

HOTAI MOTOR CO., LTD

2207TT



和泰集團

和泰汽車

Agenda

- ◆ Company introduction
- ◆ 2023 Q2 Financial result
- ◆ 2023 Operation Highlight
- ◆ Q&A



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Company introduction

Company introduction

Establishing date: September 1947

Chairman:
Mr. Huang Nan-Kuang

President:
Mr. Justin Su

Executive Vice President:
Mr. KAZUO NAGANUMA

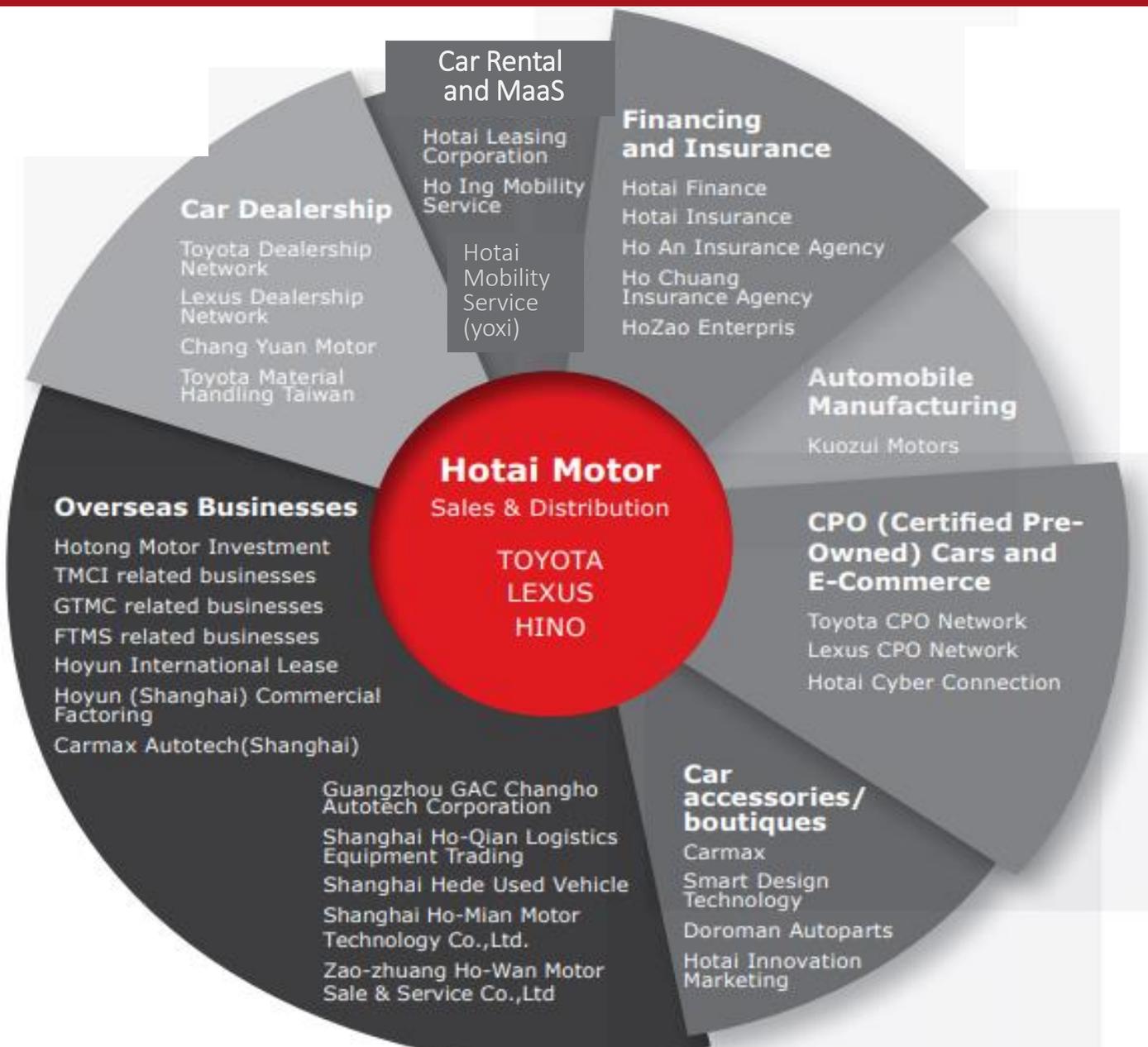
Capital amount:
NT\$5.462 billion

Sales turnover:
130.4billion (2022)

