

**HOTAI MOTOR CO., LTD.**

**2207TT**

# Agenda

- Introduction
- 2020 Market & Sales Recap
- 2021 Operation Highlights
- 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**

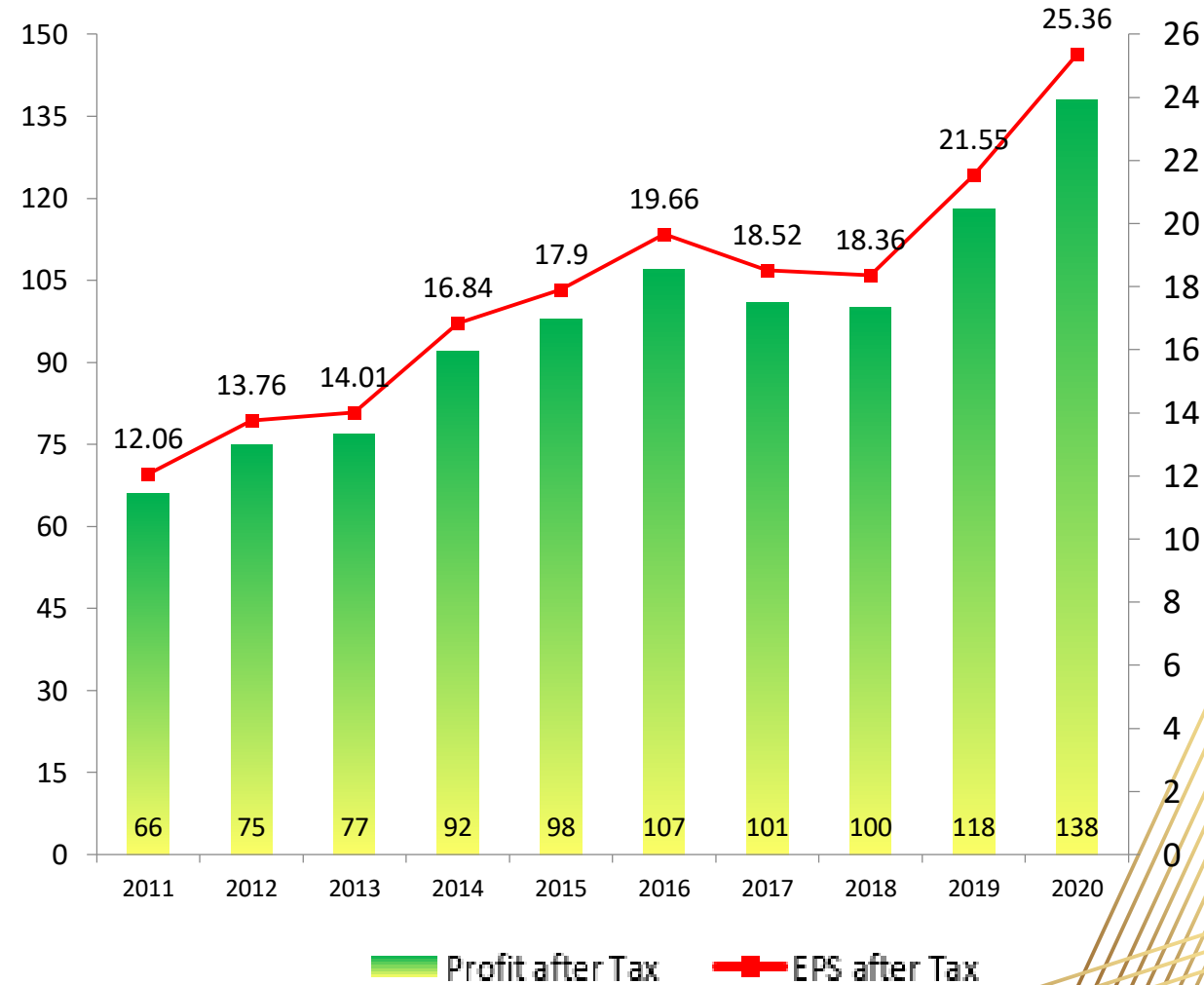
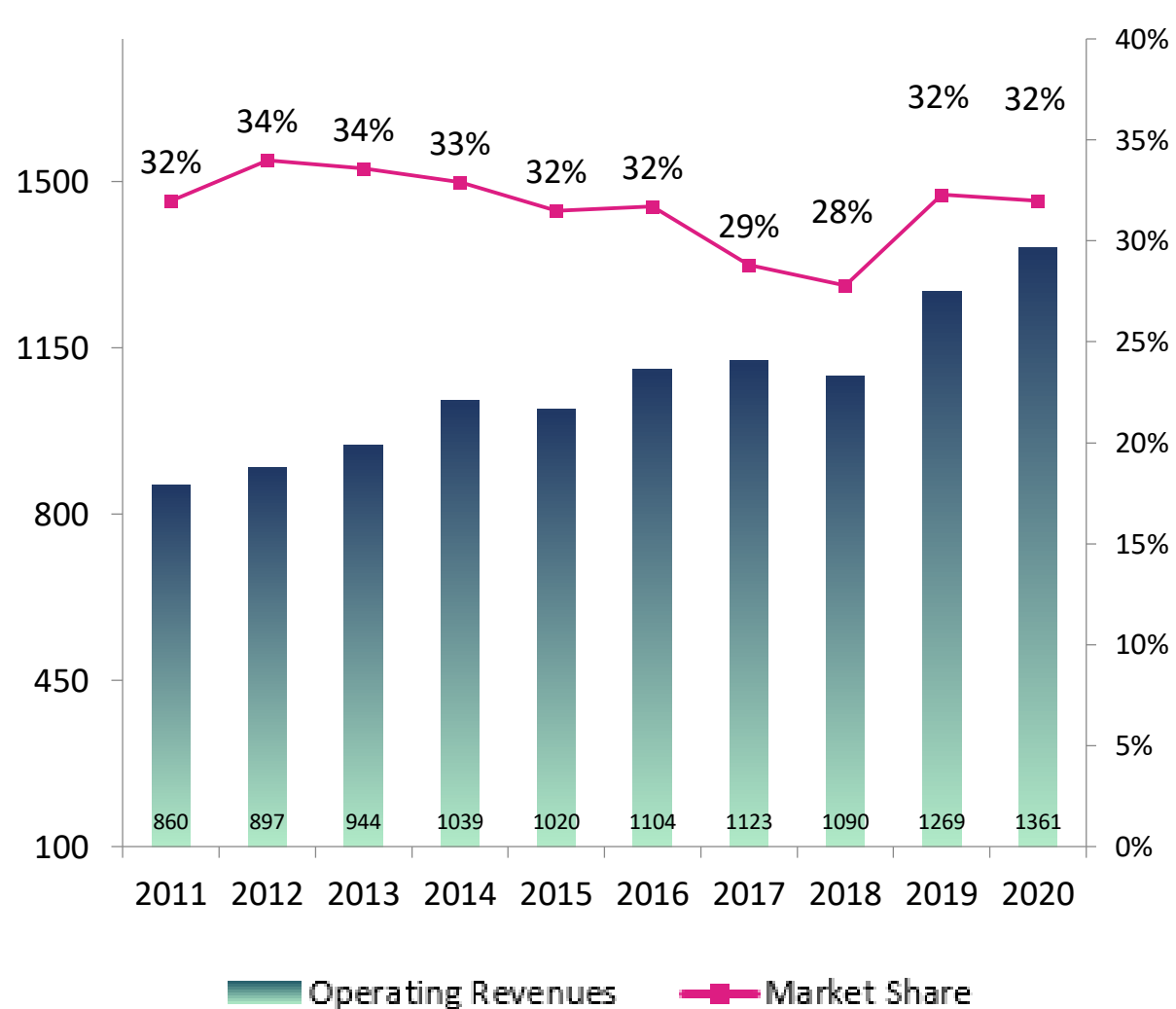
**Sales turnover:  
NT\$136 billion (2020)**

