

HOTAI MOTOR CO., LTD.

2207TT

Agenda

- Company introduction
- 2021Q1 Financial result
- 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**

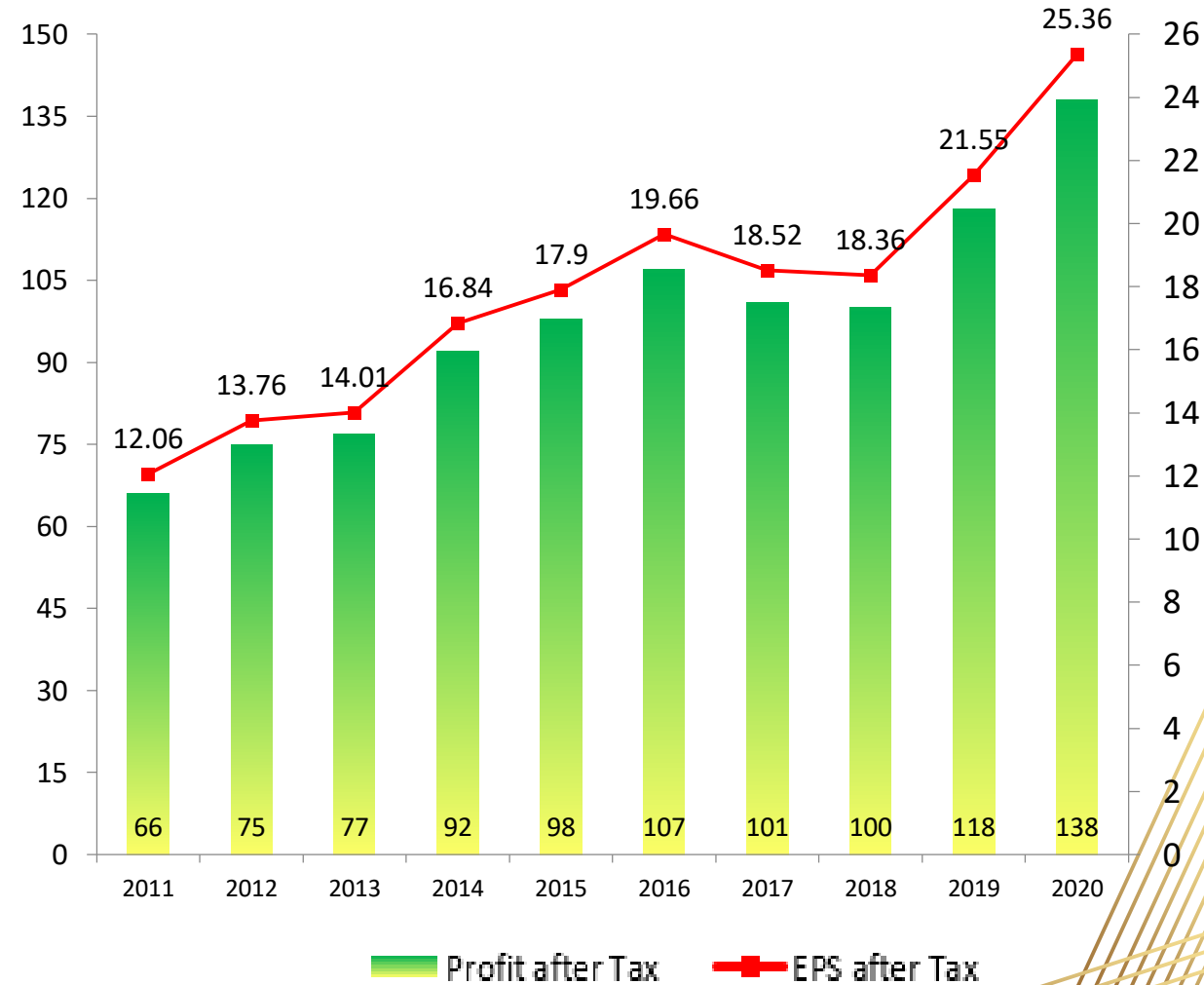
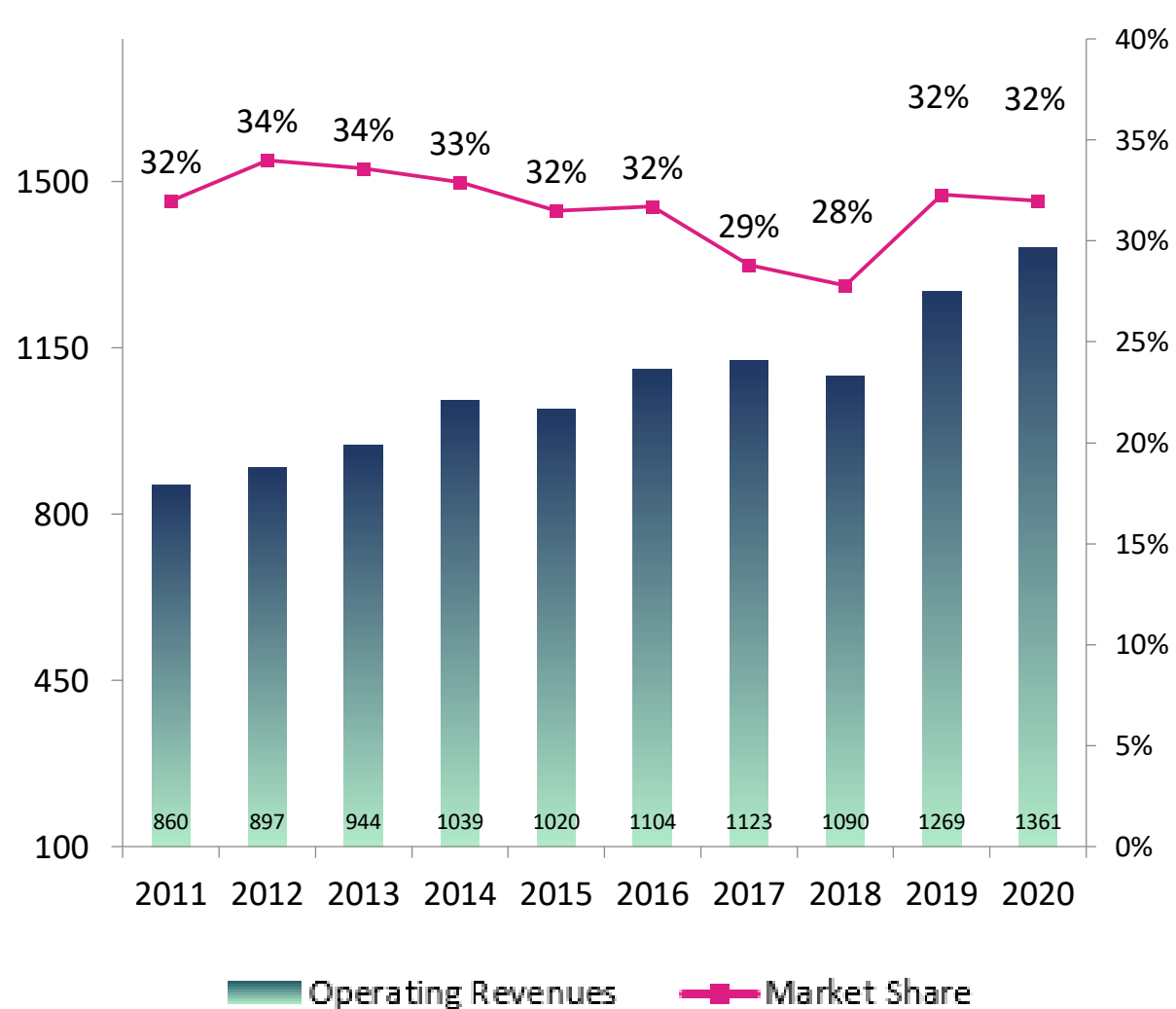
**Sales turnover:
NT\$136 billion (2020)**

