



和泰集團

和泰汽車



2026.5.21

Hotai Motor 2026 Q1 Investor Conference

ALL NEW ES

Stock no. : 2207

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和泰汽車





1 Company introduction



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Company introduction



和泰汽車

Distributor : TOYOTA 、 LEXUS 、 HINO 、 YOKOHAMA



Chairman:
Mr. Huang Nan-Kuang



Vice Chairman and
General Manager
Mr. Justin Su

Establishing date

September 1947

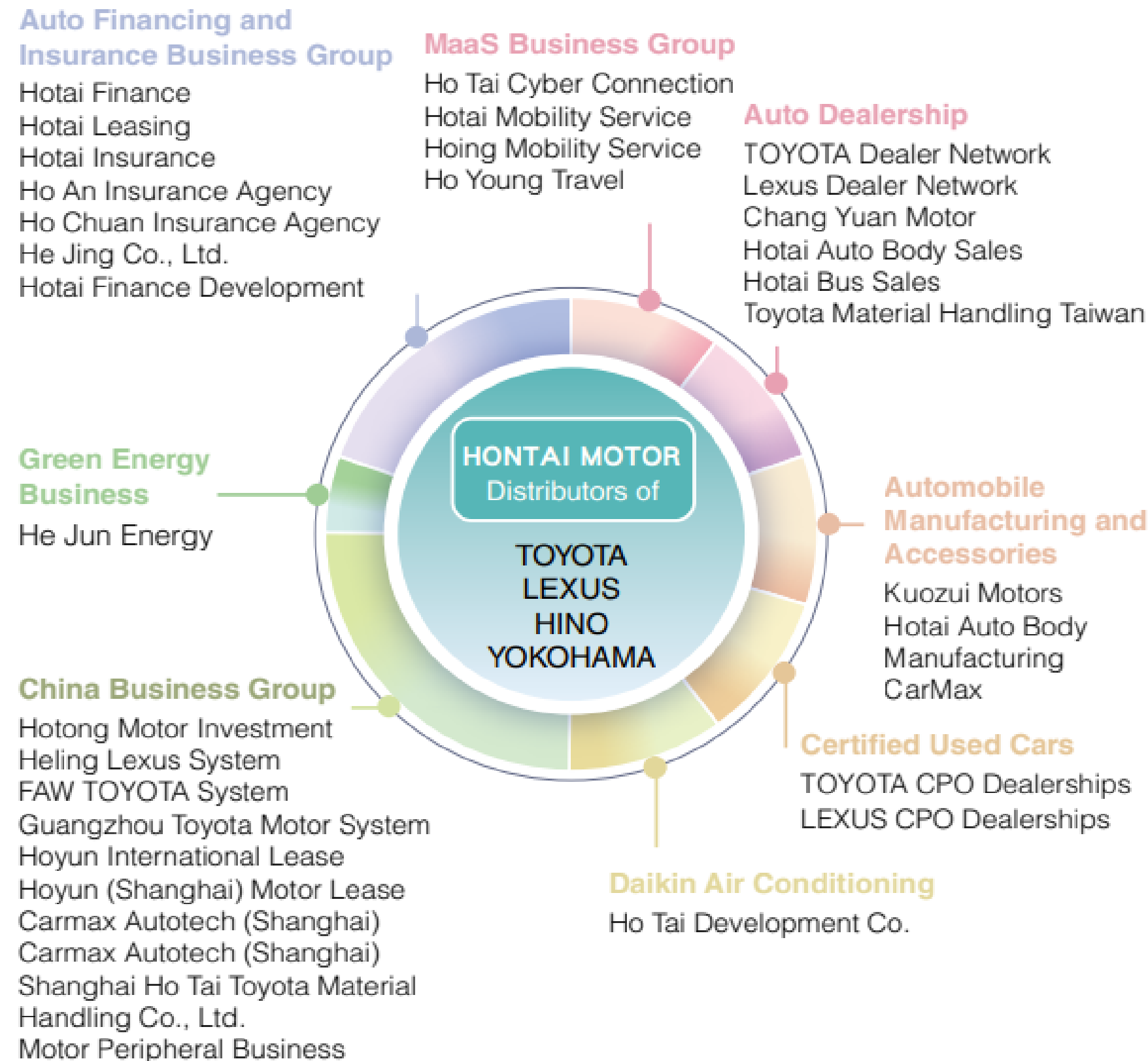
Capital amount

NT\$5.571 billion

Revenue

282.6 billion
(2025)

