



和泰汽車



HOTAI MOTOR CO., LTD

2207TT



Agenda

- ◆ Company introduction
- ◆ 2024 Q3 Financial result
- ◆ 2024 Operation Highlight
- ◆ Q&A



Company introduction

Company introduction

Establishing date: September 1947

Chairman:
Mr. Huang Nan-Kuang

President:
Mr. Justin Su

Executive Vice President:
Mr. KAZUO NAGANUMA

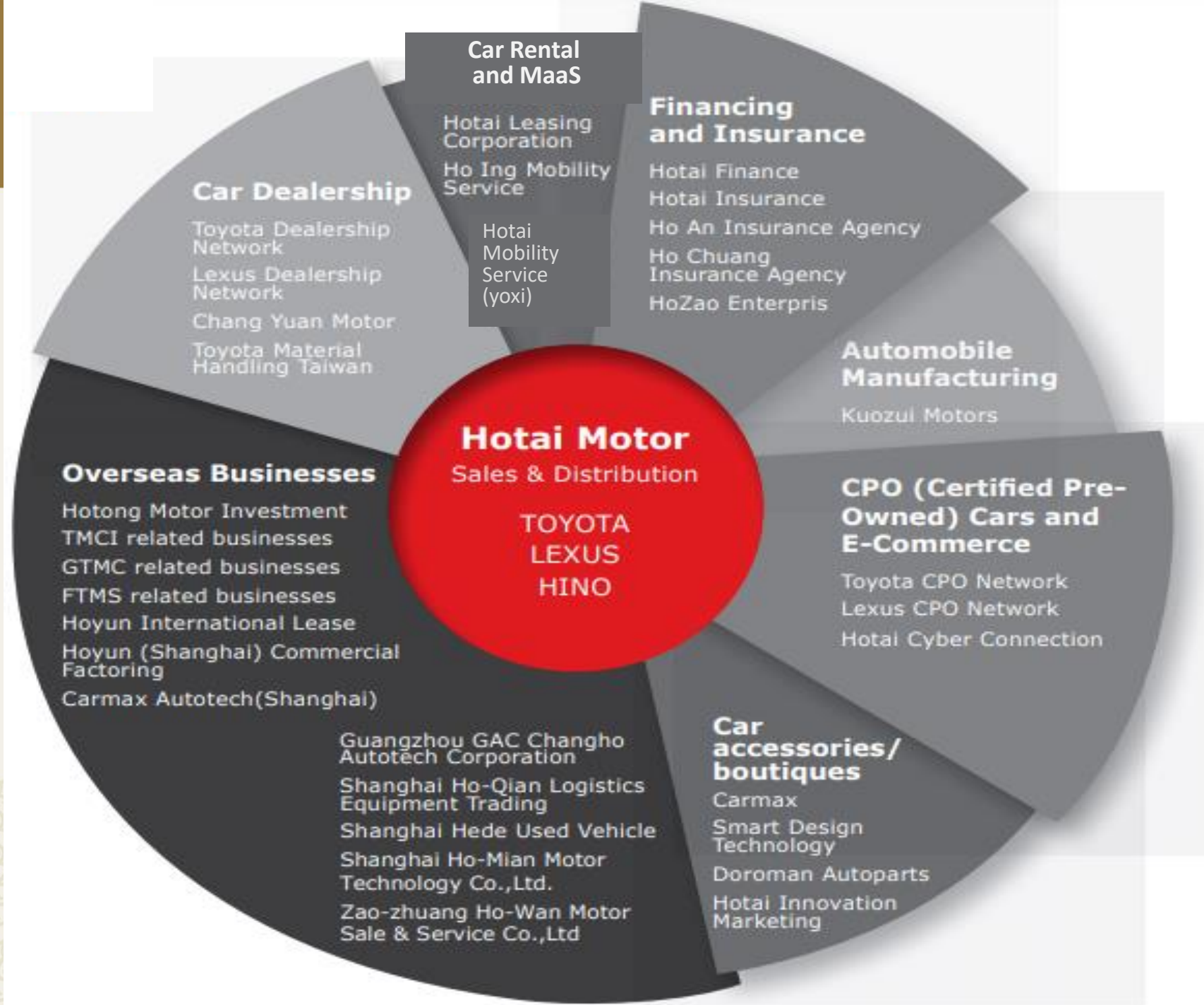
Capital amount:
NT\$5.571 billion

Sales turnover:
161.3billion (2023)