**Employees:
553 people (2020)**

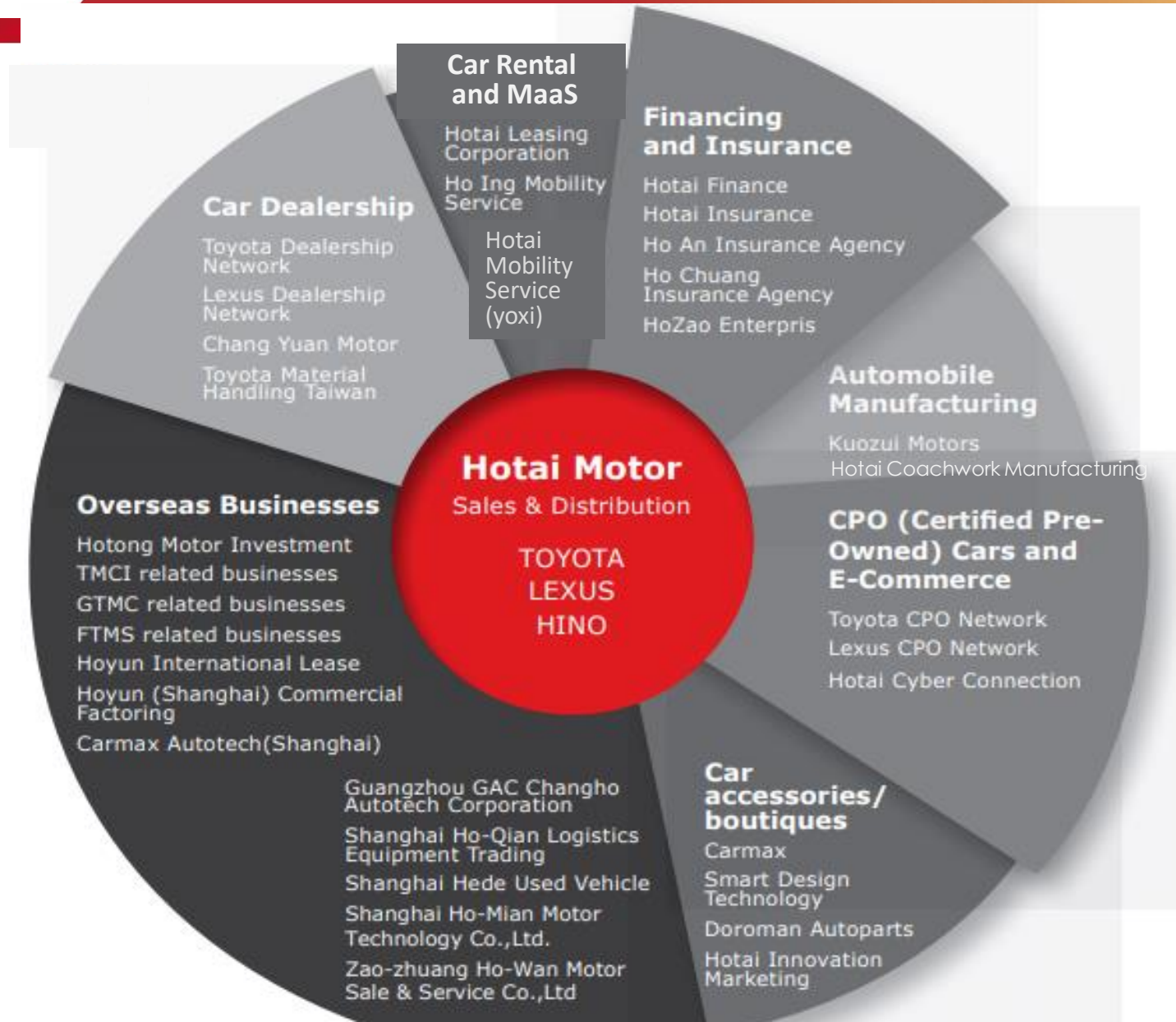
Product brands: TOYOTA, LEXUS, HINO Trucks, TOYOTA Material Handling Taiwan



