

HOTAI MOTOR CO., LTD

2207TT



和泰集團

和泰汽車

Agenda

- ◆ Company introduction
- ◆ 2023 Q3 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

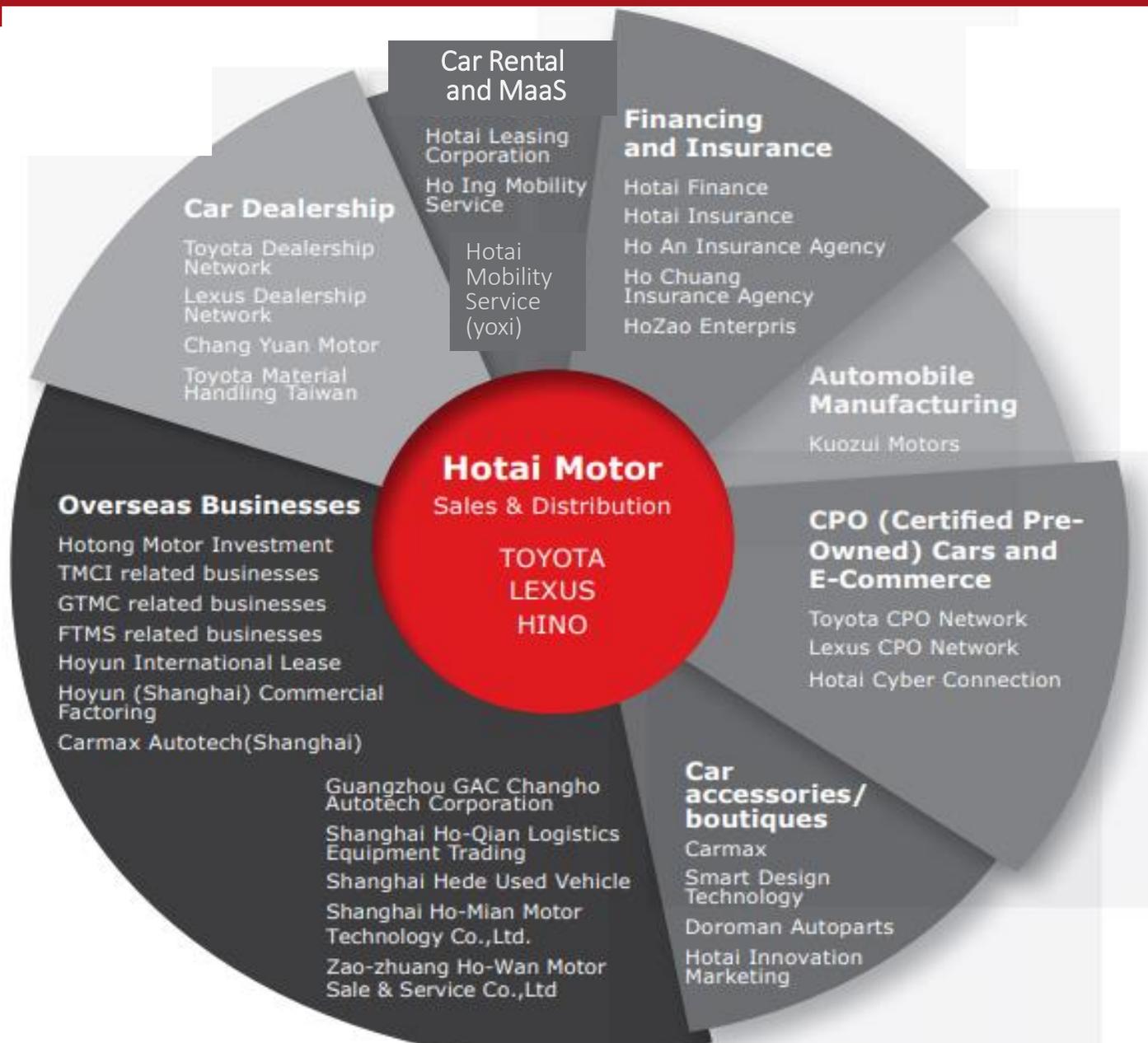
Capital amount:
NT\$5.571 billion

Sales turnover:
130.4billion (2022)