**Employees:  
553 people (2020)**

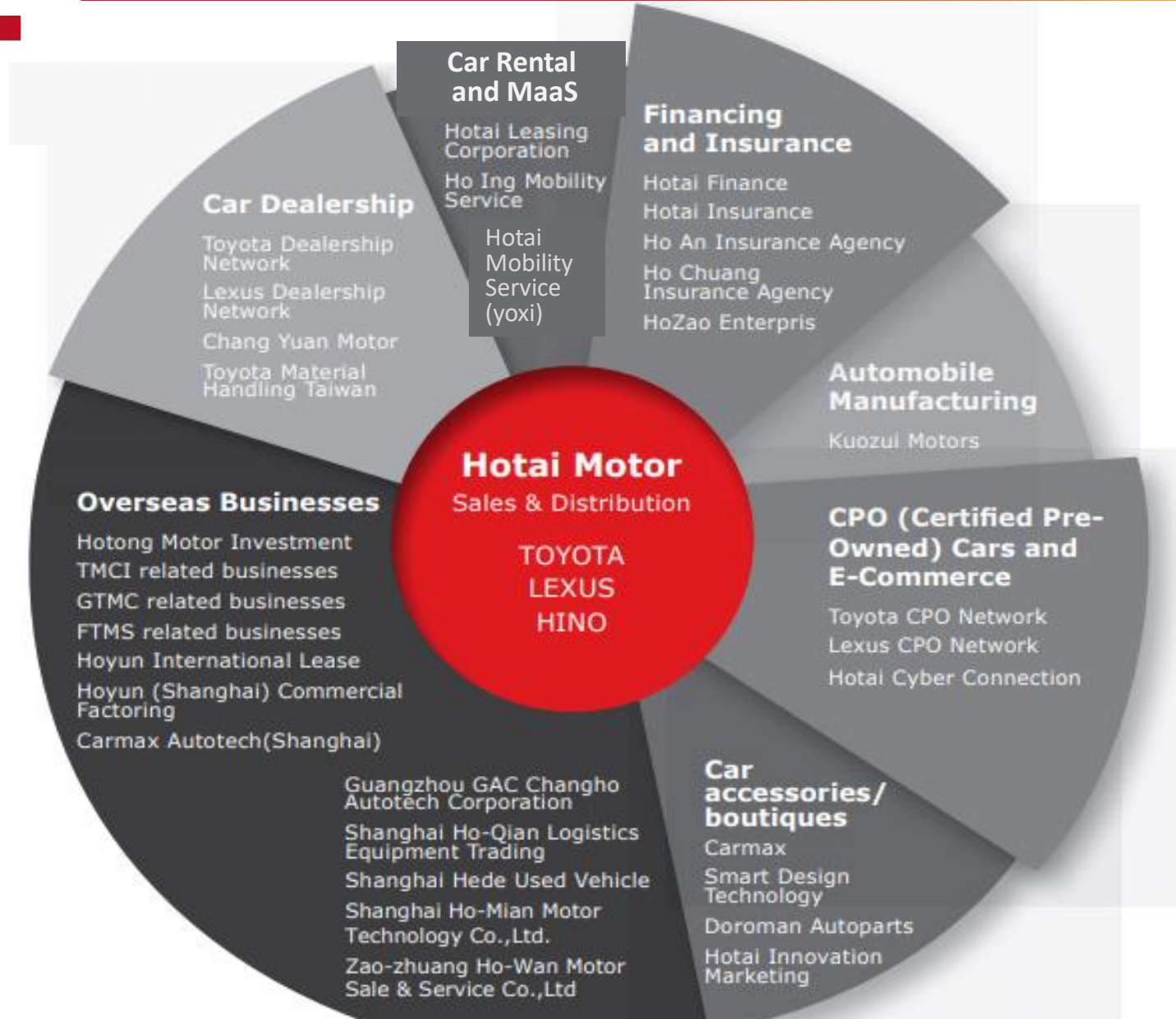
**Product brands: TOYOTA, LEXUS, HINO Trucks, TOYOTA Material Handling Taiwan**



# Operation and financial results



# Affiliates



# 2020Q1~Q4 Financial results

Unit: NTD thousands

ITEM	2020FY	%	2019FY	%	YOY
Operating revenue	194,849,141	84.05%	181,101,787	84.67%	107.59%
Leasing income	13,418,263	5.79%	12,292,084	5.75%	109.16%
Interest income	9,877,529	4.26%	9,377,005	4.38%	105.34%
Others	13,668,336	5.90%	11,109,077	5.19%	123.04%
<b>Total Income</b>	<b>231,813,269</b>	<b>100.00%</b>	<b>213,879,953</b>	<b>100.00%</b>	<b>108.38%</b>
COGS	173,159,886	74.70%	161,157,643	75.35%	107.45%
Operating expenses	14,328,508	6.18%	14,403,465	6.73%	99.48%
Leasing cost	10,934,202	4.72%	9,898,119	4.63%	110.47%
Others	12,265,788	5.29%	11,047,740	5.17%	111.03%
<b>Total Expense</b>	<b>210,688,384</b>	<b>90.89%</b>	<b>196,506,967</b>	<b>91.88%</b>	<b>107.22%</b>
<b>Profit before income tax</b>	<b>21,124,885</b>	<b>9.11%</b>	<b>17,372,986</b>	<b>8.12%</b>	<b>121.60%</b>
Income tax expense	4,589,675	1.98%	3,788,087	1.77%	121.16%
<b>Net profit</b>	<b>16,535,210</b>	<b>7.13%</b>	<b>13,584,899</b>	<b>6.35%</b>	<b>121.72%</b>
<b>Profit attributable to owners of parent</b>	<b>13,848,870</b>	<b>5.97%</b>	<b>11,768,815</b>	<b>5.50%</b>	<b>117.67%</b>
<b>EPS</b>	<b>25.36</b>		<b>21.55</b>		<b>3.81</b>

# Main subsidiaries profit and loss

Unit: NTD thousands

## Main subsidiaries profit

NAME	Hotai Finance	Hotai Leasing	Shanghai Ho-Yu BVI	Carmex	Hotai insurance
2020FY	2,579,402	788,011	1,096,583	952,290	500,701
2019FY	2,235,585	651,102	877,941	854,804	327,478
YOY	115%	121%	125%	111%	153%