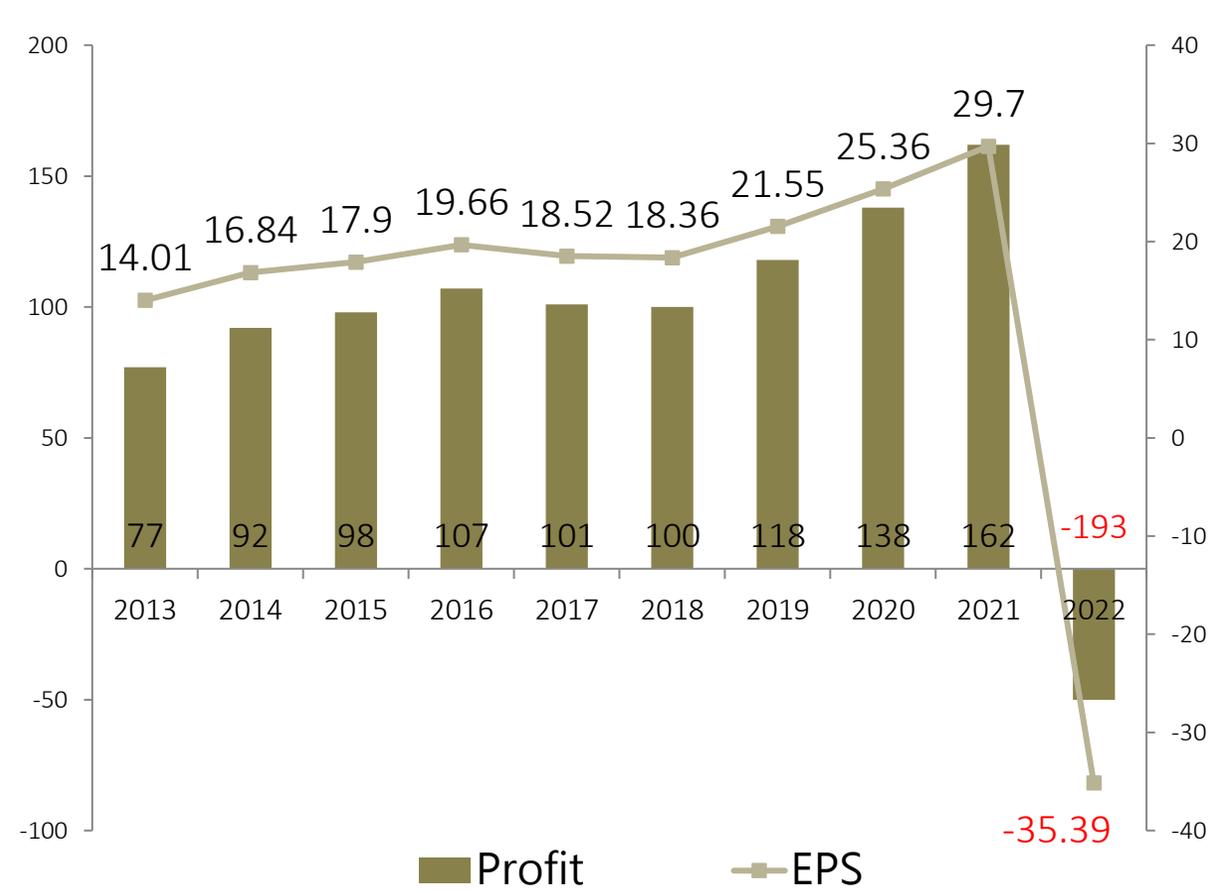
