



HOTAI MOTOR CO., LTD

2207TT



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Agenda



◆ **Company introduction**

◆ **2025 H1 Financial result**

◆ **2025 Operation Highlight**

◆ **Q&A**



Company introduction



Company introduction

Establishing date: September 1947

Chairman:
Mr. Huang Nan-Kuang



President:
Mr. Justin Su



Capital amount: NT\$5.571 billion

Revenues: 160.1billion (2024)

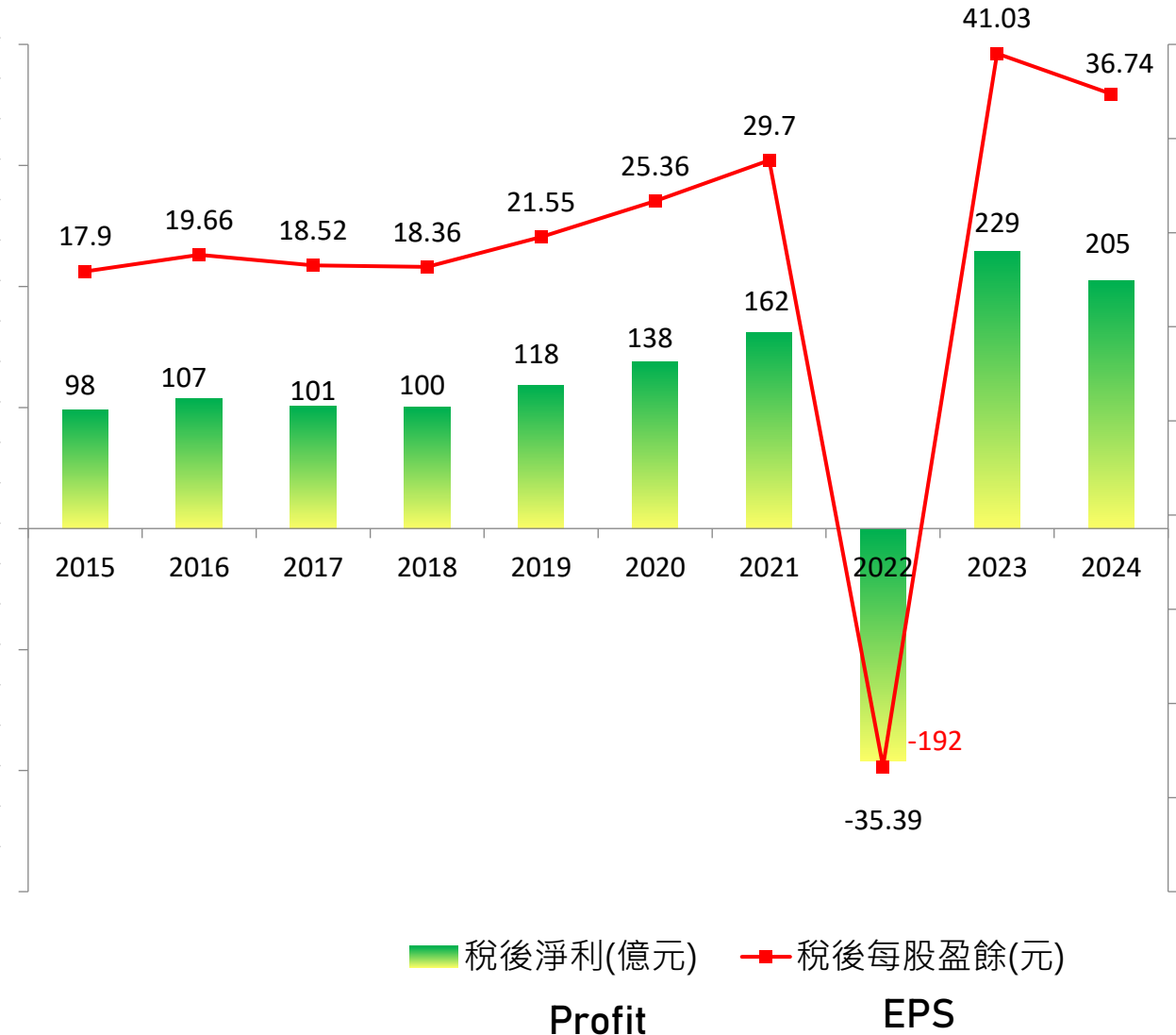
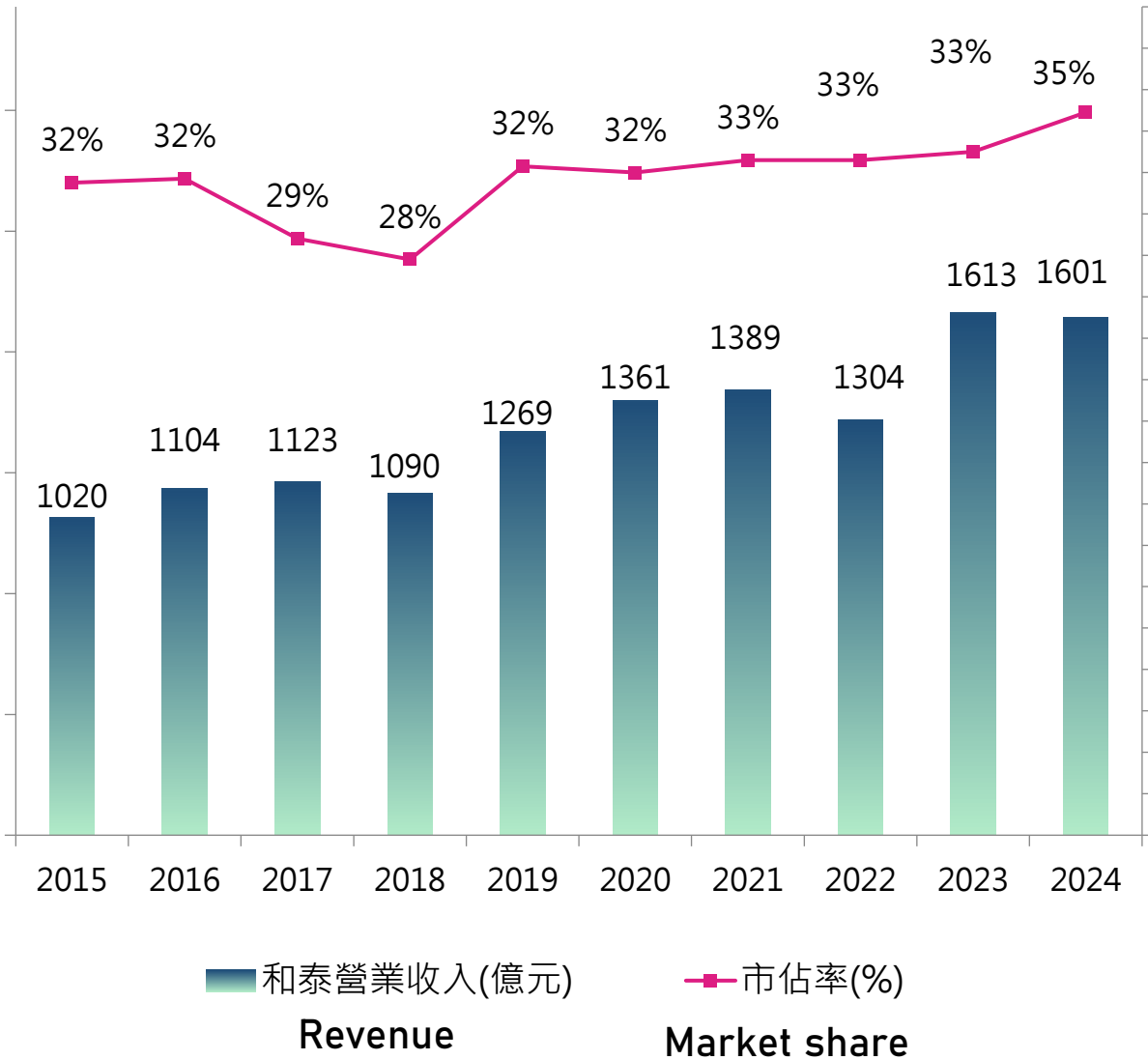
Employees: 579 people (2024)

