

HOTAI MOTOR CO., LTD.

2207TT

Agenda

- Company introduction
- Corporate operation highlight 2020
- Corporate operation highlight 2020
- Q&A

Company introduction

Establishing date: September 1947

**Chairman:
Mr. Huang Nan-Kuang**

**President:
Mr. Justin Su**

**Executive Vice President:
Mr. KAZUO NAGANUMA**

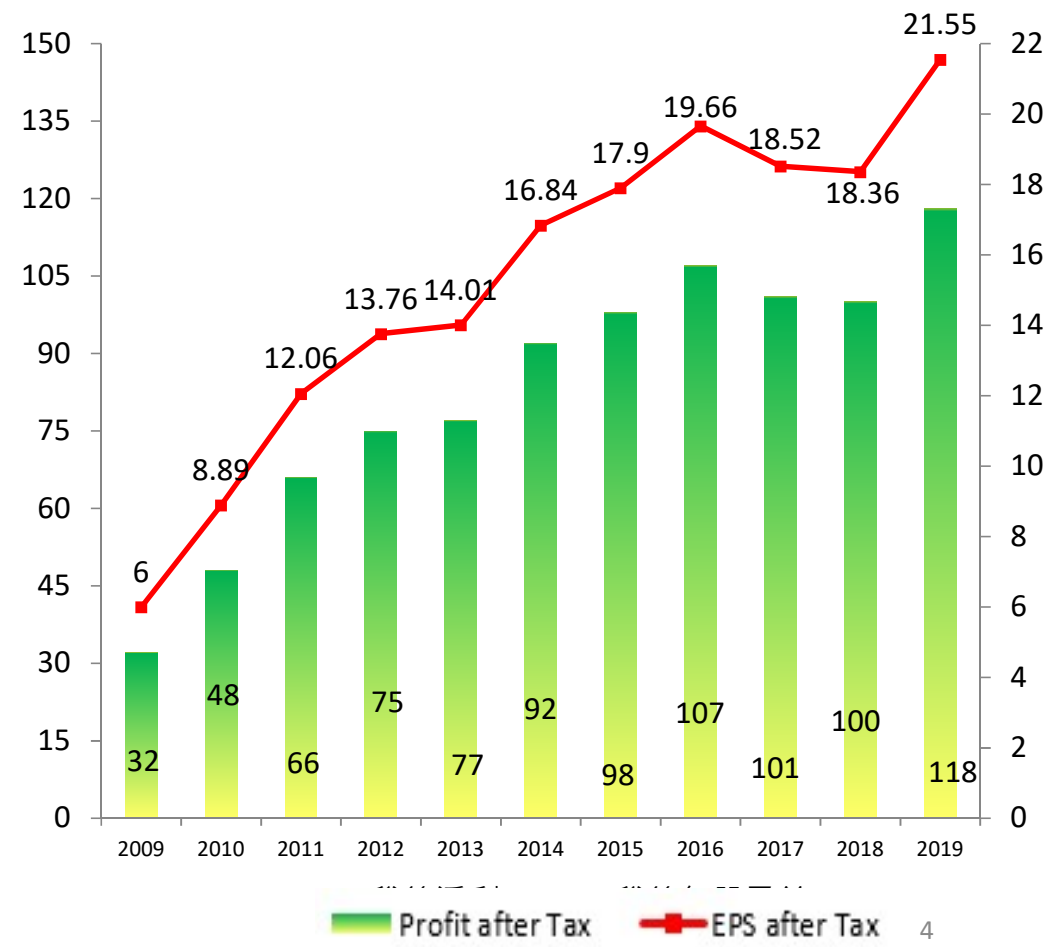
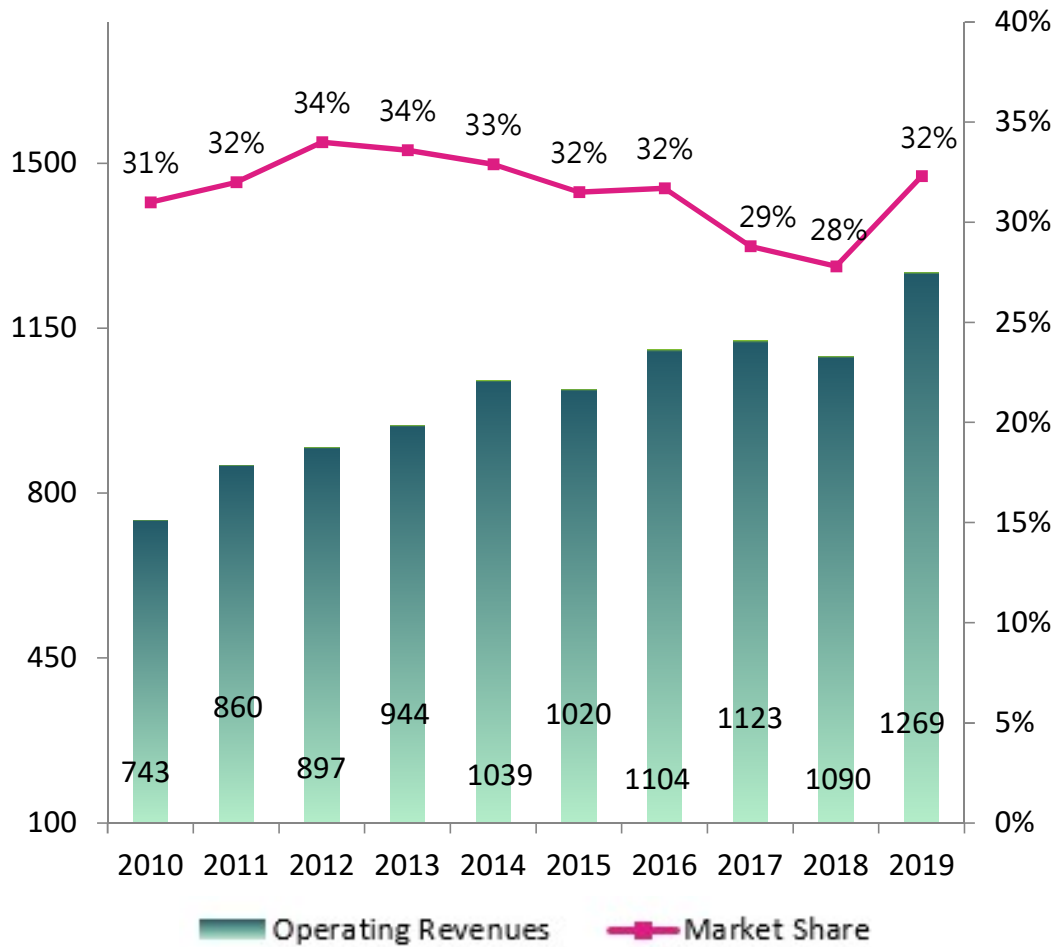
**Capital amount:
NT\$5.462 billion**

