

# HOTAI MOTOR CO., LTD

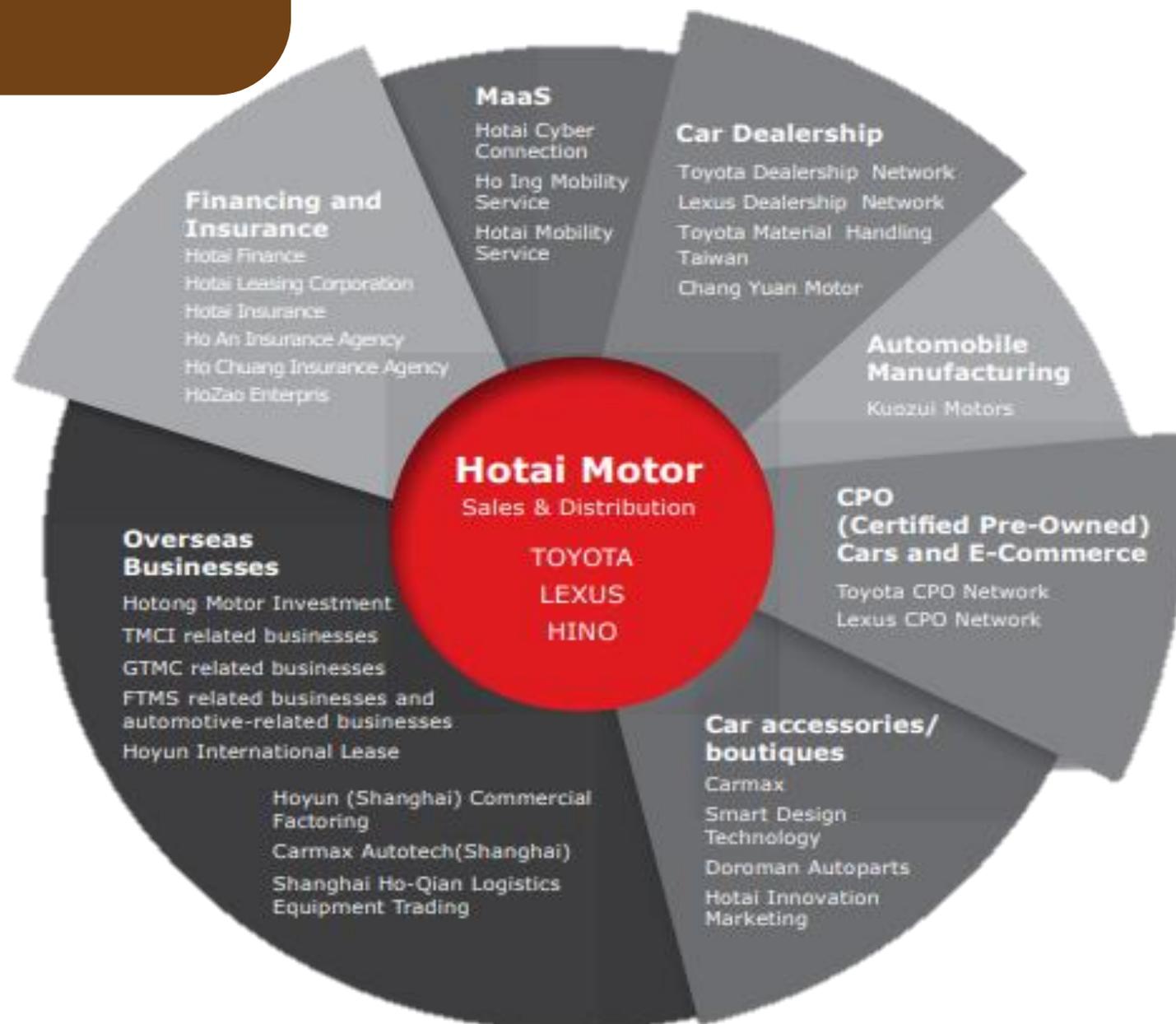
## 2207TT

- Company introduction
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- 2022 Operation Highlight
- Q&A