Operation and financial results



Affiliates



2021Q1 Financial results

Unit: NTD thousands

ITEM	2021Q1	%	2020Q1	%	YOY
Operating revenue	56,095,336	83.94%	48,750,154	85.37%	115.07%
Leasing income	3,675,532	5.50%	3,223,271	5.64%	114.03%
Interest income	2,856,871	4.28%	2,409,719	4.22%	118.56%
Others	4,197,846	6.28%	2,722,996	4.77%	154.16%
Total Income	66,825,585	100.00%	57,106,140	100.00%	117.02%
COGS	49,313,308	73.79%	43,274,925	75.78%	113.95%
Operating expenses	3,642,685	5.45%	3,287,901	5.76%	110.79%
Leasing cost	2,984,416	4.47%	2,603,759	4.56%	114.62%
Others	3,556,136	5.32%	2,761,122	4.84%	128.79%
Total Expense	59,496,545	89.03%	51,927,707	90.93%	114.58%
Profit before income tax	7,329,040	10.97%	5,178,433	9.07%	141.53%
Income tax expense	1,504,838	2.25%	1,101,018	1.93%	136.68%
Net profit	5,824,202	8.72%	4,077,415	7.14%	142.84%
Profit attributable to owners of parent	5,003,846	7.49%	3,466,923	6.07%	144.33%
EPS	9.16		6.35		2.81

Main subsidiaries profit and loss

Unit: NTD thousands

Main subsidiaries profit

NAME	Hotai Finance	Hotong Motor	Hotai Development	Hotai insurance	Hotai Leasing	Carmax
2021Q1	764,210	441,275	336,262	252,873	238,407	271,124
2020Q1	612,277	194,629	158,321	49,399	207,488	239,942
YOY	125%	227%	212%	512%	115%	113%

2021 Operation Highlights

- ◆ Market Trend Outlook
- ◆ TOYOTA passenger cars
- ◆ LEXUS passenger cars
- ◆ HINO commercial cars
- ◆ TOYOTA strategy in response to Carbon Neutrality
- ◆ 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

Commercial cars (Hiance & Granvia included)

9,350 cars

Challenge record sales



2021 results for TOYOTA & LEXUS

	Y2021 April	YOY/ Difference	Y2021 Jan.~April	YOY/ Difference
TOYOTA	10,911 units	124.2%	46,362 units	119.3%
LEXUS	1,702units	108.0%	7,935units	112.7%
TOTAL	12,613 units	121.7%	54,297 units	118.3%
Market Share	33.3%	-0.3%	34.0%	-

2021 Operation Highlight-TOYOTA

Luxury flagship cars continue to evolve



Camry Enhance(March 3rd)

💡 Since launch, orders reaches 2,000



Sienna major model change (March 24th)

💡 Since pre-order 2020/11/24 · orders is around 850 with positive reviews

2021 Operation Highlight-TOYOTA

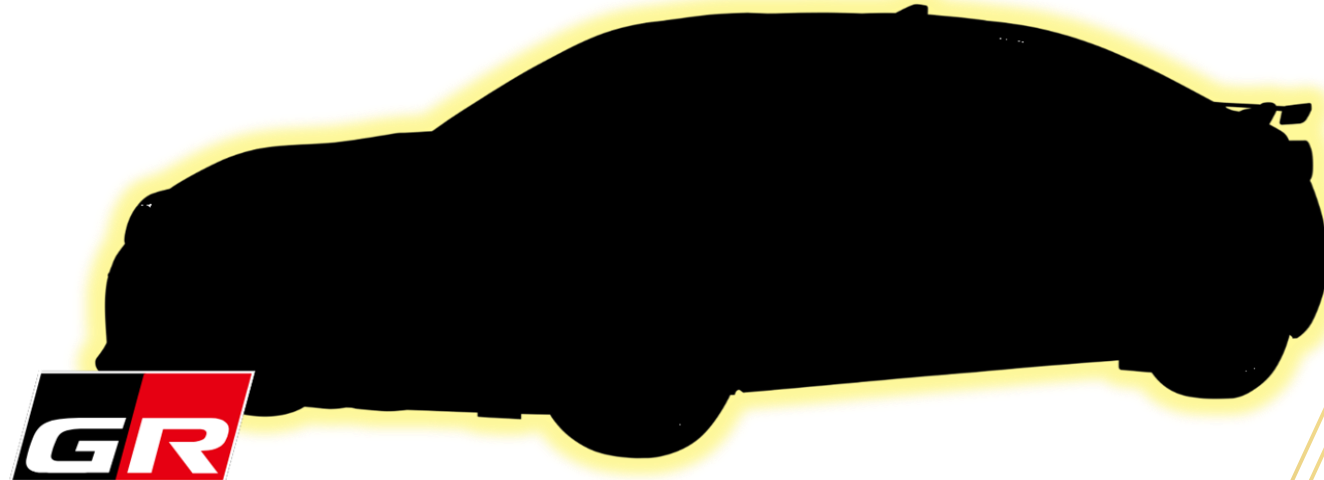
GR lineup Expansion



GR Yaris all new limited offer (Q3)