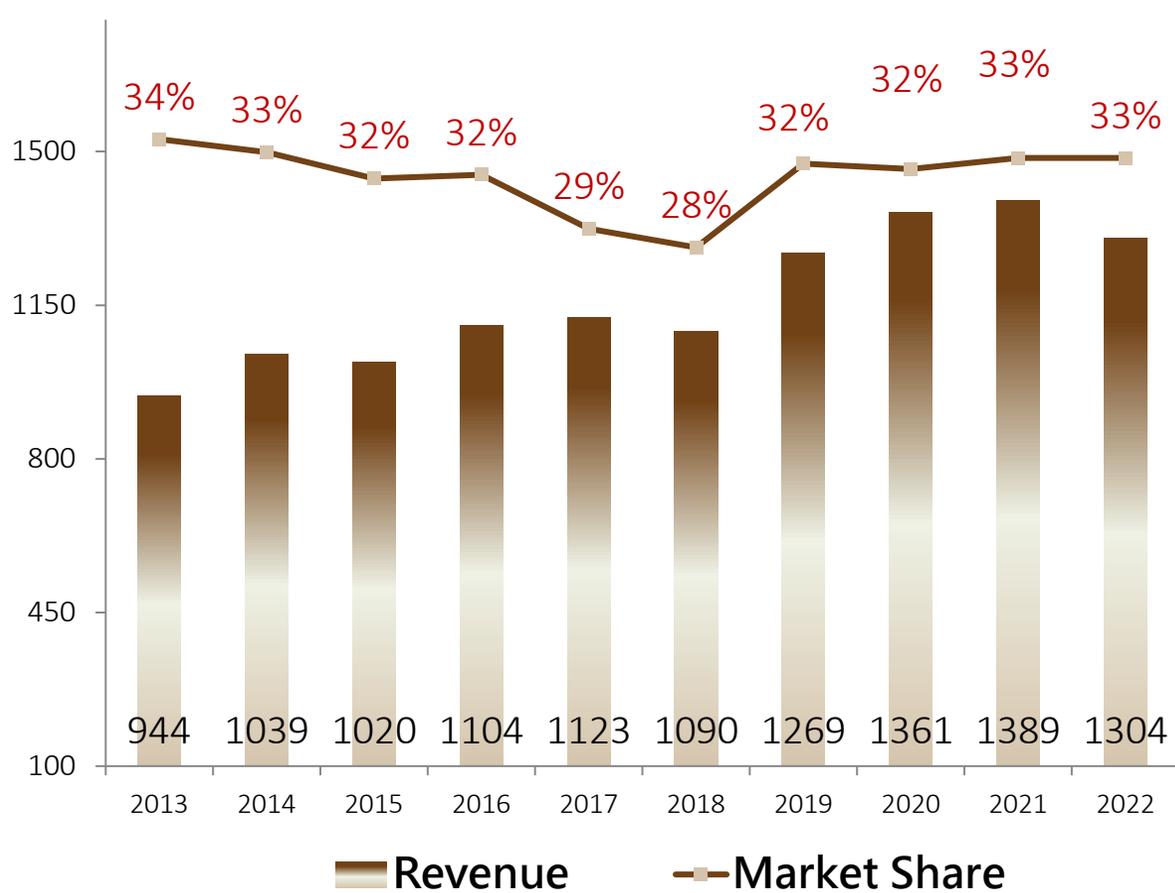
Employees: :
563 people (2022)