Company introduction



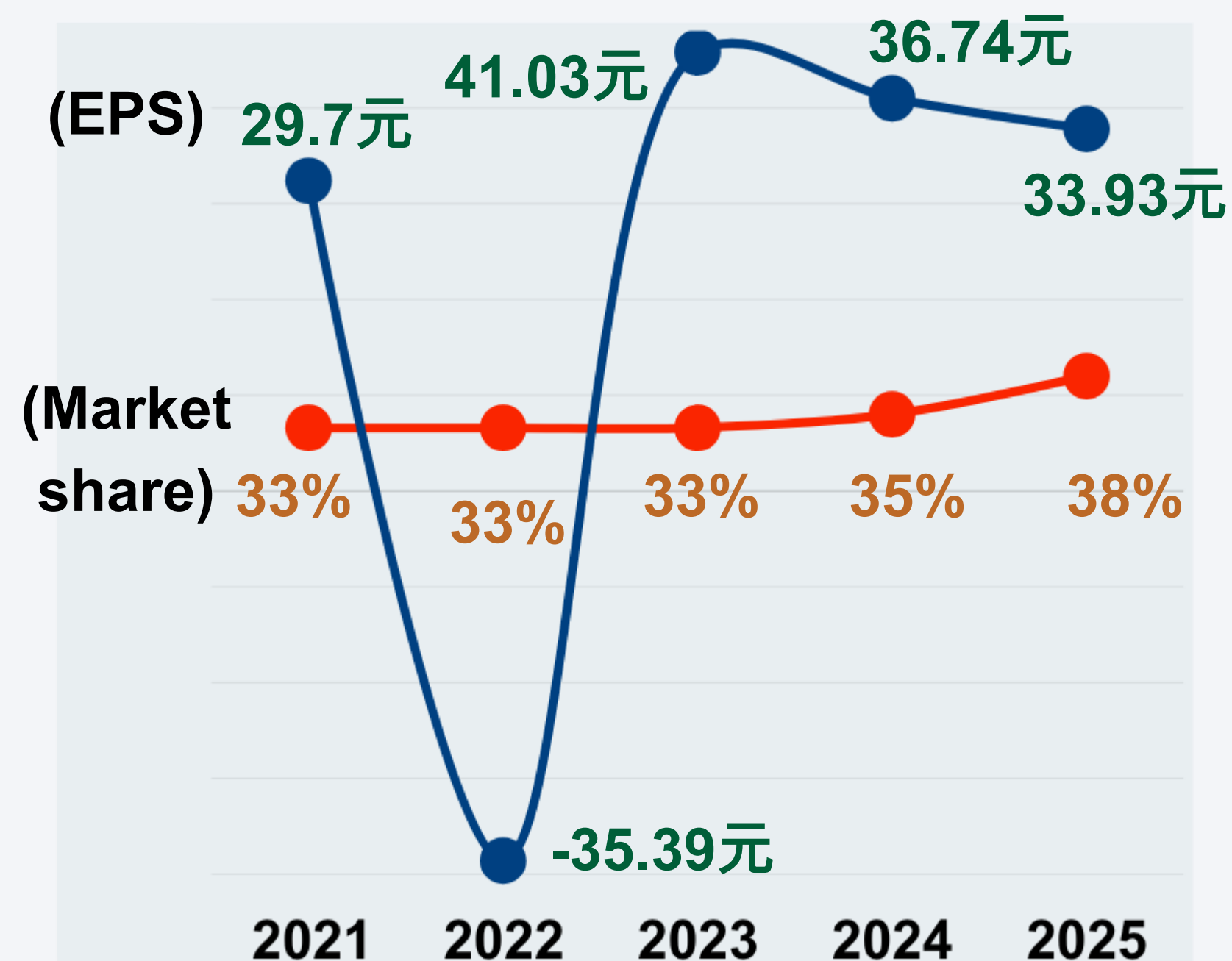
Established the Japan Business Unit in April 2026. Established the Japan Business Unit in April 2026.