First limited pre-order which is 30 units, and orders is around 400



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

until June 2021 **+4**

2021 target is **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

(Launched on Jan 19th)



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

(Launched on Jan 28th)



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



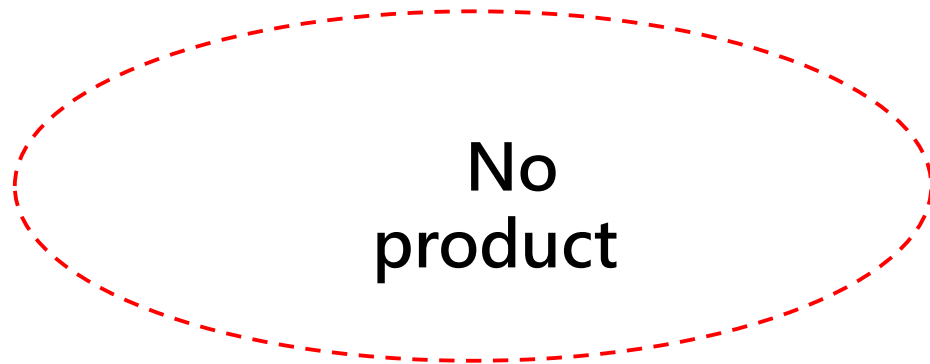
200 series



ISUZU



FUSO



No product

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-TOYOTA strategy in response to Carbon Neutrality

- 1 Power generation mainly comes from thermal power plant in Taiwan
2. LCA perspective: Carbon emission of vehicle should consider Life Cycle



【LCA, Life Cycle Assessment】
Overall CO2 emission of LCA from vehicle manufacture, use and recycling

Except for battery electric vehicle (BEV) · considering

- Price affordability
- EV charging station density
- anxiety of going out of fuel (charging convenience during driving)

Currently,
Hybrid electric vehicle (HEV)
Plug-in hybrid electric vehicle (PHEV)
are most practical vehicles in use

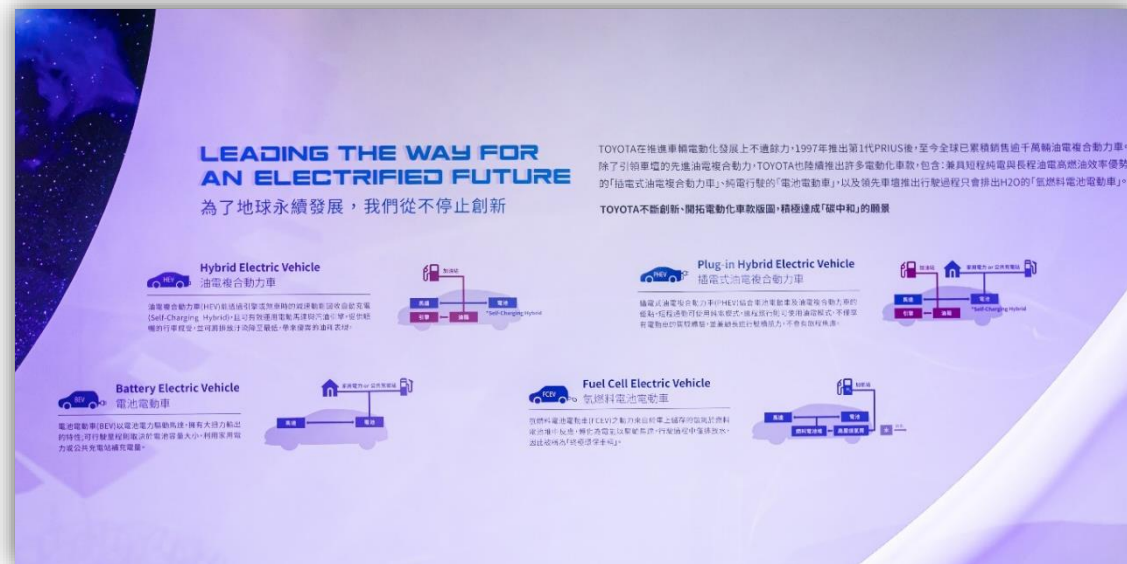
2021 Operation Highlight-TOYOTA strategy in response to Carbon Neutrality