**Sales turnover:
NT\$126 billion (2019)**

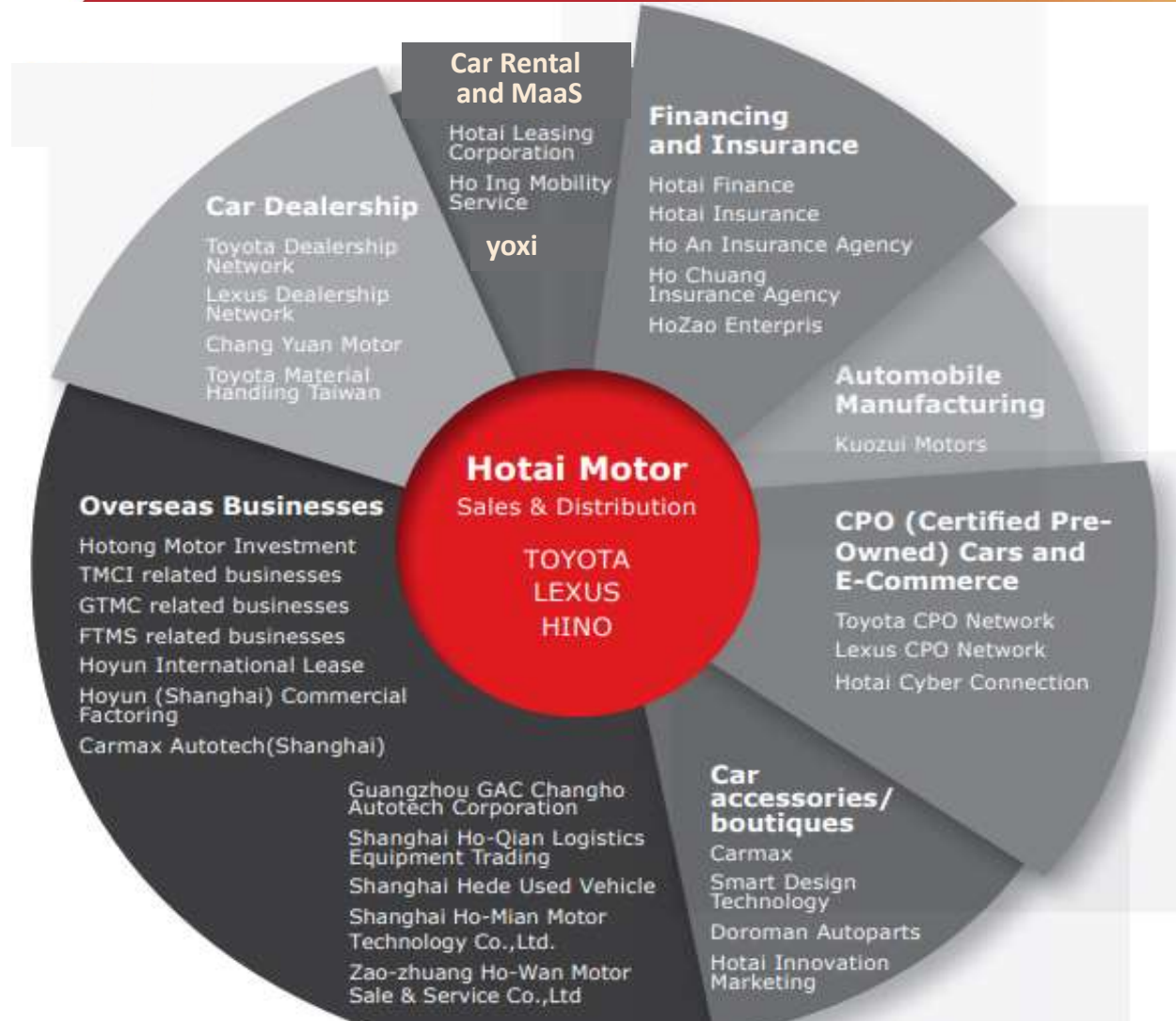
**Employees:
551 people (2019)**

Product brands: TOYOTA, LEXUS, HINO Trucks, TOYOTA Industrial Equipment





Affiliates



ITEM	9 MONTHS ENDED SEP. 30, 2020	%	9 MONTHS ENDED SEP. 30, 2019	%	YOY
Operating revenue	144,289,318	84.31%	128,770,715	84.29%	112.05%
Leasing income	9,864,275	5.76%	9,087,818	5.95%	108.54%
Interest income	7,266,544	4.25%	7,019,696	4.60%	103.52%
Others	9,712,937	5.68%	7,885,317	5.16%	123.18%
Total Income	<u>171,133,074</u>	<u>100.00%</u>	<u>152,763,546</u>	<u>100.00%</u>	<u>112.02%</u>
COGS	127,875,881	74.72%	113,969,223	74.60%	112.20%
Operating expenses	10,699,345	6.25%	10,737,251	7.03%	99.65%
Leasing cost	7,844,024	4.58%	7,171,671	4.69%	109.38%
Others	8,917,778	5.21%	7,852,410	5.14%	113.57%
Total Expense	<u>155,337,028</u>	<u>90.77%</u>	<u>139,730,555</u>	<u>91.47%</u>	<u>111.17%</u>
Profit before income tax	15,796,046	9.23%	13,032,991	8.53%	121.20%
Income tax expense	3,461,823	2.02%	2,816,144	1.84%	122.93%
Net profit	<u>12,334,223</u>	7.21%	<u>10,216,847</u>	6.69%	120.72%
Profit attributable to owners of parent	<u>10,329,350</u>	6.04%	<u>8,850,766</u>	5.79%	116.71%
EPS	<u>18.91</u>		<u>16.20</u>	6	<u>2.71</u>

Unit: NTD thousands

9 MONTHS ENDED SEP. 30, 2020

	Distributor of TOYOTA and HINO products Segments	Installment trading segments	Leasing segments	Other segments	Reconciliation and elimination	Total