**Product brands: TOYOTA, LEXUS, HINO
Trucks,YOKOHAMA**

Company introduction



Operation and financial results





2025 H1 Financial result



2025 H1 Financial result

Unit : Million

Items	2025/1-6	2024/1-6	Difference (+ Increase, ▲ :reduce)
Total Income	141,095	142,793	▲ 1,698
Operating revenue	109,519	111,886	▲ 2,367
Leasing income	10,626	10,092	+ 534
Others	20,950	20,815	+ 135
Total Expense	128,548	127,632	▲ 916
COGS	97,394	99,937	+ 2,543
Leasing cost	8,373	7,893	▲ 480
Operating expenses	9,285	9,671	+ 386
Others	13,496	10,131	▲ 3,365
Profit before income tax	12,547	15,161	▲ 2,614
Income tax expense	2,623	1,438	▲ 1,185
Net profit	9,924	13,723	▲ 3,799
Profit attributable to owners of parent	8,264	11,757	▲ 3,493
EPS	14.83	21.1	▲ 6.27

2025 H1 Financial result

For this quarter, net income after tax decreased by NT\$3.5 billion compared with 2024, primarily due to a decline in the recognized profits from equity-accounted investee companies

- ❶ Ho Tai Development and Hotai Finance recognized one-time gains from the disposal of buildings in the same period last year, resulting in a higher comparison base.
- ❷ In the first half of last year, Hotai Insurance reduced its capital to offset losses and recognized an income tax benefit, resulting in a lower effective tax rate
- ❸ Hotai Insurance's profit decreased compared with the same period last year, mainly due to earthquake-related claim payments in January.
- ❹ The valuation of stocks, forward exchange contracts, and other financial instruments in accordance with accounting standards resulted in lower recognized gains and losses compared with the same period last year.



2025 Operation highlight



Year Sales Target

- 2025 Sales Target

The total of the group
cars **165,000** units

TOYOTA 130,000 units

Lexus 28,500 units

HINO 6,350 units

Market share
36.7%

TOYOTA 29.0%

Lexus 6.3%

HINO 1.4%

2025 Apr. results for TOYOTA & LEXUS

	2025年 7月	yoy	2025年 1~7月	yoy
TOYOTA	11,224台	82.2%	72,369台	99.0%
LEXUS	2,392 台	72.0%	17,814台	96.40%
HINO	594 台	108.4%	3,765台	115.4%
<u>total</u>	<u>14,210台</u>	<u>81.1%</u>	<u>93,948 台</u>	<u>99.0%</u>
<u>Market share</u>	<u>40%</u>	<u>+1.6%</u>	<u>40.1%</u>	<u>+6.0%</u>



2025 Operation highlight

◆ TOYOTA ◆ LEXUS ◆ HINO ◆ MaaS ◆ ESG



TOYOTA (vehicles / Light commercial vehicles)

The flagship MPV introduces a brand-new powertrain.



ALPHARD 強化(2/6)

Introduction of PHEV (Plug-in Hybrid Electric Vehicle) models.

Side steps are standard across the entire vehicle lineup.

TOYOTA (vehicles / Light commercial vehicles)

**TOYOTA's off-road champion
makes a strong debut.**



Land Cruiser 250 大改款(July)

Diesel light hybrid system.

8-speed automatic transmission.

TOYOTA (vehicles / Light commercial vehicles)

GR racing-inspired model makes a strong debut.



GR SUPRA Track Edition(June)

Carbon fiber rear wing and front lower spoiler.

GR exclusive brake calipers.

Larger front brake discs.

TOYOTA (vehicles / Light commercial vehicles)



TOYOTA (vehicles / Light commercial vehicles)

Continuously expanding community-based service stations.



Penghu service station. - 首間離島原廠據點

The total number of service locations has **reached 233.**

Full-service repair shop **123** locations.