# Segment profit or loss

2020FY							Unit: NTD thousands
	Distributor of TOYOTA and HINO products Segments	Installment trading segments	Leasing segments	Other segments	Reconciliation and elimination	Total	
Total segment revenue	144,154,942	9,800,528	22,587,612	82,351,327	(27,081,140)	231,813,269	
Segment income*	16,201,618	3,265,584	1,613,289	10,647,800	(10,603,406)	21,124,885	

2019FY						
	Distributor of TOYOTA and HINO products segments	Installment trading segments	Leasing segments	Other segments	Reconciliation and elimination	Total
Total segment revenue	133,839,641	8,721,699	20,175,454	74,536,357	(23,393,198)	213,879,953
Segment income*	13,737,315	2,823,044	1,080,679	8,866,396	(9,134,448)	17,372,986

\*Segment income means pre-tax profit



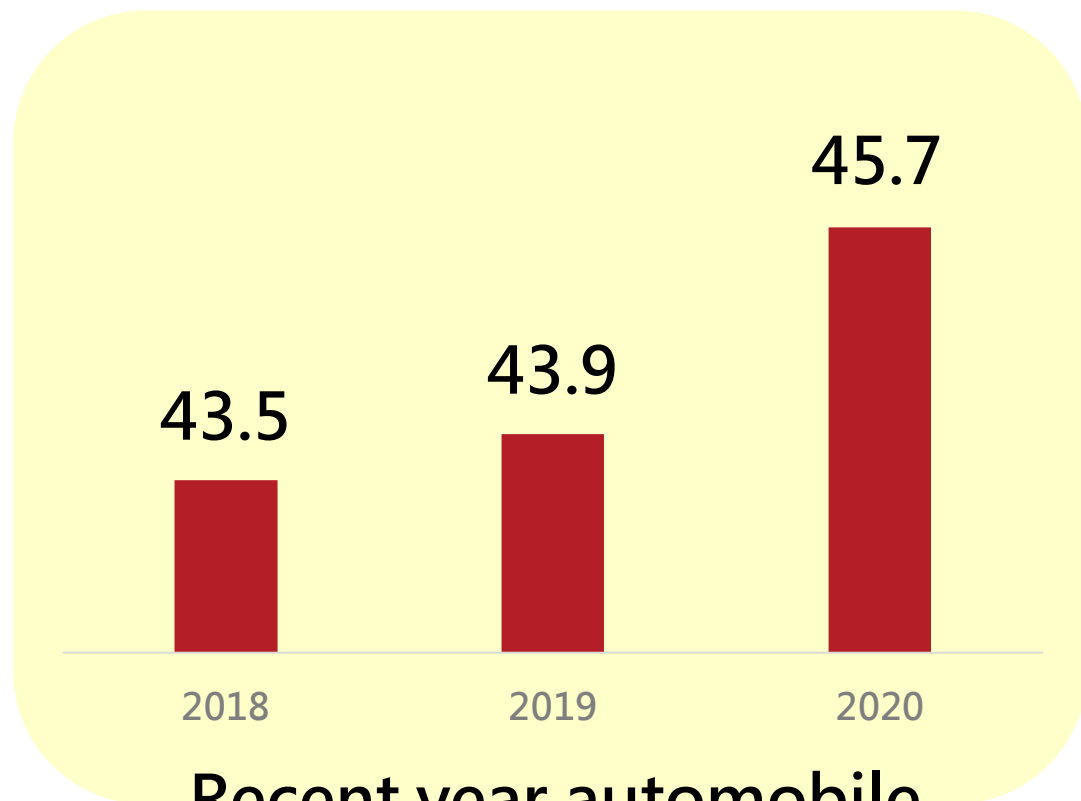
2020

# Market & Sales Recap

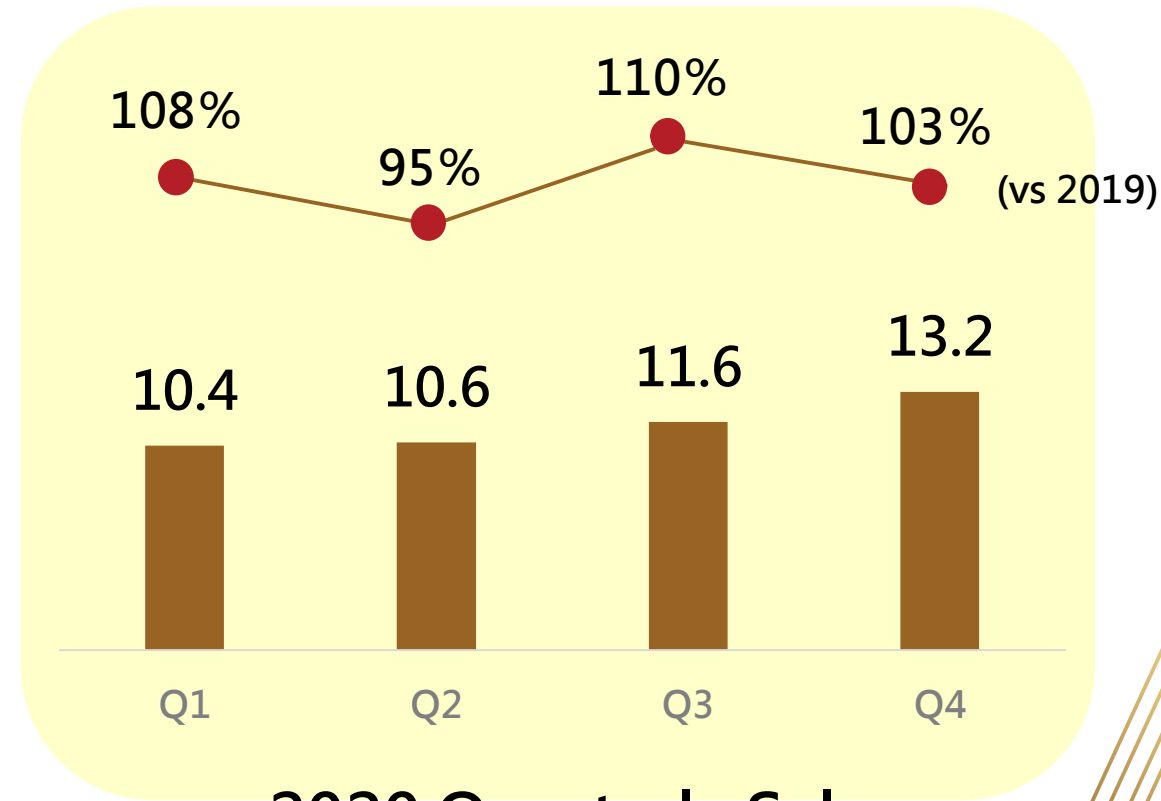


# 2020 Market & Sales Recap

2020 Total Sales of **457,000** vehicles, 104% of previous year  
2020 Quarterly automobile market growth remain strong till H2



Recent year automobile market sales (10 thousands)



2020 Quarterly Sales (10 thousands)

# 2020 Market & Sales Recap



Passenger car registered **14.6**  
(10,000 cars)

**3%** growth vs 2019

Market Share **32.0%**

**19** years of



**Best selling**  
**automobile brand in**  
**Taiwan**

# 2020 Market & Sales Recap



TOYOTA 123,516 cars

Market Share

**27.0%**

All Cars  
**Sales NO.1**



2020 31,870 cars

Passenger Cars  
**Sales NO.1**



2020 29,156 cars



SIENTA、YARIS、& Corolla Cross launched last October had achieved top 10 sales of passenger cars in 2020