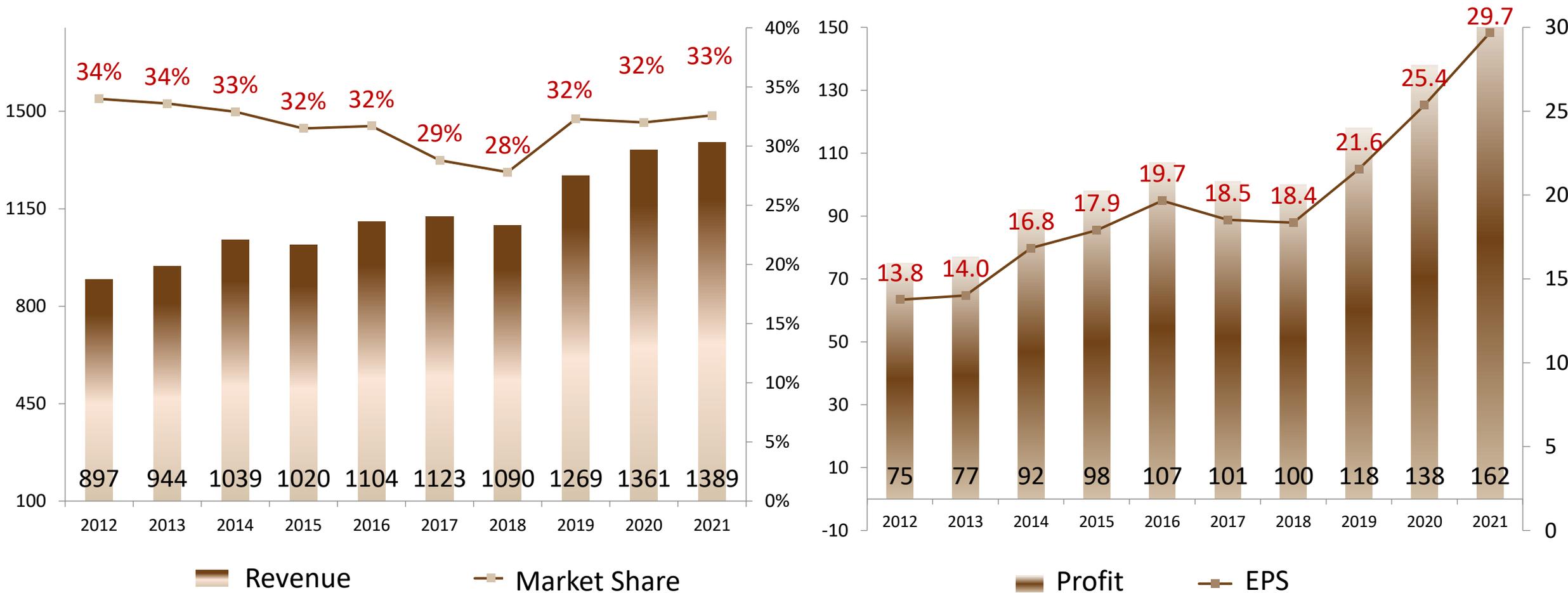
# Company introduction

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



# 2022Q3 Financial result

# 2022Q3 Financial results



和泰汽車

Unit: NTD thousands

ITEM	2022Q3	%	2021Q3	%	YOY
Operating revenue	143,185,100	79.23%	158,124,532	83.73%	90.55%
Leasing income	12,836,220	7.10%	11,066,156	5.86%	116.00%
Interest income	11,915,002	6.59%	9,010,993	4.77%	132.23%
Others	12,788,527	7.08%	10,642,865	5.64%	120.16%
<b>Total Income</b>	<b>180,724,849</b>	<b>100.00%</b>	<b>188,844,546</b>	<b>100.00%</b>	<b>95.70%</b>
COGS	124,360,182	68.81%	138,833,735	73.52%	89.57%
Operating expenses	11,918,721	6.59%	1,104,874	0.59%	1078.74%
Leasing cost	10,299,498	5.70%	138,833,735	73.52%	7.42%
Others	39,464,843	21.84%	-109,312,553	-57.88%	-36.10%
<b>Total Expense</b>	<b>186,043,244</b>	<b>102.94%</b>	<b>169,459,791</b>	<b>89.74%</b>	<b>109.79%</b>
<b>Profit before income tax</b>	<b>-5,318,395</b>	<b>-2.94%</b>	<b>19,384,755</b>	<b>10.26%</b>	<b>-27.44%</b>
Income tax expense	2,066,375	1.14%	4,227,652	2.24%	48.88%
<b>Net profit</b>	<b>-7,384,770</b>	<b>-4.09%</b>	<b>15,157,103</b>	<b>8.03%</b>	<b>-48.72%</b>
<b>Profit attributable to owners of parent</b>	<b>-10,171,868</b>	<b>-5.63%</b>	<b>12,667,726</b>	<b>6.71%</b>	<b>-80.30%</b>
<b>EPS</b>	<b>-18.62</b>		<b>23.19</b>		<b>-41.81</b>

# Main subsidiaries profit and loss



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Unit: NTD thousands

## Main subsidiaries profit

Company Name	Hotai Finance	Hotai Development	Hotong motor	Hotai Insurance
2022Q3	2,696,421	1,220,868	734,120	(21,847,800)
2021Q3	2,233,430	1,114,615	1,005,471	713,428
YOY	121%	110%	73%	-3,062%

# 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  
**430k units**



# 2022 Trend/Outlook – Sales Target



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- Year Sales Target -

Small cars **145,000 units** · market share  
**33.7%**

(TOYOTA 124000 units + Lexus 21000 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 November	YOY/ Difference	Y2022 Jan.~ Nov.	YOY/ Difference
TOYOTA	11,218units	89.8%	114,020 units	99.8%
LEXUS	1,775 units	144.1%	17,633units	88.7%
TOTAL	<u>12,993 units</u>	<u>94.7%</u>	<u>131,653units</u>	<u>98.2%</u>