+

Community-based service station. **110** locations.

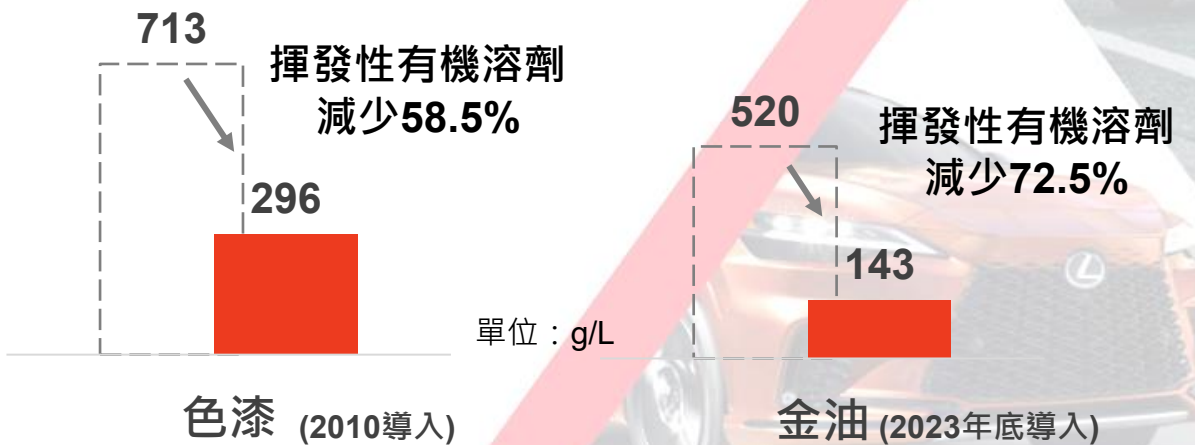
We will continue to evaluate the expansion of service locations to the outlying islands.

TOYOTA (vehicles / Light commercial vehicles)

Continuing to create a friendly workplace environment and promoting "Joy at TOYOTA."



The first in the industry to fully use water-based paints and gold oil, and will continue to expand the range of water-based coatings.