Hotai JAPAN
Hino dealers in Japan (5 Companies)

Revenue(billion)



Market share & EPS(NT)





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2026 Q1 Financial result



2

2026 Q1 Financial result



和泰汽車

(million)

Item	2026 Q1	2025 Q1	Difference (+ Increase, ▲ :reduce)
Total Income	71,331	73,113	▲ 1,782
Operating revenue	54,984	57,391	▲ 2,407
Leasing income	5,173	5,154	+ 19
Others	11,174	10,568	+ 606
Total Expense	64,796	67,155	+ 2,359
Total Expense	48,739	51,089	+ 2,350
Leasing cost	4,057	4,059	+ 2
Operating expenses	4,502	4,195	▲ 307
Others	7,498	7,812	+ 314

(unit : \$NT Million)

Item	2026 Q1	2025 Q1	Difference (+ Increase, ▲ : reduce)
Profit before income tax	6,535	5,958	+ 577
Income tax expense	1,278	1,214	▲ 64
Net profit	5,257	4,744	+ 513
Profit attributable to owners of parent	4,430	3,975	+ 455
EPS	7.95	7.13	+ 0.82

Reason

- (1) Hotai Motor's core business saw a slight decline in profitability in Q1 2026, as sales volume dropped due to the impact of tariff policy interventions on the overall automotive market.
- (2) The increase in profitability was primarily driven by Hotai Insurance' s higher investment income, which benefited from favorable stock market conditions in Q1 2026. °

April	YoY
30,160,250,709 元	130.03%
Jan-Apr	YoY
100,781,221,788 元	105.75%

Reason

The growth in April revenue was primarily driven by the outstanding sales of the RAV4 and Corolla Cross, coupled with the inclusion of five Hino dealerships in Japan into the group's consolidated revenue. These factors propelled Hotai Motor's monthly revenue to a historic record high.

(Unit: Vehicles)



Market	5-Region Total (Japan)	Taiwan
Commercial Vehicle Market	48,346	15,623
vs. Taiwan	309%	
Hino Vehicle Market	9,817	6,053
vs. Taiwan	162%	

Note: Commercial vehicle registration: trucks over 3.49T (excluding buses); Japan period: Apr 2025 - Mar 2026 ; Taiwan period: Jan 2025 - Dec 2025.



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2026 Market Outlook & Operational Focus



- 
- + Commodity tax subsidy for passenger cars under 2.0L
 - + Expected clarification of U.S. tariffs on Taiwan
 - + AI industry chain driving overall economic momentum
 - International geopolitical uncertainty
 - Rising international oil prices