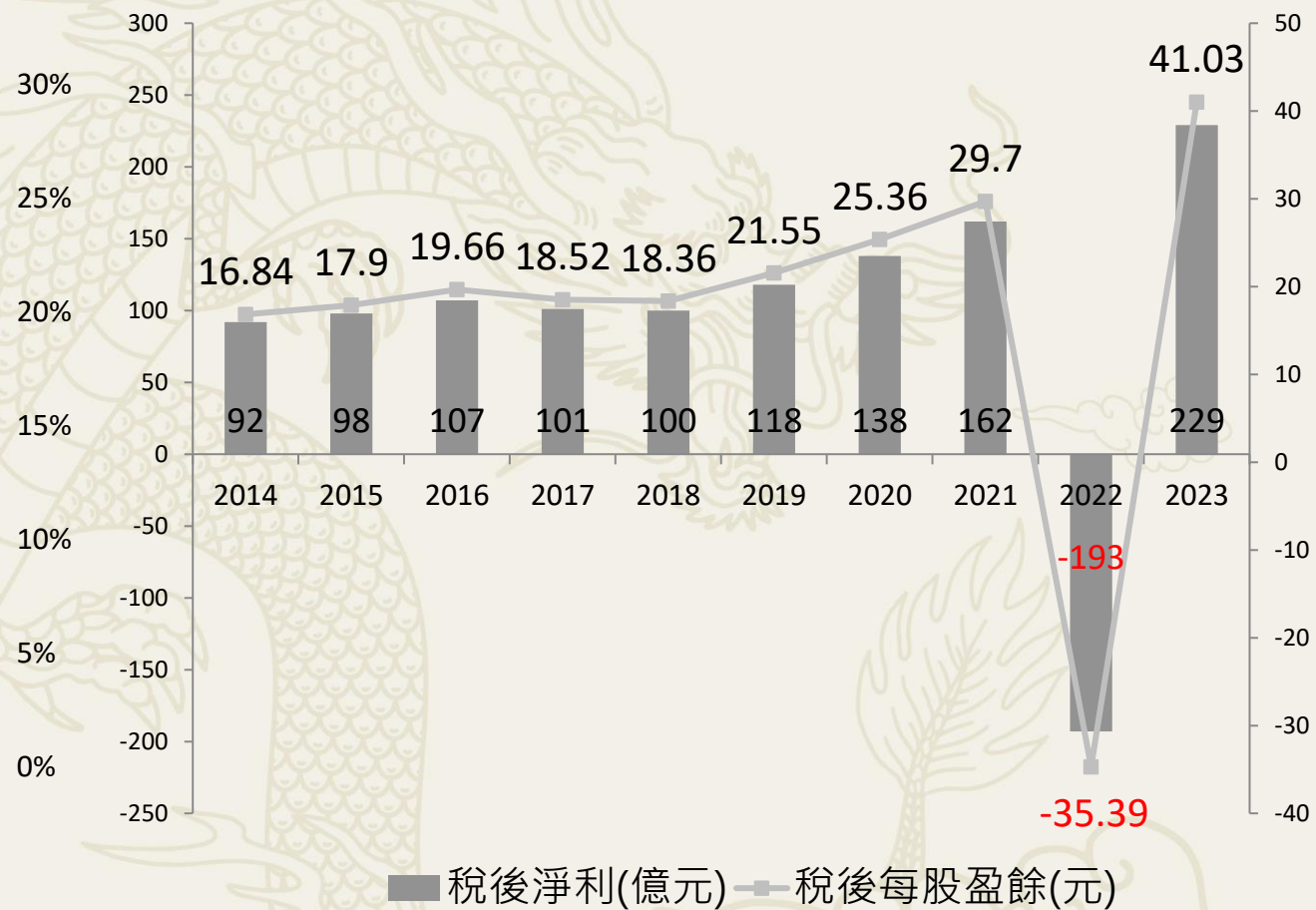