Total segment revenue	106,663,741	7,130,152	17,169,515	58,812,248	(18,642,582)	171,133,074
Segment income*	12,206,887	2,357,686	1,128,445	7,711,424	(7,608,396)	15,796,046

9 MONTHS ENDED SEP. 30, 2019

	Distributor of TOYOTA and HINO products segments	Installment trading segments	Leasing segments	Other segments	Reconciliation and elimination	Total
Total segment revenue	94,522,764	6,420,926	15,389,203	51,926,632	(15,495,979)	152,763,546
Segment income*	10,366,708	2,148,512	880,788	6,584,683	(6,947,700)	13,032,991

*Segment income means pre-tax profit

Market trend review 2020



Negative factors

Weakening view on
global economy



Car sales
projection
(est.)

450,000

Positive factors

1. Multiple brands continue to launch new models
2. Spending risen in the post pandemic period



Sales target

Passenger car sales units
(est.)

148,000

TOYOTA **125,600 units**
(+1,600 units compared to the original target)

LEXUS **22,400 units**
(+400 units compared to the original target)

Market share
(est.)

32.9%

(TOYOTA+LEXUS)



Sales units target
(est.)

7,500

No.1 brand for

commercial vehicle sales



	Y2020 Nov.	YOY/ Difference	Y2020 Jan.~Nov.	YOY/ Difference
TOYOTA	13,331 units	118.8%	113,336 units	105.2%
LEXUS	2,133 units	83.4%	21,504 units	107.8%
TOTAL	15,464 units	112.2%	134,840 units	105.6%
Market Share	33.4%	-0.5%	32.7%	+0.3%