# 2020 Market & Sales Recap



LEXUS **22,678** cars

Historic High

Luxury Cars single model  
**Sales NO.1**



2020 9,010 cars



LEXUS NX(No.1) 、 UX(No.4) 、 RX(No.7) 、 ES(No.8) achieved top 10 luxury cars sales

# 2020 Market Recap : Commercial Cars

Commercial Cars  
Market (>3.49 tonnage)

Registered **22,987** cars

**Hino 6,707** cars

Market Share **29.2%**

Total large car market  
Registered **13,230** cars  
(>6.5 tonnage)

Hino registered **3,721** cars  
(101% of 2019)



**11** consecutive year large car  
sales champion



700 series(>35Ton) sales 883cars · record high within 26 years

# 2020 Market Recap : Commercial Cars


Commercial cars  
registered **3,828** cars

Hiace & Granvia **957** cars

Market share **25%**

**No.1** 



 Hino commercial cars (>3.49 tons)+Hiace & Granvia  
Sold 7,963 cars, 3<sup>rd</sup> highest sales in history record

# 2021 Operation Highlights

- ◆ Market Trend Outlook
- ◆ TOYOTA small cars
- ◆ LEXUS small cars
- ◆ HINO commercial cars
- ◆ MaaS
- ◆ Affiliated Company





# 2021 Market Trend Outlook

1. Uncertainties amid global epidemic
2. Shortage of automotive chips affect supply stability
3. Continuation of replacement subsidy policy

Projection

**44**

**10,000 cars**



# 2021 Market Outlook- Sales Target

## Sales Target



**15.4** 10,000 cars

(TOYOTA **13.3** (10,000cars) + LEXUS **2.1** (10,000cars) )

**Achieve Historic Sales Record in Taiwan**

# 2021 Market Outlook- Sales Target

## Sales Target

Own Brand Commercial cars (Hiance & Granvia included)