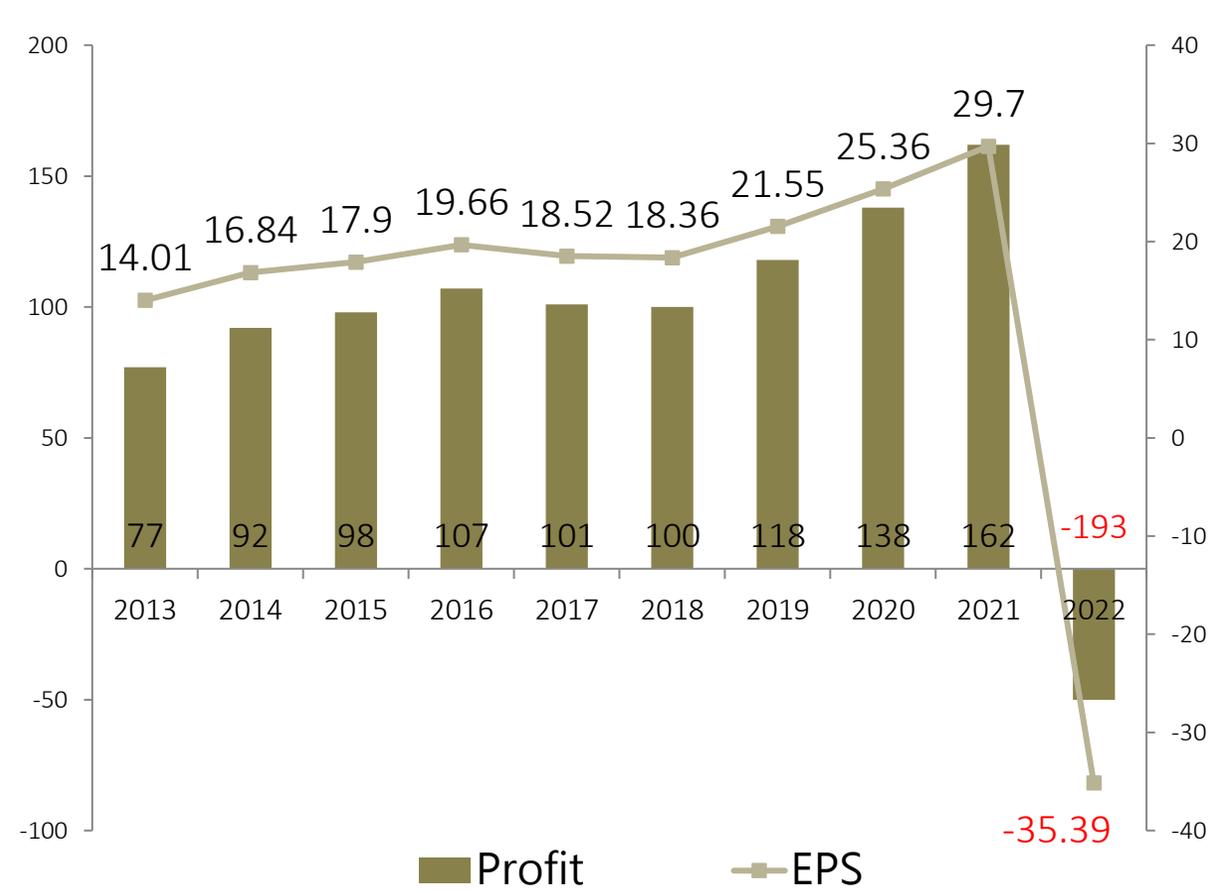
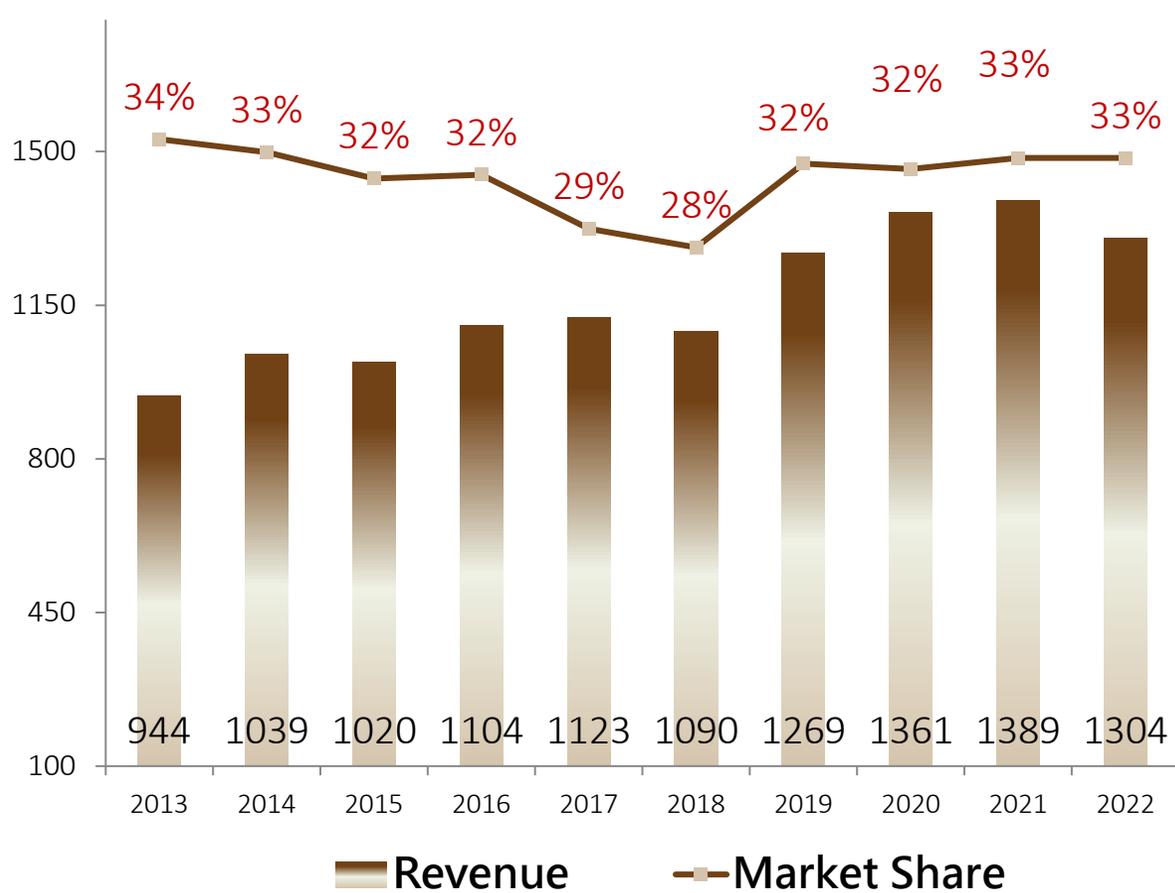
Employees: :
563 people (2022)