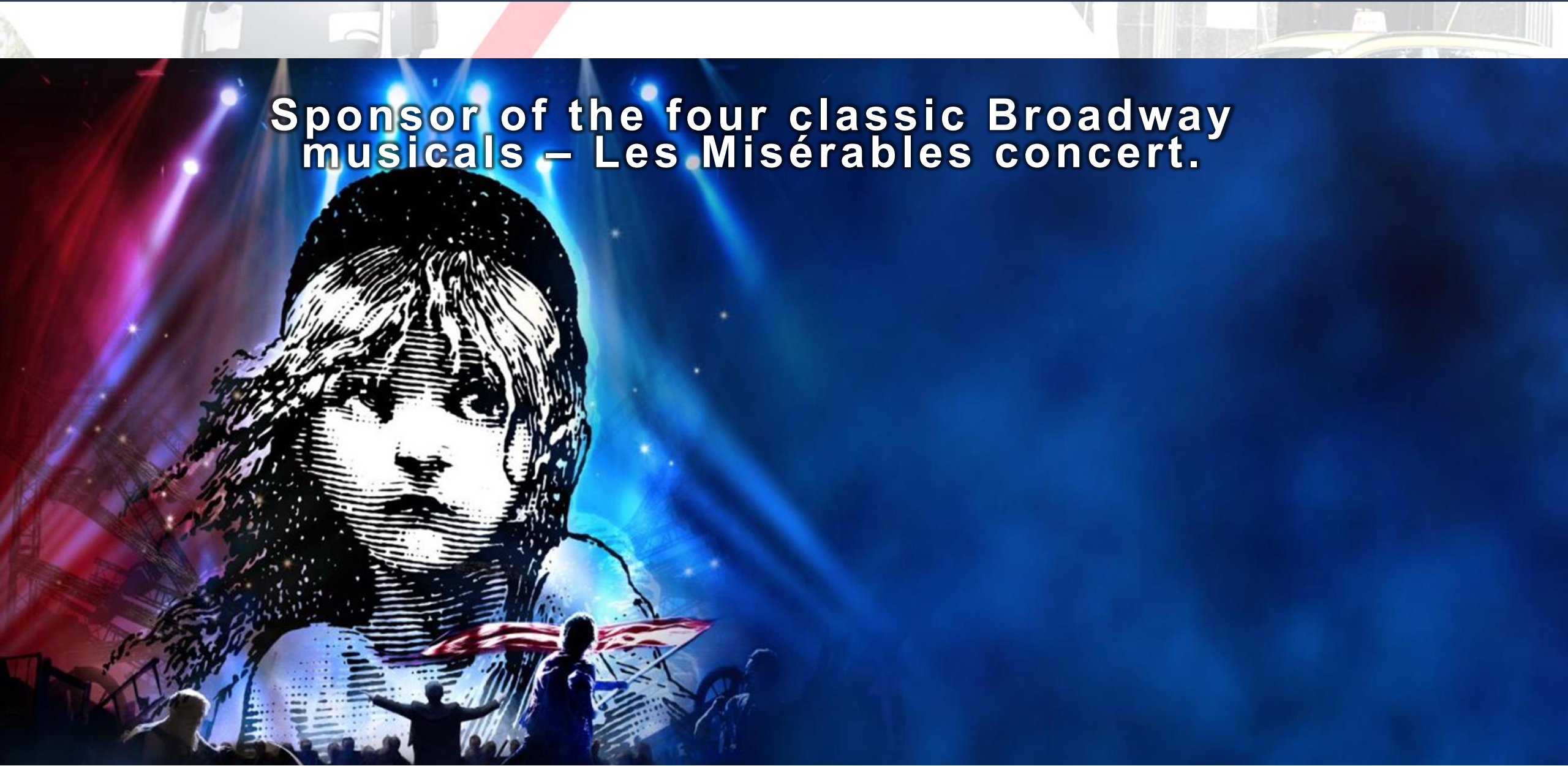
Lexus

Lexus Electrified .
Power united, ready for you to drive.



Lexus

**Sponsor of the four classic Broadway
musicals – Les Misérables concert.**



Lexus

Exclusive gourmet travel experiences for car owners, both domestically and internationally.



Nearly 1,000 user visits within the first month of launch

•24/7 service with zero time difference

Lexus

AI Virtual customer service. LISA

1. Cross-platform services via official website and LINE Official Account
2. Nearly 1,000 user visits within the first month of launch
3. 24/7 service with zero time difference



Lexus

Third-Generation Location

LEED Certification – Delivering on Our Brand Promise
Revamped Inside and Out – A Bold New Look for the Brand



HINO

HINO commercial vehicles and TOYOTA business travel vehicles have enhanced safety across the entire lineup.

Evolution of active and passive safety features.



Improved vehicle handling and convenience.



Enhanced driver perception assistance.



HINO

HINO 車系 TOYOTA HIACE / GRANVIA / COASTER

極致
安全
SAFETY

01

Safety upgrades and car purchase discounts.



02

Extended warranty.



環保
永續
ECO-FRIENDLY

03

Trade-in and upgrade car purchase program.



04

Environmentally friendly service products.



MaaS

Partners

Japanese travel services.



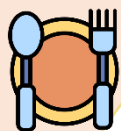
bus



Airport transfers services.



taxi



Restaurants.



和運租車
機場接送

集團多元移動服務

Brands/Services under
Hetai Group.

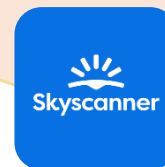
HOTAI MaaS 生態系



去趣

和泰 Points

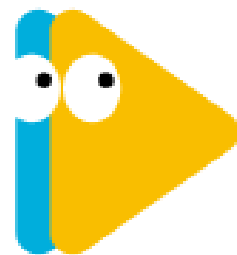
Global hotel
booking/flight
services.



旅遊商城

拓增兌點渠道

MaaS



去趣

Expanding domestic and international business partnerships to drive ecosystem service integration.