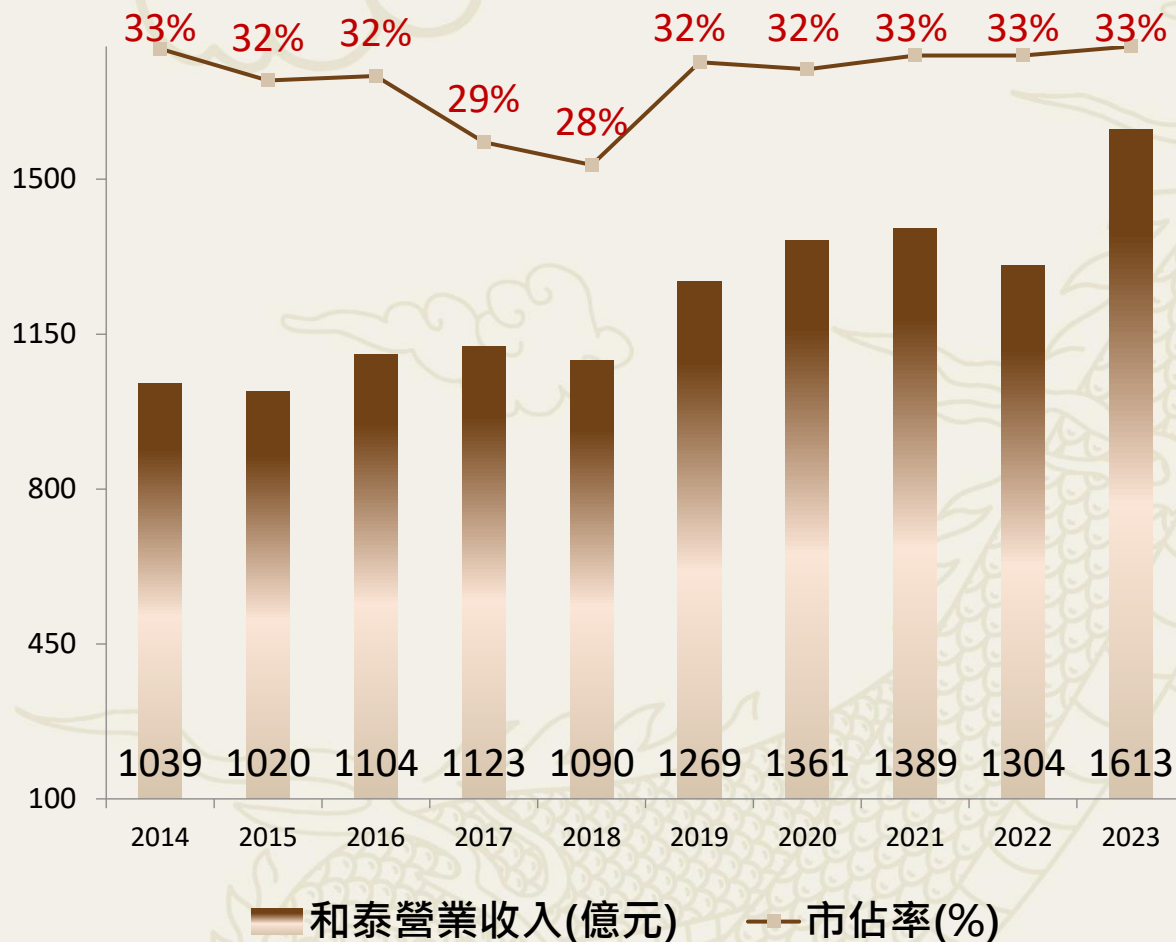
Employees: :
567 people (2023)