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

Affiliates



Operation and financial results





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2023 Q3 Financial result

2023 Q3 Financial results

Unit: NTD thousands

Items	2023 Q3	%	2023 Q3	%	YOY
Operating revenue	165,498,077	78.80%	143,185,100	79.90%	115.58%
Leasing income	14,257,932	6.79%	12,836,220	7.16%	111.08%
Interest income	15,455,586	7.36%	11,915,002	6.65%	129.72%
Others	14,813,514	7.05%	11,265,534	6.29%	131.49%
Total Income	210,025,109	100.00%	179,201,856	100.00%	117.20%
COGS	146,801,675	69.90%	124,360,182	67.40%	118.05%
Operating expenses	13,806,123	6.57%	11,918,721	6.46%	115.84%
Leasing cost	11,173,422	5.32%	10,299,498	5.58%	108.49%
Others	15,147,439	7.21%	37,941,850	20.56%	39.92%
Total Expense	186,928,659	89.00%	184,520,251	100.00%	101.31%
Profit before income tax	23,096,450	11.00%	-5,318,395	-2.97%	-
Income tax expense	2,045,031	0.97%	2,066,375	1.15%	98.97%
<u>Net profit</u>	<u>21,051,419</u>	10.02%	<u>-7,384,770</u>	-4.12%	-
<u>Profit attributable to owners of parent</u>	<u>18,455,979</u>	8.79%	<u>-10,171,868</u>	-5.68%	-
<u>EPS</u>	<u>33.13</u>		<u>-18.26</u>		<u>51.39</u>

2023 Main subsidiaries profit and loss

Hotai

The increase in Q3 profits is primarily attributed to the contribution from the core business of vehicle sales.

The main factor for the increased profits is the significant rise in the sales of LEXUS vehicles, with a cumulative sales volume reaching 26,113 units, marking a remarkable 167.3% increase compared to the previous year. This substantial growth has significantly boosted the core business revenue.