Total Market Challenge: 440,000 units



2026 Market Outlook

Passenger / LCV /

Commercial Vehicle Sales

Volume: 165,000 units

165,000 units

TOYOTA 130,000 LEXUS 2,850 HINO 6,600

Market Share

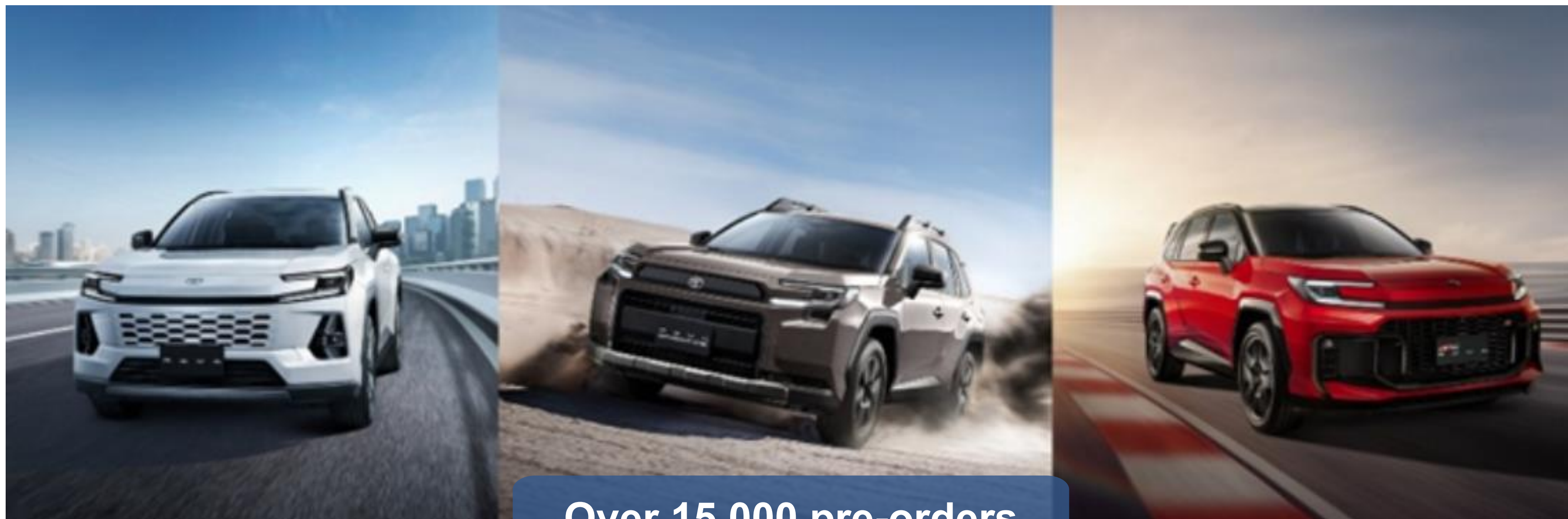
37.5%

TOYOTA 29.5% LEXUS 6.5% HINO 1.5%

Unit: Vehicles	April 2026	YOU	Jan-Apr 2026	YOY
Total Market	31,407	95.5%	127,841	96.3%
Luxury Market	6,396	77.7%	28,888	84.3%
TOYOTA	10,305	103.2 %	39,788	93.8 %
LEXUS	2,144	86.6 %	9,070	81.8%
HINO	448	74 %	1,569	81%
Total	12,897	98.7 %	50,427	90.9 %
Market Share	41.1 %	+1.3%	39.4 %	-2.3%



RAV4 Full Model Change (January)



Over 15,000 pre-orders

COROLLA 60th Anniversary Edition (5/5)



Over 600 pre-orders



HILUX Full Model Change (Q3)

All-new exterior design

Upgraded off-road system

Comprehensive equipment upgrade

3

2026 Operational Focus



和泰汽車

Recent Brand Activities

ROOKIE Racing Driver-Led
Track Camp (5/29)



TOYOTA x Danjiang Bridge
Opening Run & Bike Event
(4/25)



TOYOTA RUN - A run full
of happiness (May-Oct)



TOYOTA RUN - A run
full of happiness
(May-Oct)

All New ES Launch

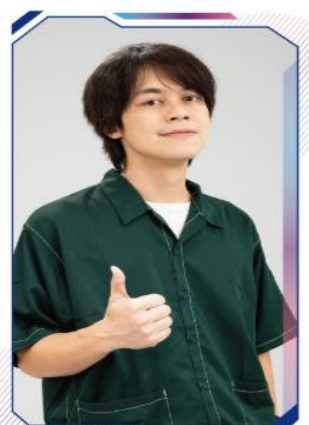
Fully Electrified powertrain
lineup: ES 300h & ES 500e
Lexus Safety System+ 4.0