Corporate operation Highlight 2020

TOYOTA

LEXUS

HINO

Affiliate Business

CSR





Corporate operation highlight 2020

Various new models



ALPHARD Enhanced



ALTIS GR SPORT

Various new models



HILUX Remodel



COROLLA CROSS
Annual sales target (est)
4,000 units

Various new models



SIENNA
Annual sales target (est.)
700 units



Corporate operation highlight 2020

Various new products

New trend of luxury – all new flagship LM300h



19' Dec,
27th

Various new products/models

All new flagship roadster LC convertible



LC Convertible



IS



Corporate operation highlight 2020

Continue to strengthen product power

6-700 Series AMT



6-300 Series AT





Corporate operation highlight 2020

Complete Bus product Line-up

RM1A 360 BUS

E6 NS Bus



RM8J Bus



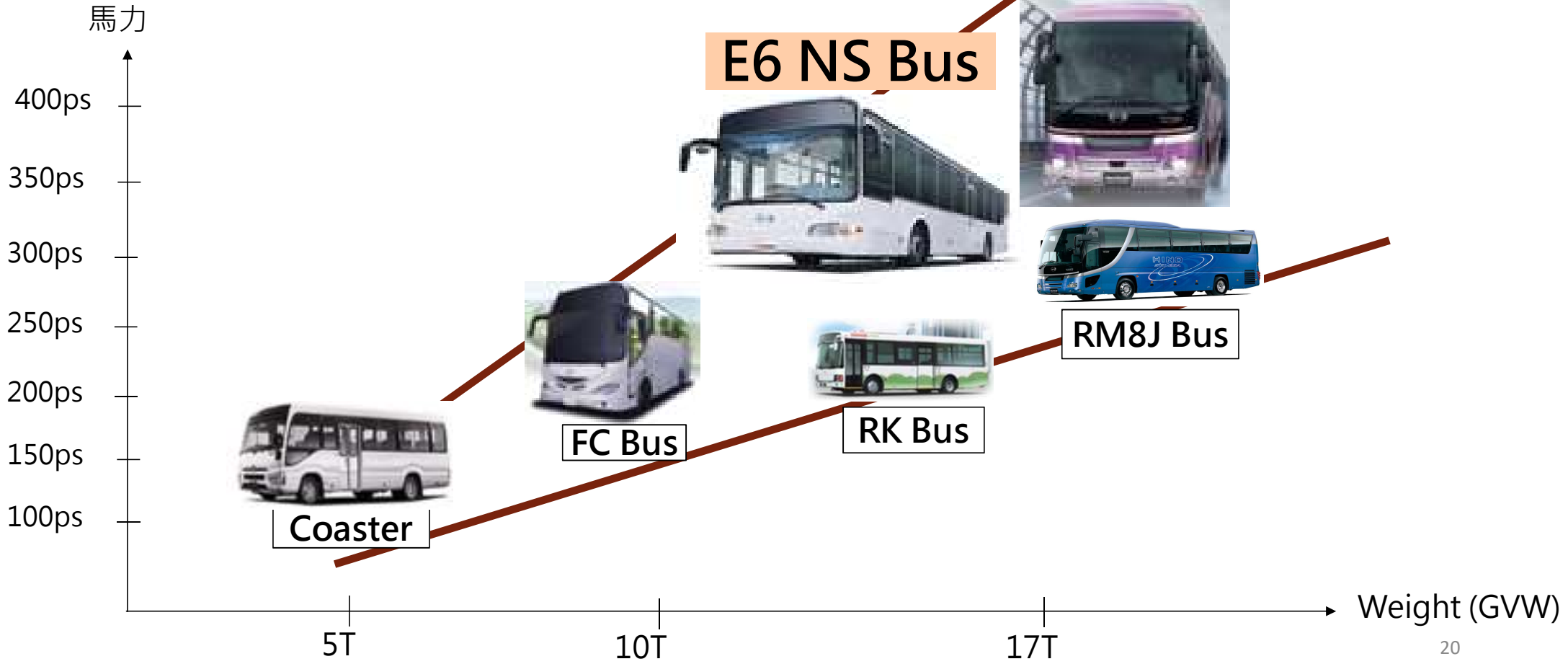
FC Bus



RK Bus



Coaster





Corporate operation highlight 2020 for affiliates

Expand telematics application to enhanced convenience and safety

- Telematics service enhanced · connect car-owner day to day life
- AI technology introduced · enhanced travelling safety