TOYOTA Brand Store



- To promote LCA/Carbon Neutral vision
- To communicate with the public to understand TOYOTA future EV strategy

TOYOTA EV MAP



- TOYOTA is committed to provide a full range of vehicle options (BEV、HEV、PHEV、FCEV) to help achieve the global carbon neutrality plan and sustainability of

2021 Operation Highlight-TOYOTA strategy in response to Carbon Neutrality

TOYOTA & LEXUS possess complete electrified vehicle models

1. At present, T&L has accumulated sales of more than 17 million electrified vehicles worldwide, and will continue to launch new models in the future



- Introduced the first generation PRIUS(HEV) in 1997
- In 2005, Lexus launched the world's first luxury electric vehicle, RX400h



- Introduced PRIUS (PHEV) in 2012
- Lexus will launch the first PHEV in 2021



- In 2014, leading the auto industry to launch the first generation TOYOTA Mirai hydrogen fuel cell electric vehicle



- Launched the original RAV4 BEV in 1997
- Lexus will launch the first BEV in 2021
- Announced the debut of its bZ electric car brand in 2021
- T&L will launch 15 BEVs in 2025

2. Hotai will continue to introduce suitable electrified vehicle models, and the proportion of electrified vehicle sales in 2025 will increase from the current **25%** to **40%**