**9,350** cars

Challenge record sales



# 2021 results for TOYOTA & LEXUS

	Y2021 March	YOY/ Difference	Y2021 Jan.~March	YOY/ Difference
TOYOTA	12,314 units	122.4%	35,487 units	117.9%
LEXUS	1,752 units	105.2%	6,233 units	114.1%
TOTAL	14,066 units	120.0%	41,720 units	117.4%
Market Share	32.5%	+1.0%	34.3%	+0.1%

# 2021 Operation Highlight-TOYOTA

## Luxury flagship cars continue to evolve



Camry Enhance(March 3rd)



Sienna major model change (March 24th)



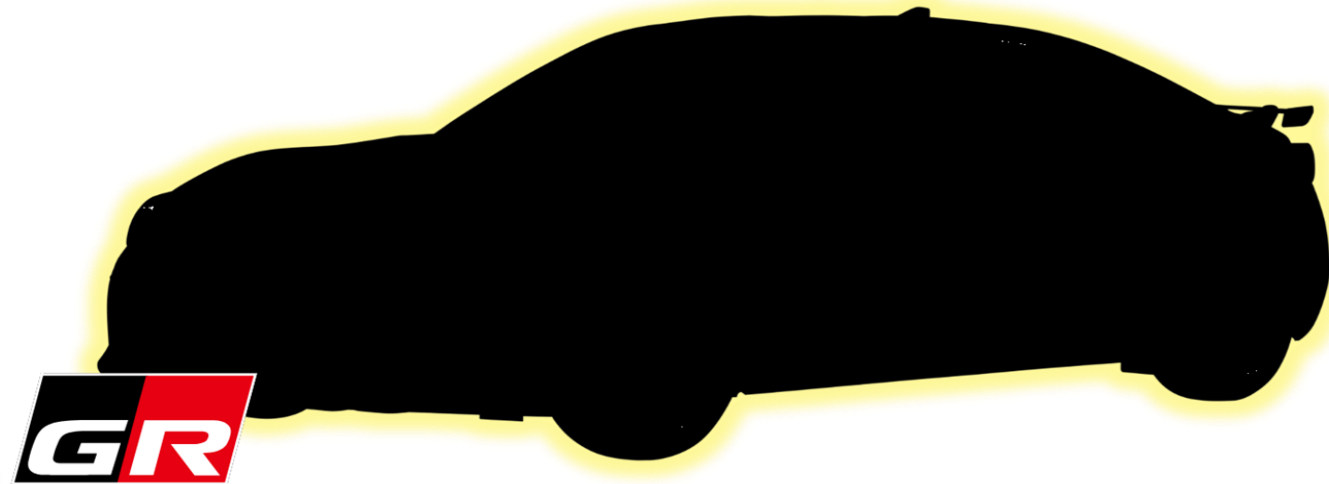
Since pre-order 11/24 · orders is around 800 with positive reviews

# 2021 Operation Highlight-TOYOTA

## GR lineup Expansion



GR Yaris all new limited offer (Q3)



GR 86 major facelift(Q4)

# 2021 Operation Highlight-TOYOTA

Taiwan's mini commercial car market is about 18,000 units, accounting for about 4% of the total market

## New addition



### All new TOYOTA mini commercial car-TOWN ACE(year end)



TOWN ACE comes with 1.5l gasoline engine with manual or automatic transmission

# 2021 Operation Highlight - TOYOTA

## Community convenient repair station

Good convenience, fast maintenance, and easy appointment



Introduced **14** repair stations

year 2021 **+20**

Total **34** repair stations



Since 2019, we launched community convenient repair station, providing original after-sales service such as "maintenance and repair" and "tire replacement" like a convenience store



# 2021 Operation Highlight -LEXUS

The perfect combination of luxury and introvert  
LS minor change (January)



The introduction of a touch screen to enhance convenience and a sense of technology in the cabin, and a traditional handcraft from Kyoto, Japan-Nishijin weaving, creates a style of luxury and introvert that can be compatible with each other

Black Whirlwind- flagship GT sports  
LC Limited Edition debut (January)



Equipped with an exclusive blackened exterior kit and 21-inch blackened aluminum ring; the interior adopts an exclusive two-color matching of exclusive luxury black/saddle brown, and a large area of Alcantara material to enhance the cockpit fighting atmosphere

# 2021 Operation Highlight-HINO

## Complete Mini-Commercial car Line-up

(March 16th)

HINO



200 series



ISUZU



No product



FUSO



3.3T

3.49T

5T

# 2021 Operation Highlight-HINO

Continue to strengthen product competitiveness

Large Vehicle phase 6  
+ Safety regulation introduction

500/700series all new facelift(sep)  
(10-17T) (>35T)



(schematic)

# 2021 Operation Highlight -MaaS

## *iRent*



## *yoxi*



It has two mobile brands, iRent, which is self-driving and yoxi, which comes with driver. It uses a shared platform to meet the diverse mobile needs of consumers.