Market Share	<u>32.8%</u>	<u>-5.3%</u>	<u>33.9%</u>	<u>-1.8%</u>

# 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

# 2022 Operation highlight - TOYOTA

## TOWN ACE small commercial vehicle hegemony makes a strong comeback



### TOWN ACE PICKUP New import (2/10)

Accumulated over 10,000 orders



### TOWN ACE VAN New import (12/27)

- Commercial vehicles and passenger car in one sweep
- Accumulated over 10,000 orders

# 2022 operation highlight - TOYOTA

expand  brand communication



## GR 86 major overhaul (8/18)

- Gazoo Racing lead development
- Accumulated over 1,000 orders



## GR Supra manual import (10/13)

- Create a more comprehensive GR frontline
- The manual accumulated over 300 orders

# 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

↑  
61 locations  
Expansions in 2022

- 2022 service + repair stations -

Taiwan **183** locations

# 2022 Operation highlight - Lexus



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和泰集團

## NX all models in place orders 10,000 units



### NX all models in place

- 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



和泰集團

和泰汽車

## All NEW RX LANCH (11/23)



- New generation interior design
- Four power units gathered
- GA-K creates a unique driving experience
- First launch RX500h F SPORT Performance model ◦

# 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



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## 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



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## **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

### 7 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



# 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

SaaS (Software as a Service)

# 2022 Operating Highlight – sustainability



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和泰集團

與美好台灣同行



更好的夢想



更好的移動



更好的環境

## Three key areas of welfare

「 Human Resource 」

「 Cars 」

「 Environment 」

# 2022 Operating Highlight – sustainability 「Human Resource」



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## 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」



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### 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