2021 Operation Highlight -MaaS

iRent

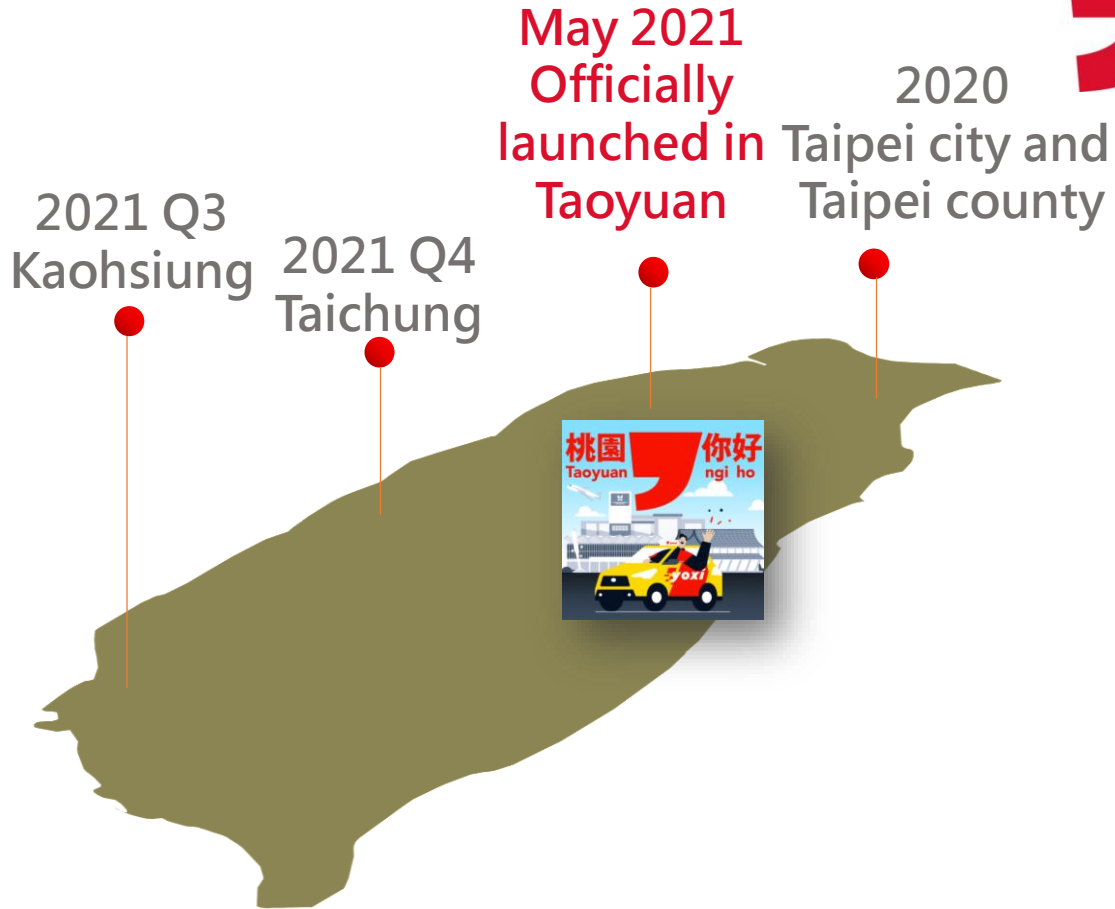


yoxi



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 Cyber contection/hotai mobility service



Expand service area



Introduce diversified /car services

2021 Operation Highlight-Ho Ing Mobility

APP and system functions continue to be upgraded Strengthen membership management and service integration

Connect the smart city transportation network to meet the mobile needs of the people

The image displays four service cards for iRent, each with an icon and descriptive text:

- 門市租車**: 全台據點 完整車隊 (All branches, complete fleet)
- 專車接送**: 尊榮車隊 專業司機 (Honorary fleet, professional drivers)
- iRent共享汽機車**: 24hr隨租隨還 App快速取車 (24hr rental/return, app quick pickup)
- 停車場**: 車牌辨識 智慧停車 (License plate recognition, smart parking)

iRent 唯一提供汽車+機車服務

汽車加價購方案	機車加價購方案
600分鐘 / 1,400元 平假日皆可使用 全台路邊租還、同站租還	200分鐘 / 259元 平假日皆可使用
30 DAY	30 DAY

From 5/13, 1280 regular tickets can be purchased with iRent monthly rental plans for cars and locomotives

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 – 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-Carmax

**Total Solution
Provider evolution**





**Internet of cars
members target
exceed 100,000**



**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 reach 90,000, 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 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"

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

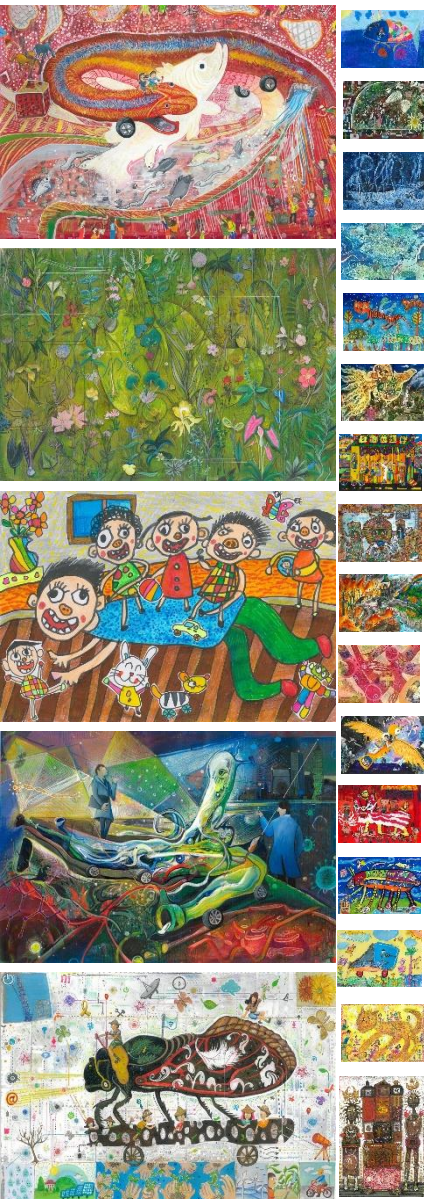
指導單位：行政院農業委員會林務局

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

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 12th 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