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

Affiliates



Operation and financial results





2024 Q3 Financial result

2024 Q3 Financial result

Unit : Million

Items	2024 Q3	2023 Q3	Difference (+ Increase, ▲ :reduce)
Total Income	211,619	210,025	+ 1,594
Operating revenue	164,052	165,498	▲ 1,446
Leasing income	15,335	14,258	+ 1,077
Others	32,232	30,269	+ 1,963
Total Expense	190,118	186,929	▲ 3,189
COGS	146,017	146,802	+ 785
Leasing cost	12,122	11,173	▲ 949
Operating expenses	14,436	13,806	▲ 630
Others	17,543	15,148	▲ 2,395
Profit before income tax	21,501	23,096	▲ 1,595
Income tax expense	2,650	2,045	▲ 605
Net profit	18,851	21,051	▲ 2,200
Profit attributable to owners of parent	16,037	18,456	▲ 2,419
EPS	28.79	33.13	▲ 4.34

2024 Q3 Financial result

HOTAI

Hotai 's profit from January to September decreased compared to the same period last year :

1. This is due to a high revenue base last year, as a large number of LEXUS vehicles arrived at the port during the same period
2. China dealerships was affected by the market conditions in China and increased competition in the new energy vehicle sector
3. Hotai Insurance recognized gains from property disposals in Q3 2023, and also recorded compensation for the Hualien earthquake in the first half of 2024

Profit performance of major subsidiaries in 2024 Q3

Unit : Hundred Million

Reinvestment							
	Profit growth			Profit decline			
Company Name	Kuozui	HO TAI DEVELOPMENT	CarMax	Hotai Finance	HOTAI INSURANCE	HOTAI LEASING	HOTONG
2024 Q3	43.5	9.5	11.2	25.9	14.9	8.1	-2.2
2023 Q3	41	3.8	9.8	27.9	29.1	8.7	3.5
YOY	106%	254%	114%	93%	52%	93%	-63%
Main reason	Continuing to implement cost management strategies, resulting in increased profits compared to the same period last year	The increase is mainly due to the recognition of gains from property disposals and steady growth in sales	Due to the growth in new car sales, the demand for automotive accessories has increased, leading to profit growth.	has slowed due to the impact of macroeconomic conditions and policies	Profits were impacted by losses from compensation related to the Hualien earthquake on April 3rd.	Due to the impact of interest rate hikes, interest costs have increased.	Profits have declined due to the impact of the price war in China's new energy vehicle market.



2024 Operation highlight

2024 Trend/Outlook

.Global Geopolitical Risks

- .The direction of the central bank's monetary policy is uncertain
- .The backlog of orders due to the shortage of vehicles caused by the covid has been resolved

- .The policy of replacing old with new continues.
- .The domestic consumer market is experiencing stable growth
- .The production and supply of various car manufacturers are stabilizing

**Estimated Taiwan
car market**

460k units

Year Sales Target



- Year Sales Target

The total of the group
cars **160,000** units

Market share
35%

- ◆ TOYOTA 125,500 units
- ◆ Lexus 28,500 units
- ◆ HINO 6,000 units

2024 results for TOYOTA & LEXUS

	Y2024 OCT	YOY/ Difference	Y2024 Jan.~OCT	YOY/ Difference
TOYOTA	10,706台	95.0%	102,389台	99.5%
LEXUS	2,167 台	107.3%	24,356 台	93.3%
<u>TOTAL</u>	<u>12,873台</u>	<u>96.9%</u>	<u>126,745台</u>	<u>98.3%</u>
<u>Market Share</u>	<u>38.7%</u>	<u>+5.9%</u>	<u>33.6%</u>	<u>+0.5%</u>



2024 Operation highlight

◆ TOYOTA ◆ LEXUS ◆ HINO ◆ MaaS ◆ Corporate sustainable development.