Product brands: TOYOTA, LEXUS, HINO Trucks, TOYOTA Material Handling Taiwan

Affiliates



Operation and financial results





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2023 Q2 Financial result

2023 Q2 Financial results

Unit: NTD thousands

ITEM	2023 Q2	%	2022 Q2	%	YOY
Operating revenue	110,461,409	79.17%	93,661,477	79.02%	117.94%
Leasing income	9,390,802	6.73%	8,381,173	7.07%	112.05%
Interest income	9,960,271	7.14%	7,673,591	6.47%	129.80%
Others	9,720,030	6.97%	8,816,319	7.44%	110.25%
<u>Total Income</u>	<u>139,532,512</u>	<u>100.00%</u>	<u>118,532,560</u>	<u>100.00%</u>	<u>117.72%</u>
COGS	97,628,969	69.97%	81,046,627	72.82%	120.46%
Operating expenses	9,098,112	6.52%	7,925,662	7.12%	114.79%
Leasing cost	7,315,802	5.24%	6,822,453	6.13%	53.34%
Others	9,984,491	7.16%	22,442,094	13.93%	88.11%
<u>Total Expense</u>	<u>124,027,374</u>	<u>88.89%</u>	<u>111,299,930</u>	<u>93.90%</u>	<u>111.44%</u>
Profit before income tax	15,505,138	11.11%	7,232,631	6.10%	114.38%
Income tax expense	1,637,630	1.17%	1,838,941	1.55%	89.05%
<u>Net profit</u>	<u>13,867,508</u>	<u>9.94%</u>	<u>5,393,690</u>	<u>4.55%</u>	<u>157.11%</u>
<u>Profit attributable to owners of parent</u>	<u>12,110,379</u>	<u>8.68%</u>	<u>3,479,770</u>	<u>2.94%</u>	<u>248.02%</u>
<u>EPS</u>	<u>21.74</u>		<u>6.25</u>		<u>15.49</u>

2023 Main subsidiaries profit and loss

Main subsidiaries profit

Company Name	Hotai insurance	Hotai Finance	Hotai Leasing	Chang Yuan Motor	Hotong Motor
2023 Q2	226,961	899,181	216,358	216,358	85,975
2022 Q2	272,079	868,329	127,052	127,052	359,491
YOY	83%	104%	170%	170%	24%

2023 Main subsidiaries profit and loss

Hotai

Profit for the first half of the year has increased, primarily attributed to contributions from vehicle sales. Notably, the luxury imported brand Lexus saw a remarkable surge, reaching a historic high of 16,946 units, a year-on-year increase of 171.8%. Furthermore, it secured the top position in luxury car sales for five consecutive months in the first half of the year, significantly boosting overall revenue.

Due to the stabilization of the automotive market supply, the combined registration of TOYOTA and Lexus brands reached a remarkable 76,787 units, capturing a market share of 32.7%, a substantial increase of 109.1% compared to the previous year.

2023 Main subsidiaries profit and loss

Reinvestment

	Increased profits (Billion NTD)				Decreased profits (Billion NTD)
Company Name	Chang Yuan Motor	Hotai Finance	Hotai Leasing	Hotai insurance	Hotong Motor
2023 Q2	4.0	17.9	5.7	12.4	2.0
2023 Q2	2.9	17.9	5.5	-45.3	5.4
YOY	138%	100%	103%	-	37%
Growth/ Decline	Adequate vehicle inventory in Q2 resulted in an increase of approximately 657 units for small commercial vehicles and commercial travel compared to the same period.	Steady growth.		The main reason is the lower base period due to the losses incurred in epidemic prevention last year.	Intense price competition in the overall Chinese market has led to reduced vehicle allocation.



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2023 Operation highlight

2023 Trend/Outlook

- Slowing down of domestic economic growth.
 - The supply chain has not fully recovered yet
- Government offers multiple incentives for trading in old vehicles and purchasing new ones.
 - Easing of epidemic control measures, and recovery of private consumption.
 - High number of cars awaiting delivery from various car manufacturers.

**Estimated
Taiwan car
market
450k units**



2023 Trend/Outlook -Sales Target



- Year Sales Target -

The total of the group
cars **170,000** units

(TOYOTA 130,000 units + Lexus 30,000 units + HINO 10,000 units)

2023 results for TOYOTA & LEXUS

	Y2023 Aug.	YOY/ Difference	Y2023 Jan.~Aug.	YOY/ Difference
TOYOTA	9,876台	108.5%	82,720台	101.8%
LEXUS	1,834台	158.9%	22,281台	171.2%
<u>TOTAL</u>	<u>11,710 台</u>	<u>114.2%</u>	<u>105,001台</u>	<u>111.0%</u>
<u>Market Share</u>	<u>33.1%</u>	<u>114.2%</u>	<u>33.6%</u>	<u>111.4%</u>