# 2021 Operation Highlight – Hotai Finance

## Cross-strait asset & profits continue to grow

Secure medical equipment No.1  
Expand heavy vehicle market  
penetration



Expanding the leading position of No.1 in medical equipment, Strengthen the market share of new commercial vehicles and seize the market for used vehicles

Enhance 2 wheeler business  
Expand electric motorcycle  
cooperation



Open up the national locomotive channel to enhance brand visibility, and expand other electric motorcycle brands installment cooperation

Green energy policy  
Enforce ESG strategy



Strengthen the financing of the new energy industry and evaluate self-operated solar plant

# 2021 Operation Highlight – Hotai Insurance

## Quality/ Quantity Stability · Stable Operation

### Business

- Increase per capita production capacity
- Develop high-quality insurance products to increase operating efficiency
- Steadily increase investment efficiency
- Innovative and diversified customer service

### Management

- Deepen professional education and build a lean team
- Continuous system/process optimization
- Actively strive for social awards and enhance brand value
- Follow the government's key development policies
  - ◆ IFRS17 accounting system follows the government's introduction schedule
  - ◆ Launched micro insurance and agricultural insurance
  - ◆ Implement the "Principle of Fair Hospitality"

# 2021 Operation Highlight-Hotai Leasing



Develop corporate long-term leases and lease-derived services for various brands of vehicles

Promote subscription-based online leasing and open up the personal leasing market

Expand the value chain of used car service and become the market's number one used car e-commerce platform

Integrate auctions, car dealers/warranty alliances, and abc.com platform, structure the service content from C2B, B2B, B2C and even C2C, and provide consumers with a complete value chain of pre-sales and after-sales services for used cars

# 2021 Operation Highlight-Howing Mobility

APP and system functions continue to be upgraded

Strengthen membership management and service integration

Develop long term competitive advantage

The image displays four service highlights in a row, each in a red-bordered box with a white background. The background of the entire row is a stylized cityscape illustration.

- 門市租車**: Illustration of a car rental store with a red roof and a location pin icon. Text below: 全台據點 完整車隊.
- 專車接送**: Illustration of a black sedan with a driver and a passenger. Text below: 尊榮車隊 專業司機.
- iRent共享汽機車**: Illustration of a white car and a white scooter with a circular arrow icon and '24hr' text. Text below: 24hr隨租隨還 App快速取車.
- 停車場**: Illustration of a parking garage with a car and a license plate recognition icon. Text below: 車牌辨識 智慧停車.