Approx. 1,500 pre-orders

Recent Brand Activities

LEXUS MY FILM Short Video Life Exhibition (Submissions close 4/26)



Discover The World
HowHow ▶▶



Discover My Limits
肉比頭 ▶▶



Discover My Life
綾小路 ▶▶

Reserved for LEXUS Owners:
Mother's Day Michelin-starred "A" Feast



LEXUS Little AI Smart Car Builder King (Event from July-Aug)



GRANVIA Enhancement (May)



8-seater model adds TSS

(Toyota Safety Sense)

Recent Brand Activities

HINO "Safe Travels with Mazu" Gift & Bus Guardian Event (Ends 5/31)



Luxury Commercial Van - Premium Gift Event" (Ends 5/31)



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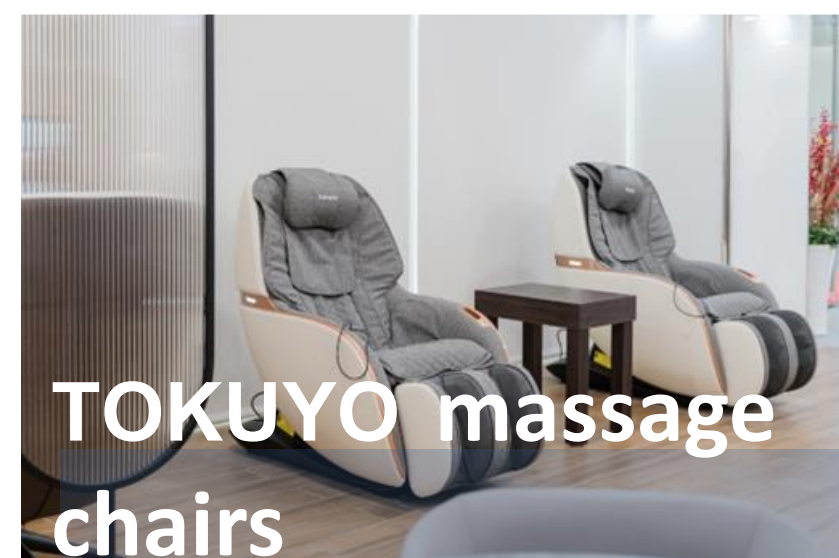
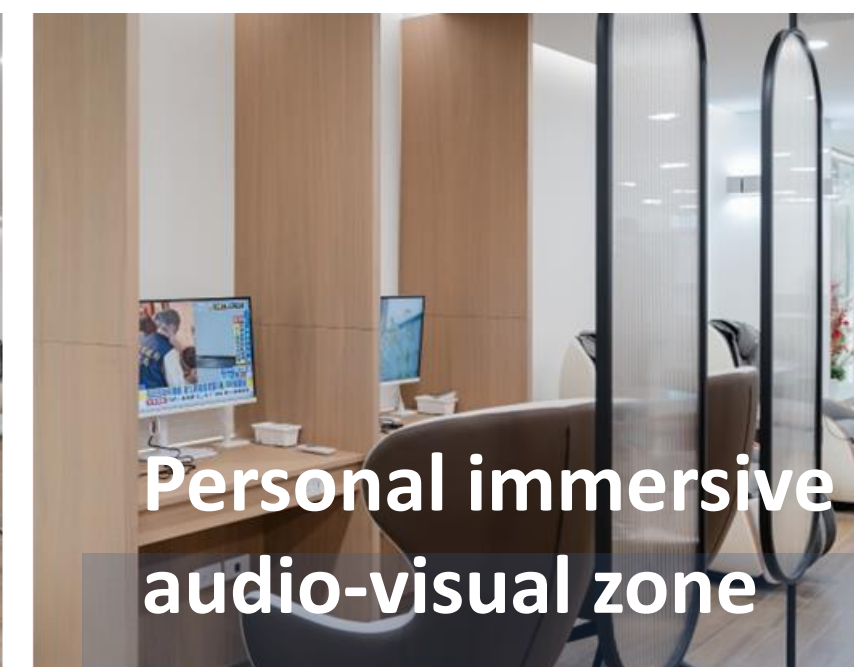
2026 Operational Focus



和泰汽車

Taoyuan Flagship Location

5 / 5 NEW OPEN



Bid Confirmed (Kaohsiung City / South Taiwan Bus / CPC Corp.)