Accelerate global development

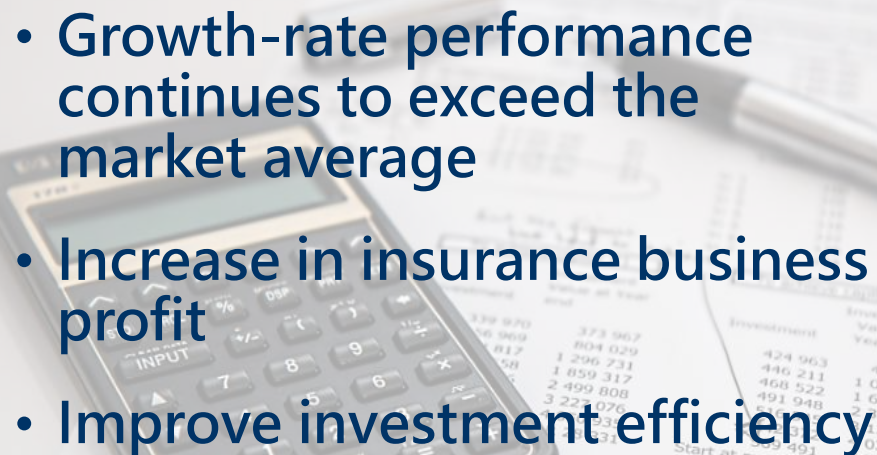
- Set overseas service location, complete customer services
- Eyeing global car market, aggressive expansion of sales




Hotai · Carmax & Garmin establish a new corporate

- Strengthen product line, integrate vehicle and peripheral electronic products
- Layout MaaS, responding to the new era of mobile services

Innovation for quantity and quality

- 
- Growth-rate performance continues to exceed the market average
 - Increase in insurance business profit
 - Improve investment efficiency

- 
- Talent Education:
 - Industry-University Cooperation,
 - Career Development Plan
 - Car insurance system renovation plan
 - In line with government's key development policies
 - Fair hospitality
 - IFRS accounting system
 - Information security and green energy
 - related insurance



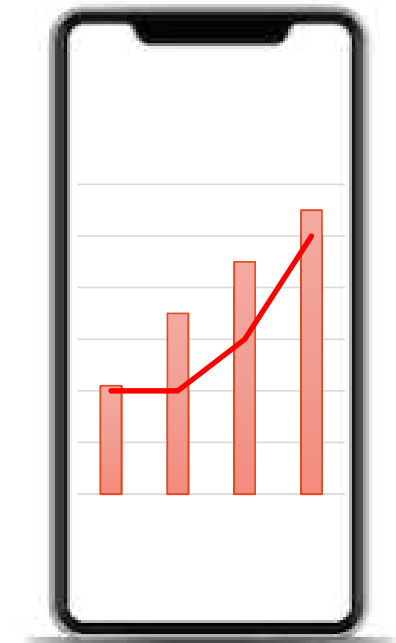
Actively expand commercial vehicles and motor for a multi-billion dollar market opportunity



Southbound business expansion evaluation



Digitization lead business growth



Add franchise system and expand the scale of auto-locomotive shared services for iRent

Launched various brands of used cars subscription leasing service



Drivers have better business environment

- Special offers for car price, loans, insurance and after sales service, etc.

Passengers have more comfortable experience

- Cars within 5 years
- Highest passenger transportation insurance
- Convenient experience for App





 TOYOTA
一車  一樹

一車  一樹

----- 讓愛啟動 -----

突破 **40萬** 棵樹

2017~2020

今後 也將秉持初心 持續守護台灣沿岸

Before

After

和泰汽車全國捐血月

邀您一起捐熱血、捐希望

National Blood Donation Month and the donation of bloodmobiles



讓愛啟動

公益競賽活動

第一屆
公益夢想家

CSR x USR 大專院校公益提案競賽
真實改變 由你啟動 報名徵件中!

Hotai CSR X USR Dreamer Contest



Traffic safety theatre

For the 15th consecutive year, a total of 1,409 plays were performed.



Donate crossing guard equipment

Donating for 10 years, accumulation of equipment donation reach 97,000 units

Deep "Road Safety" awareness and create more safe environment

Q&A