TOYOTA

(不包含HIACE/GRANVIA/COASTER)



CROWN new import (3/30)

- **New crossover flagship model**
- **Accumulated orders have exceeded 2,000.**



PRIUS PHEV (4/25)

- **New power system with extended pure electric mileage**
- **Accumulated orders have exceeded 1,200.**

TOYOTA

(不包含HIACE/GRANVIA/COASTER)



ALPHARD Major Facelift (6/21)

- All-new 2.5 Hybrid powertrain system.
- Accumulated over 3,500 orders received.



The first pure electric platform-RZ450e. (5/16)



Spindle Body

Outline the Future Outlook of New Generation Electric Vehicles.

Front and Rear Dual Motors

DIRECT4

Performance exceeding 300 horsepower

Pure electric power system combined with low center of gravity design.

Lexus

| the heavily upgraded LM model is making its grand debut on August 22nd.



The luxurious interior has undergone a significant evolution.

Taking inspiration from luxurious mansions, complemented by L-Aniline premium leather seats and a spacious 48-inch wide screen.

Dual-power configuration establishes a new benchmark for MPV models in terms of innovation.

The all-new LM will introduce the 2.4L Turbo Hybrid engine, catering to the discerning customer base seeking abundant power.



Lexus



Building an around-the-island power grid.

- **Exclusive charging stations for Lexus.**
(6支CHAdEMO / 18支CCS1)
- **All-new charging platform**
- **“OpenHub”**
Integrating multiple charging operators, the platform "OpenHub" offers access to over 350 fast/slow charging stations and more than 950 charging ports throughout Taiwan.



Lexus

BEV has full warranty coverage capability in all service locations.



BEV technology strength reinforced.

Developing a curriculum to cultivate BEV technical manpower.

BEV warranty equipment is fully equipped

- Equipment setup recommendation report.
- Establishing warranty car parking charging piles.



commercial vehicle (HINO車系・TOYOTA HIACE/GRANVIA/COASTER)

Hino commercial vehicles complete vehicle line-up expanded.

3.49 tons.

Box-type



Frame-type



300 series

Refrigerated



Box-type



Dump-frame type





Commercial vehicle

(HINO車系・TOYOTA HIACE/GRANVIA/COASTER)

Introduction of Toyota commercial/special purpose vehicles

COASTER



welfare vehicle



touring special
purpose vehicle

GRANVIA



campervan



welfare vehicle



ambulance

Commercial vehicle (HINO車系・TOYOTA HIACE/GRANVIA/COASTER)

introduction of new energy products



- The government announces the 2050 net-zero carbon emissions plan, with 100% electrification of urban buses and government vehicles by 2030.
- To proactively comply with government policies, we are planning to introduce new energy buses and participate in demonstration projects.



Commercial vehicle

(HINO車系・TOYOTA HIACE/GRANVIA/COASTER)

HINO's new car warranty leads the industry

2 years/ 100,000 KM



4 years/ 120,000 KM

For existing car owners, we offer extended warranty and value-added purchase services





Commercial vehicle

(HINO車系、TOYOTA HIACE/GRANVIA/COASTER)

Construction of new service location

Sijhih Wudu+ Body & Paint location

Taoyuan+Body & Paint location

Hsinchu Hukou

North Taichung

Taichung Wuqi+ Body & Paint location

Chiayi Body & Paint location

North Tainan



Total investment of **2 billion**



flagship location



standard location



2023 Goals :

Number of Members :
Reached **1.49** million.

Car-sharing scale:
Reaching **7,200** vehicles.
Total number of automobiles and motorcycles
surpasses **11,400** vehicles.

2023 Strategies :

Expanding the demand for mobility services: By forming alliances with various services, integrating members' daily needs, and creating an ecosystem alliance.