# 2021 Operation Highlight-Carmex

**Total Solution**  
**Provider evolution**





**Internet of cars**  
**members exceed**  
**10,000**



**Focus on global car accessories**  
**market**  
**Actively develop new**  
**customers**

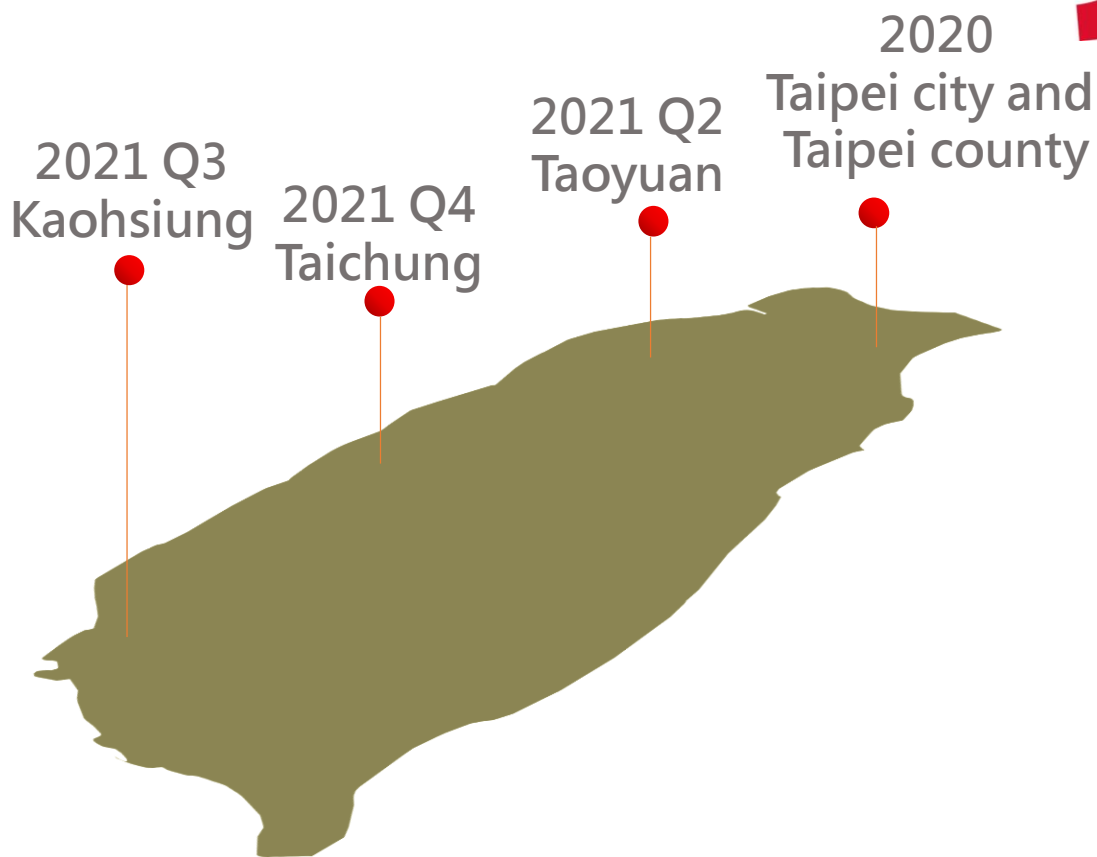


 Continue to devote itself to providing a full range of automotive product development solutions, and actively plan more software and service-related products

 The cumulative number of members exceeds 80,000, and more customer-centric services will be launched in the future

 Establish a Dubai office in 2020 to strengthen local customer service and business promotion in the Middle East market, consolidate existing markets and explore business opportunities in new markets

# 2021 Operation Highlight-Hotai Cyber contection/hotai mobility service



Expand service area



Introduce diversified /car services

# 2021 CSR



一車一樹  
—— 讓愛啟動 ——

記憶中美麗海岸帶給我們的感動


希望下一代也能親身體驗

現在，只要入主TOYOTA新車

和泰汽車與TOYOTA經銷商就為您在台灣沿海種下一棵樹

減碳抗暖化、守護海岸線，呵護您我的幸福家園

Planted  
over 450,000 trees

主辦單位： 和泰汽車、TOYOTA經銷商

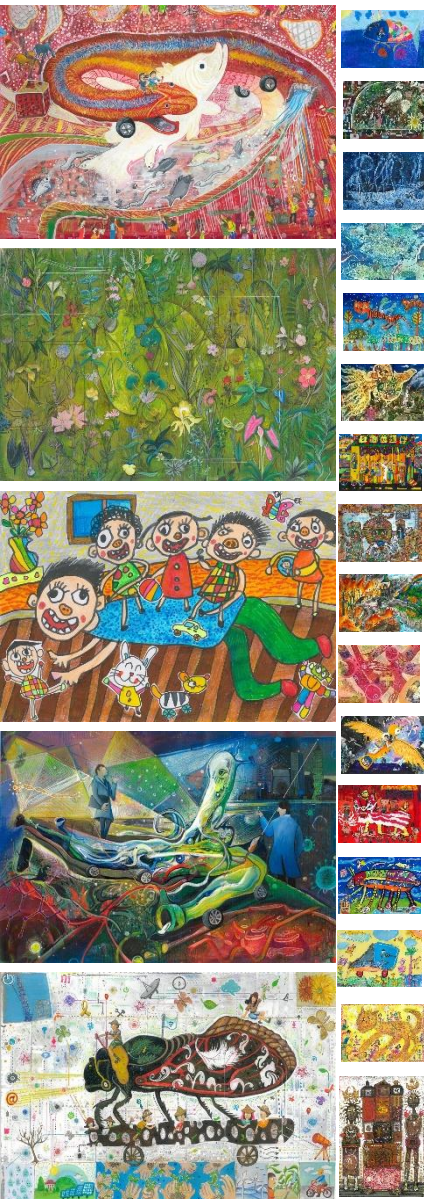
指導單位：行政院農業委員會林務局

合作單位：慈心有機農業發展基金會



現在總共種了 456762 棵樹 減少二氧化碳 9105642 KG





2021  
TOYOTA

全球夢想車  
創意繪畫大賽

Dream it  
Draw it!



# Corporate operation highlight 2021 for CSR

## Toys sharing



Expansion to elder and disable people

## Beach cleaup



Plan of 10 thousand people in Taiwan for beach cleaup

# Corporate operation highlight 2021 for CSR

## Hotai CSR X USR Dreamer Contest

Nearly 600 groups of youth teams have signed up



Join hands with young people to participate in public welfare activities.  
Introduction of industry professional selection and sponsorship mechanism to build public welfare seed think tank for the future.

# Corporate operation highlight 2021 for CSR

## Donation of bloodmobiles



the donation of 12<sup>th</sup> bloodmobiles in 2021 and one day blood donation campaign by Hotai group

## Donation of traffic guard equipment



Plan for third round traffic guard equipment donation and accumulated over 100 thousands equipment donation



# Q&A