	124.3%	5,752 units	92.3%
TOTAL	13,776 units	98.2%	37,773 units	90.7%
Market Share	34.9%	+2.4%	36.2%	+1.9%

2022 Operation highlight - TOYOTA

TOWN ACE small commercial vehicle hegemony makes a strong comeback



TOWN ACE PICKUP New import (2/10)

- 2021/11/24 presale
- Accumulated over 4000 orders



TOWN ACE VAN New import (Q4)

- Cargo and manned in one sweep
- Meet various needs and usages

2022 Operation highlight - TOYOTA

Cooperate with Toyota strategy · actively develop electrified layout
Gradually achieve carbon neutrality for group



President announce “global Electric vehicle strategic plan” in 2021
Invest in the development of 30 BEV models by 2030 with 16 future BEV models on display
5 TOYOTA "bZ" models
4 Lexus BEV models
7 Lifestyle BEV models

Gradually achieve carbon neutrality for group



First model using pure electric platform
bZ4X new import (Q2)

- Avant-garde appearance with new technological atmosphere seating
- Satisfy customers' needs and imaginations for pure electric vehicles

2022 operation highlight - TOYOTA

expand  brand communication



GR 86 major overhaul (Q3)

- Gazoo Racing lead development
- Officially named GR 86



GR Supra manual import (Q4)

- Create a more comprehensive GR frontline

Brand flagship model emerges



New crossover flagship
model
CROWN new import (Q4)

2022 Operation highlight - TOYOTA

TOYOTA community repair station

- Provide car owners with "convenient location" and "fast" after-sales service by original dealer
- Main services include maintenance, tire/battery replacement and other services



30 locations x2
Built in 2021



60 locations
Expansions in 2022

- 2022 service + repair stations -

Taiwan **183** locations

2022 Operation highlight - Lexus

NX 200 mass production begins · mass delivery by next year



NX all models in place
Target 10,000 units in
2022

- Using the GA-K platform to enhance the dynamic performance, and adds various new-generation equipments such as: LSS+3.0 / TAZUNA full surround cockpit and 9.8-inch touch screen.

2022 Operation highlight - Lexus

LC Limited Edition launch(3/23)



Limited Edition

- Equipped with newly developed exclusive personalized interior and exterior kits, delivers the magnificence of a true flagship GT sports car.

2022 Operation highlight - Lexus

F SPORT Design import



F SPORT Design added to existing mass selling models ◦

Using F、F SPORT、F SPORT Design to build the F-brand lineup

2022 Operation Highlight - Lexus



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Strive for the introduction of the new electric vehicle
RZ 450e into the Taiwan market



- Developed using Lexus' new electric platform
- Unique Lexus design, outlines the distinctive exterior of the new generation of electric vehicles.

2022 Operating Highlight – Commercial cars



和泰汽車

Complete commercial car Line-up



200 3.49 Tonnes

- + automatic transmission
- + long axle(3350mm)



300 DUTRO

- + Emergency Brake assist



300 Hybrid

- + Phase 6 Emission Correspondence
- + Vehicle Stability Control System
- + Lane Assist



700 PROFIA

- + 12 speed AMT gearbox
- + Defogging rearview mirror
- + Driver's seat SRS airbag
- + air suspension (SH)

2022 Operating Highlight – Commercial cars

Complete commercial car Line-up



COASTER

- +1GD diesel engine
- +6-speed automatic transmission
- +VSC/PCS/LDWS/AHB
- + Added factory seat options



GRANVIA

- +8-seater model
- +2-3-3 seat configuration
- +Accommodates 28-inch luggage x 8



HIACE

- + split tailgate
- + The convenience of loading and unloading goods has been improved

2022 Operating Highlight – Commercial cars



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Complete Car sales

- In addition to the sales of existing chassis, it will continue to expand and complete the car sales territory.
- Through the establishment of the Hotai Car Body Plant, we will continue to introduce finished car models, starting with five-ton cars and tour buses at the initial stage, and gradually expanding to other models, saving customers the time waiting for the car body to be built and improving the efficiency of car delivery.



2022 Operating Highlight – MaaS



yoxi 2022 Target

members **600k** cars **6,000 units** Trips **6 million**

350k members 3,500 cars 2.5 million trips in 2021



- New Functions -

- + Ride Booking
- + Multiple car booking
- + Periodic Booking
- + booking assist
- + passenger/ Driver grading

2022 Operating Highlight – MaaS



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iRent 2022 Target



Expand car sharing to **8,000 units**

Provide members with more convenient, instant, 24-hour mobile services

Cross-industry cooperation to create a member exclusive ecosystem

- Integrate cross-industry resources to enhance the added value of membership services
- The only platform in Taiwan that provides shared car and motorcycle services at the same time

Hotai mall 「HOTAI購」 online in April

6 major themes

- Such as 3C, home appliances, outdoor leisure and brand boutique products
- More than 100 well-known brands, more than 3,000 items

Limited exclusives

- Integrate group resources and launch exclusive limited-edition products

Multiple payment methods

- 和泰Pay 和泰Points



HOTAI 購

2022 Operation Highlight - MaaS

Integrate yoxi and iRent mobile services, and connect public transportation information such as high-speed rail, Taiwan rail and bus, etc.
 Create a new "Taiwan Travel Platform" to provide travel operators and consumers with customized travel planning.



Travel Planning	Mobile service pre-arrangement
Customized travel planning	 
Rail / Buses ticketing	Public transport information
 	ex.serch for MRT/ shared bicycle availability

2022 Operating Highlight – sustainability 「Human Resource」



和泰汽車

Hetai Public Welfare Dreamer



- Continue the enthusiasm of sponsoring native athletes in the Olympic Games, continue to promote the connection with "local feelings", and sponsor indigenous groups for a long time
- Assist students in team performances or competitions to achieve their dreams, give more stage and exposure opportunities, and build a platform for dream realization

原夢國家隊



- Combining the group's public welfare vision, practice public welfare with the assistance of industry teachers, and working with youth and NGOs.

2022 Operating Highlight - sustainability 「Cars」



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Mobile Public Welfare actions

- Develop "Mobile Public Welfare Action" with the Group's Shared Mobile Services
- Assist the mobility needs of vulnerable groups, such as medical treatment, schooling, material delivery, daily purchases, short-distance travel



Donation of traffic guide equipment

- Donated nearly 110,000 sets of equipment in the past 11 years
- In 2022, we will continue to donate to protect the traffic safety of



Group blood Donations contribu

- Donated a total of 12 "Hetai Blood Donation Vehicles" in the past 11 years, the company that donated the most blood donation vehicles
- Cumulatively served more than 750,000 people and collected 1.5 million bags of blood
- In series with the whole Taiwan Hetai blood donation vehicle, the "Hetai Group One-Day Blood Donation Event" was held

2022 Operating Highlight – sustainability

「Environment」



和泰汽車



Taiwan Indigenous species Conservation Program

- Donate RAV4 to the Special Health Center to assist indigenous species rescue
- Sponsor leopard cat wild release training funds
- Introduce the function of warning cars on hot spots on the road



「TOYOTA 1car 1tree」

- Reached "500,000 Planting Milestone" in September 2021
- 2022 will continue to move towards higher goals, estimated to reach 650,000 plantings



Beach cleaning

- In April 2022, the group's beach cleaning activities will be held again, and a total of 16 events are expected in Taiwan
- Call on colleagues of the group and the public to contribute to the beauty of the coastal ecology and environment

Q&A