2023 Goals :

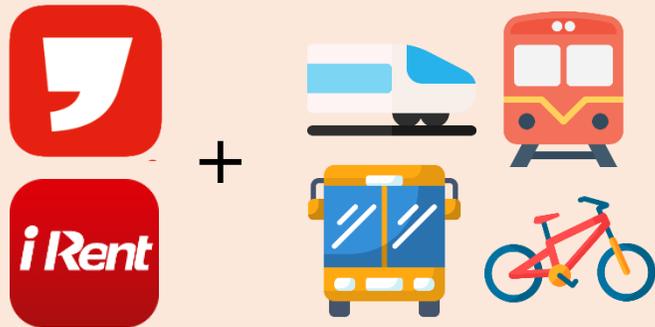
- Number of Members :
Achieve **850,000**.
- Number of drivers :
Achieve **7,300**

2023 Strategies

1. Yoxi taxi expands into Hsinchu.
2. Expand Yoxi's diversified business operations to Taoyuan, Taichung, and Kaohsiung.
3. Yoxi for Business, accelerating entry into the enterprise services domain.

chic Trip

Integrate MaaS
Mobility Services



Public
Transportation



Digital New
Services



Integrate Dining,
Accommodation,
Travel, Shopping, and
Entertainment".



chic Trip

No.1 **Travel Planning APP**
Embark on a Smart
Travel New Experience

去趣
chicTrip

全新 旅遊規劃
APP

罩你的旅遊，照你的玩



立即體驗

Six Key Core Features

- **AI Automatically Arranges Optimal Routes and Transportation Plans**
– 最罩的旅遊規劃神器，誰還需要excel？
- **Effortlessly Drag and Drop to Arrange Itinerary**
– 美好的旅程，從行程規劃就開始
- **Rich Sightseeing Inspires Travel Ideas**
– 輕鬆找附近，一鍵加入行程超easy
- **Convenient Use of HeTai's Three Major Mobility Services (iRent/yoxi/Private Car Transfer)**
– iRent / yoxi / 專車接送，說走就走
- **Online Booking of Attraction Tickets, Travel Insurance**
– 想買票券？餐券？旅平險？通通有！
- **Travel Journal Sharing Beautiful Memories**
– 分享每趟旅程的精彩，網紅網美追起來

HOTAI GO

Continuously optimize product selection and website features to enrich the shopping experience for members

Business goal for 2023: 200 million



Through data analysis, product selection is more meaningful

- New car accessories store and travel store added
- Combining group resources to provide car purchase and property insurance services

Website functionality is continuously evolving, providing a differentiated experience

- Launching brand flagship stores
- **Member classification and pick-up at designated locations**
- Facebook fan page added

Corporate sustainable development

< People > 、 Cars 、 Environment



Indigenous Dream Team

Hotai Group sponsors the talented Atayal children's choir "Indigenous Dream Team," arranging diverse work experience opportunities to broaden their horizons and increase their imagination towards different career paths.

2023 : Assisting the choir in participating in international competitions and performing on the "Indigenous Dream Stage," to spread the pure and magnificent sound of Taiwan's children's choir to different parts of the world.

Corporate sustainable development

People 、 <Cars> 、 Environment

Mobile Charity Happiness Action

The Mobile Charity Happiness Action helps more people move towards a better life through vehicle donations and Yoxi transportation services

2022 : New Taipei City/Taichung
Number of shuttle trips : 400

Total mileage : 1.884km

Serving nearly 700 underprivileged children.

2023: Plans to extend public service coverage to Kaohsiung and Tainan municipalities.



Corporate sustainable development

People 、 <Cars> 、 Environment



台灣原生動物守護計畫
—— 虎力平安元年 ——

Wildlife Conservation program

Collaborating with the Executive Yuan 's Council of Agriculture' s Endemic Species Research and Conservation Center to protect Taiwan 's native leopard cat, hoping that the precious species, which has only 500 individuals left in Taiwan, can continue to reproduce and thrive.

2023: Continues collaboration with the Institute of Biodiversity Research of the Ministry of Agriculture and the Taipei Zoo to expand the Eurasian Lynx conservation program.

Q&A