Taiwan's top-ranked travel planning app by downloads.

The app has surpassed 4 million downloads.



MaaS



The 2.0 version features a complete upgrade,
accelerating the development of the points ecosystem.

多元商品
上架

HOTAI 購
APP 上線

AI
智慧應用

會員送禮
功能

MaaS



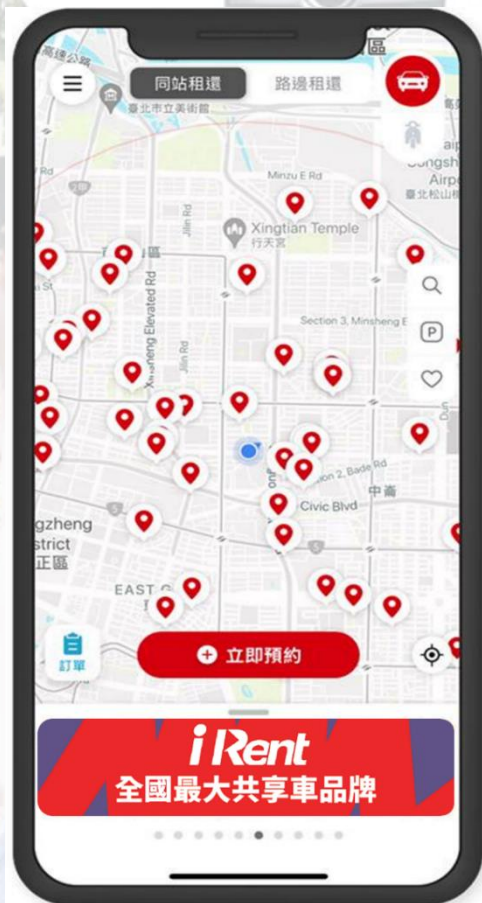
Service evolution continues, expanding from domestic to international markets, providing convenient and comprehensive transportation services.

**For the first time, we have stationed at the High-Speed Rail
Zuoying and Changhua stations.**

Yoxi partner with Japan's largest taxi service app, "GO."



MaaS



The nation's largest mobility-sharing platform continues to expand the depth and breadth of its services to strengthen market leadership.

導入
多元車款

強化
「路邊租還」
便利性

會員共享
全方位移動
新體驗

ESG

Producing Happiness for All

In 2020, Toyota Motor Corporation in Japan introduced a new philosophy, aiming for Toyota branches worldwide to fulfill the mission of "mass-producing happiness."



ESG

獻給每位追求幸福的人

和泰集團Presents

ESG

Mass-Producing Happiness, Mobilizing Public Good

Connecting six metropolitan cities and Pingtung, in collaboration with seven NGOs/NPOs, Hotai has contributed over NT\$10 million in ride subsidies, enabling 39,000 trips to support the transportation needs of disadvantaged groups.



yoxi 交通服務 解決弱勢族群「行」的障礙

In 2025, the project will introduce iRent shared car rental public service to expand the scope of assistance and reach more communities



iRent共享租車 擴大幫助範圍及族群

ESG

Indigenous Dream Team

In 2025, we will continue the power of fulfilling dreams, accompanying children as they explore their future.

Hotai Continues Its Sponsorship of the Dream Team Public Welfare Program for the Fourth Consecutive Year.

Jiaxing Elementary School of Jianshi Township and Taoshan Elementary School Choir of Wufeng Township, Hsinchu County

In July, Jiaxing once again took the international stage by participating in the Tokyo International Choir Competition!



ESG

Taiwan Native Wildlife Conservation Project

Protecting Taiwan's Precious Native Leopard Cats

In 2025, the project marks its fifth-year milestone. In collaboration with Taipei Zoo and the Biodiversity Research Institute of the Ministry of Agriculture, we continue our efforts to conserve Taiwan's rare native leopard cats."



ESG

Hotai Public Welfare Dreamers

In 2025, the program enters its seventh year, joining hands with the younger generation to promote sustainable philanthropy!



第七屆「和泰公益夢想家」
和泰集團攜手青年 實踐公益夢想





Q & A