TOYOTA (vehicles / Light commercial vehicles)

The dominant force in the MED market strengthens further with another evolution.



CAMRY extensive overhaul (7/4)

Brand new interior and exterior design.

TOYOTA (vehicles / Light commercial vehicles)

Taiwan's No. 1 in Sales - Newly Evolved Debut

COROLLA CROSS 改款(10/1)

Brand-New Exterior Design, Evolved Smart Technology

Hybrid Dual Power Engine, Fuel Efficiency with No Compromise on Eco-Friendliness

Minor Facelift, Major Surprises—Upgraded Value for Your Money



LEXUS

**LBX "Newly introduced
(1 / 17)**



LEXUS

UX 300h all nrw launched (2/16)



LEXUS

NX 350 Overtrail all nrw launched (4/2)



LEXUS

RZ450e all nrw launched (11/14)



HINO

HINO車系
TOYOTA HIACE/GRANVIA/COASTER/H2 CITY GOLD

Performance enhancements meet diverse needs.



HINO

HINO車系
TOYOTA HIACE/GRANVIA/COASTER/H2 CITY GOLD

"New locations and mobile service stations."

擴展規劃

	服務據點	BP中心	合計
2023	19	1	20
2024	20 (+北新竹)	1	21
2025	22 (+龍井/北台南)	3 (+北區/中區)	25

行動站

2024
+3 個

土城
新竹
南投



桃園廠改建 北BP

北新竹

台中龍井+中BP

嘉義廠改建

北台南

MaaS

- App downloads surpass expectations ***One million***
- Deepening the mobile services across the group, using the 'Chic trip' platform to build the MaaS (Mobility as a Service) ecosystem
- Introducing flight/accommodation search and booking functionality to meet various travel needs, becoming the preferred app for travel planning.



Corporate sustainable development

Mass Production of Happiness: Mobile Philanthropy

By donating Yoxi transportation services, we aim to eliminate mobility barriers for disadvantaged groups.

- We have successfully collaborated with the Social Affairs Departments of all six major municipalities in Taiwan (Taipei, New Taipei, Taoyuan, Taichung, Tainan, and Kaohsiung)
- We have partnered with various NGOs and NPOs, including the Ronald McDonald House Charities, Taiwan Fund for Children and Families, Deng Jia Bao Bao Social Welfare Association, Children Are Us Foundation, and Tzu Chi Foundation, to address the transportation needs of different disadvantaged groups.
- We have donated nearly 10 million NT dollars worth of transportation fares, completing 26,000 charity shuttle trips.



Corporate sustainable development

Dream Team Indigenous



We have sponsored the Jiaxing Elementary School and Taoshan Elementary School choirs in Jianshi Township and Wufeng Township, Hsinchu County, for three consecutive years.



Performance stage/ Career experience/Participation in international competition 'Golden Award

In 2024, we will continue to unite the strength within our organization, stepping onto a broader stage to make dreams come true and expanding

Corporate sustainable development



Wildlife Conservation Program

"In 2024, we will continue to deepen our efforts in local Formosan Leopard Cat conservation actions, safeguarding Taiwan's precious population of fewer than 500 individuals, and expanding the connection between our core business and conservation efforts



農業部生物多樣性研究所
Taiwan Biodiversity Research Institute

Department of Agriculture's Institute of Biodiversity Research

Honda-Taiwan becomes the first car manufacturer in Taiwan to incorporate animal welfare design into vehicle design. The 'Animal Crossing Hotspots' car navigation map data expands to TOYOTA Drive+ Connect 3.0 models



TAIPEI ZOO

Donating vehicles for animal rescue and research, and organizing multiple events to promote conservation education on the Formosan Leopard Cat.



Enhancing awareness of animal traffic safety in Taiwan



Q & A