'25/12

'26/Q3 上路營運

H₂.City Gold
the hydrogen fuel cell bus for your city

全年計畫引進共5台



預計 7 月到港 4 台

民族幹線 90 高鐵路 - 捷運

HSR Depot MRT Sandou Shopping District Station

- 南台灣客運服務電話：0800-858-568
- 交通局申訴電話：(07)229-9803
- 動態語音查詢：(07)749-7100 (路線代碼:90)
- 收費方式：里程段次計費
- Fare：Mileage Zone Fare

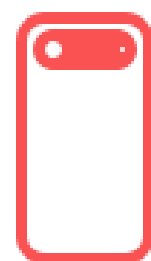
高雄I-bus APP





Developing Three Major Senior Mobility Systems with yoxi

Hotai Connected, an affiliate of the Hotai Group, is responsible for the overall architecture and system development. By integrating the yoxi platform, it creates services tailored to the local needs of Taiwan.



Snap to Go

Visual Ride-Hailing System
(Launched on April 26)



Connect to Go

Community Mutual Aid
Platform
(Expected to launch in Q3)



Say to Go

Voice Ride-Hailing System
(Expected to launch in Q4)

Recent Brand Activities

OpenHub: Taiwan's No. 1 Charging Roaming Service by number of connectors, in partnership with Taiwan Mobile MyCharge.



Integration of "Smile Gas (Uni-President Seiko)" into the Car Wash Map on TOYOTA and LEXUS Owner Apps.





iRent APP All-New Upgrade
Providing convenient and
comprehensive rental services!



Integrate physical locations and
sharing to expand platform services.

Open to international tourists to
meet on-the-ground tourism
demand in Taiwan.

Market-leading in: "Taiwan coverage (22 counties & cities)" and
"Vehicle fleet size (8,000 cars)"



Producing Happiness - Mobility for Good

移動自由(Mobility)

Connecting 8 counties/cities and multiple NGOs/NPOs across Taiwan (e.g., Taiwan Fund for Children and Families, Dot's Home, Syin-Lu Social Welfare Foundation, Ronald McDonald House Charities).

A total of 54,000 charity shuttle trips accumulated as of April.

Introduced new iRent service models in Hsinchu and Pingtung counties.

社會共好 (Openness)

Toyota Mobility Foundation (TMF) X Hotai Foundation signed a cooperation agreement on 4/24.

Connecting "Children's Traffic Safety Education" and "Senior-Friendly Mobility" through inter-generational integration. The first tour will start on 5/26, with a total of 24 events across Taiwan.



Hotai Charity Dream-Builders

人才價值(Value)

Sustainably empowering youth, creating a continuous positive impact on society.

A total of 153 student teams signed up; 20 teams that passed the document review and interview will participate in the preliminary competition on 6/6.



Native Animal Protection

Partnering with the Endemic Species Research Institute and Taipei Zoo to protect the endangered leopard cat.

環境友善(Eco)

Will cooperate with the Leopard Cat Conservation Association to expand habitat conservation and volunteer activities.



Beach Cleaning

- April 26: Simultaneous beach cleanups across 16 locations in Taiwan, with 10,000 people joining hands for plastic reduction.
- Hotai Group expands its commitment and action toward marine conservation.



環境部環境管理署劉瑞祥副署長(左二)、桃園市王明鉅副市長(右二)、和泰集團黃南光董事長(左一)、台灣咾咕嶼協會張欣怡理事長(右一)



Q & A

***THANK
YOU***