Additionally, T+L has achieved a cumulative sales volume of 128,991 units, securing a market share of 33.1%, representing a 108.7% increase compared to the previous year.

2023 Main subsidiaries profit and loss

Reinvestment

	Increased profits (Billion NTD)				Decreased profits (Billion NTD)
Company Name	Carmax	Hotai Finance	Hotai Leasing	Hotai insurance	Hotong Motor
2023 Q3	9.8	27.9	87	29.1	3.5
2023 Q3	7.8	27.0	8.2	-218.5	7.3
YOY	125%	104%	106%	-	47%
Growth/ Decline	The addition of LEXUS models has led to an increase in vehicle installations, resulting in a 202%	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 NOV.	YOY/ Difference	Y2023 Jan.~Nov.	YOY/ Difference
TOYOTA	13,396台	119.4%	116,274台	102.0%
LEXUS	2,135台	120.3%	28,248台	160.2%
<u>TOTAL</u>	<u>15,531 台</u>	<u>119.5%</u>	<u>144,522台</u>	<u>109.8%</u>
<u>Market Share</u>	<u>35.6%</u>	<u>+2.8%</u>	<u>33.3%</u>	<u>-0.6%</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 4,000 orders received.



YARIS CROSS new import (9/28)

- The all-new heavyweight compact SUV
- Accumulated over 7,000 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 Line-up expansion

Trantechs
17-ton aluminum alloy
seagull wings."



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

Introduction of Toyota commercial/special purpose vehicles

GRANVIA



campervan



welfare vehicle



ambulance

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

introduction of new energy products



- The government has announced the 2050 Net Zero Carbon Emission Plan, with a commitment to achieving 100% electrification of urban buses and government vehicles by 2030.
- To proactively align with government policies, plan the introduction of 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)

New

Continuous construction of service points

	服務廠	板噴中心	合計
2023年	19	1	20
2024年	20 + 北新竹	1	21
2025年	22 + 龍井 + 北台南	3 + 北區 + 中區	25



Total investment of 2 billion





2023 Goals :

Number of Members :
Reached **1.56** million.

Car-sharing scale:
Reaching **7,100** vehicles.
Total number of automobiles and motorcycles
surpasses **11,200** 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 :

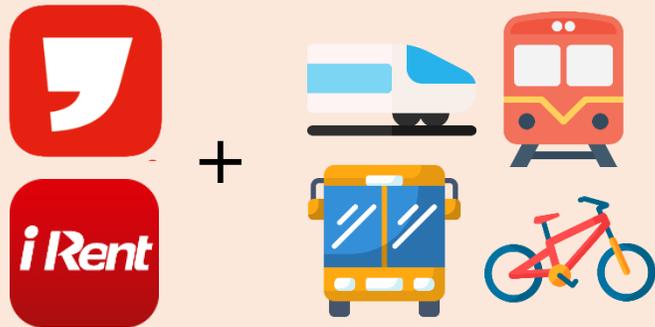
- Number of Members :
Achieve **920,000**.
- Number of drivers :
Achieve **8,000**

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



Dream Team Indigenous

Sponsoring the talented and gifted Tao youth choir not only provides these children with a broader stage but also allows the world to hear the angelic voices from Taiwan.

In 2023, sponsoring Jiashin Elementary School for their competition in South Korea resulted in the school achieving the prestigious Gold Award

和泰集團
與美好台灣同行

Corporate sustainable development

Free Mobility Service Campaign

In Taiwan, there are numerous disadvantaged groups in certain areas that still have lack of mobility access, and their needs for transportation to move between remote areas, to receive medical care and education, and to have social workers reach them in emergency situations remain largely unfulfilled.



和泰集團
「移動公益幸福行動」前進高雄

Corporate sustainable development

和泰集團「台灣原生動物守護計畫」
守護台灣原生石虎 帶給石虎幸福家園



虎力幸福米

“讓更多幸福發生，與美好台灣同行”



Wildlife Conservation Program

In 2023, we collaborated with the Agricultural Biodiversity Research Institute of the Ministry of Agriculture to contribute to the conservation of the Formosan Leopard Cat. Apart from sponsoring the training expenses for releasing these cats into the wild, we launched “虎力幸福米,” a farm-friendly product, on the “Hotai go” platform. We also joined the ranks of companies supporting leopard cat conservation at the Taipei Zoo, organizing a wildlife conservation market and initiating community activities for the “10/5 Leopard Cat Day.”

Q&A