

HOTAI MOTOR CO., LTD

2207TT



和泰集團

和泰汽車

# Agenda

- ◆ Company introduction
- ◆ 2023 Q1 Financial result
- ◆ 2023 Operation Highlight
- ◆ Q&A



和泰集團

和泰汽車



和泰集團

和泰汽車

# Company introduction

# Company introduction

Establishing date: September 1947

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

**President:**  
Mr. Justin Su

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

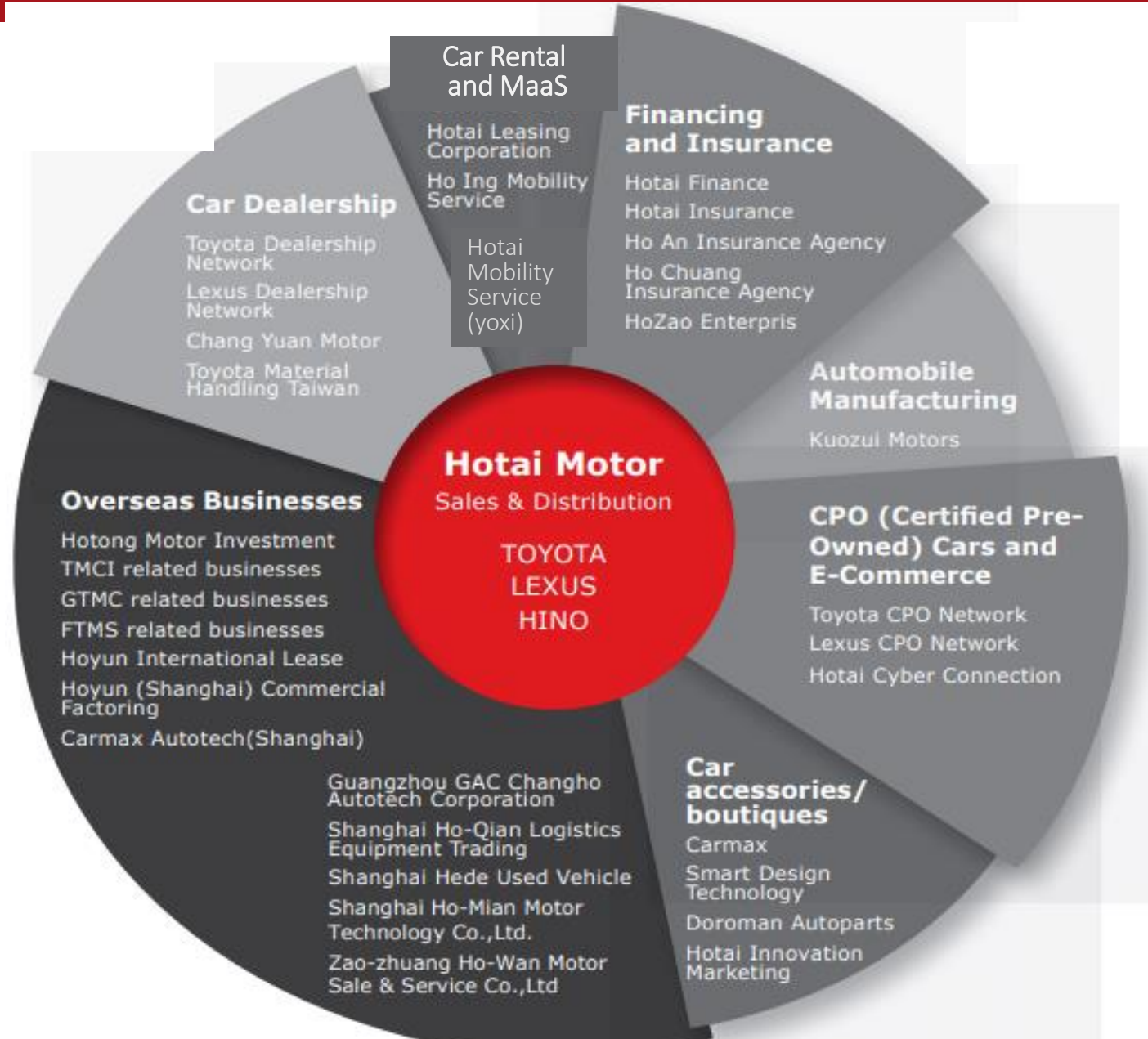
**Capital amount:**  
NT\$5.462 billion

**Sales turnover:**  
130.4billion ( 2022)

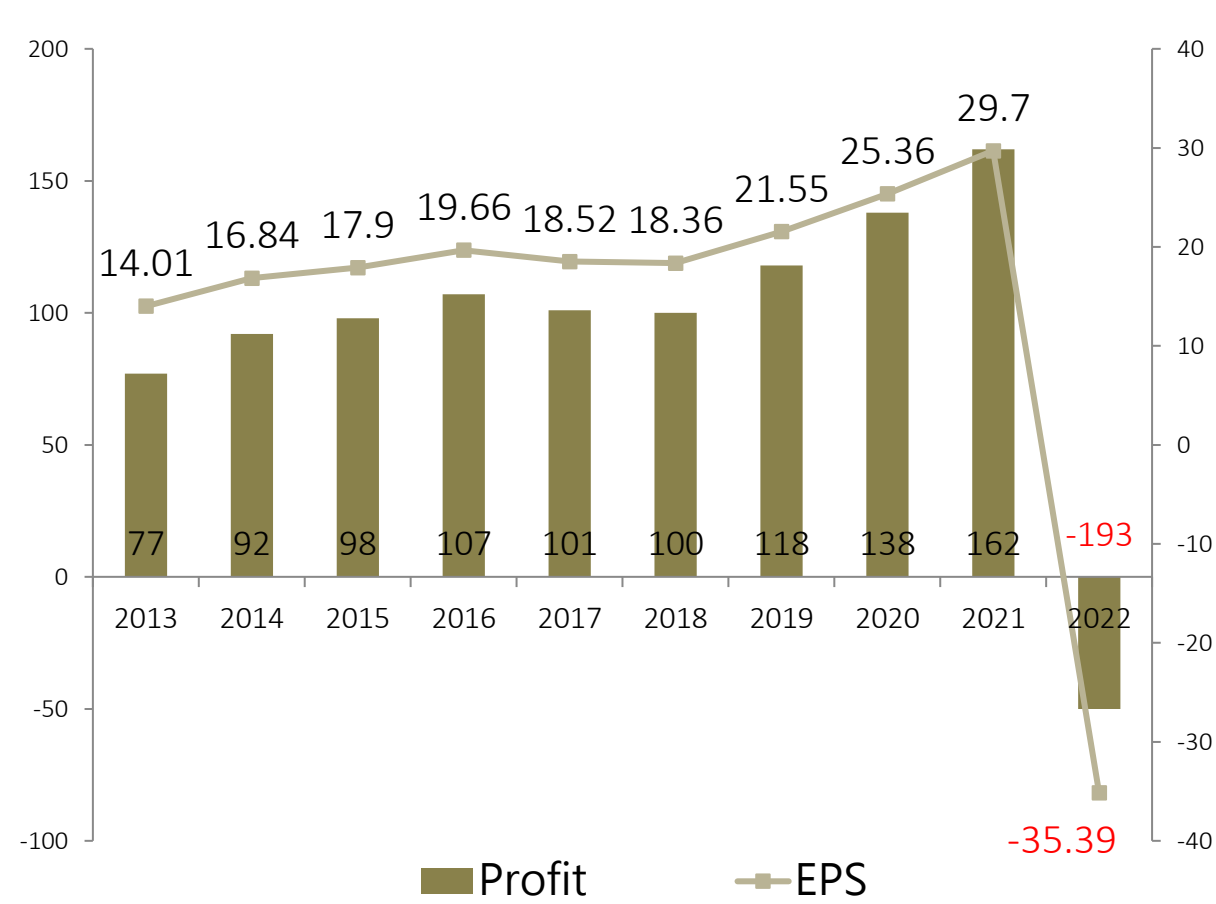
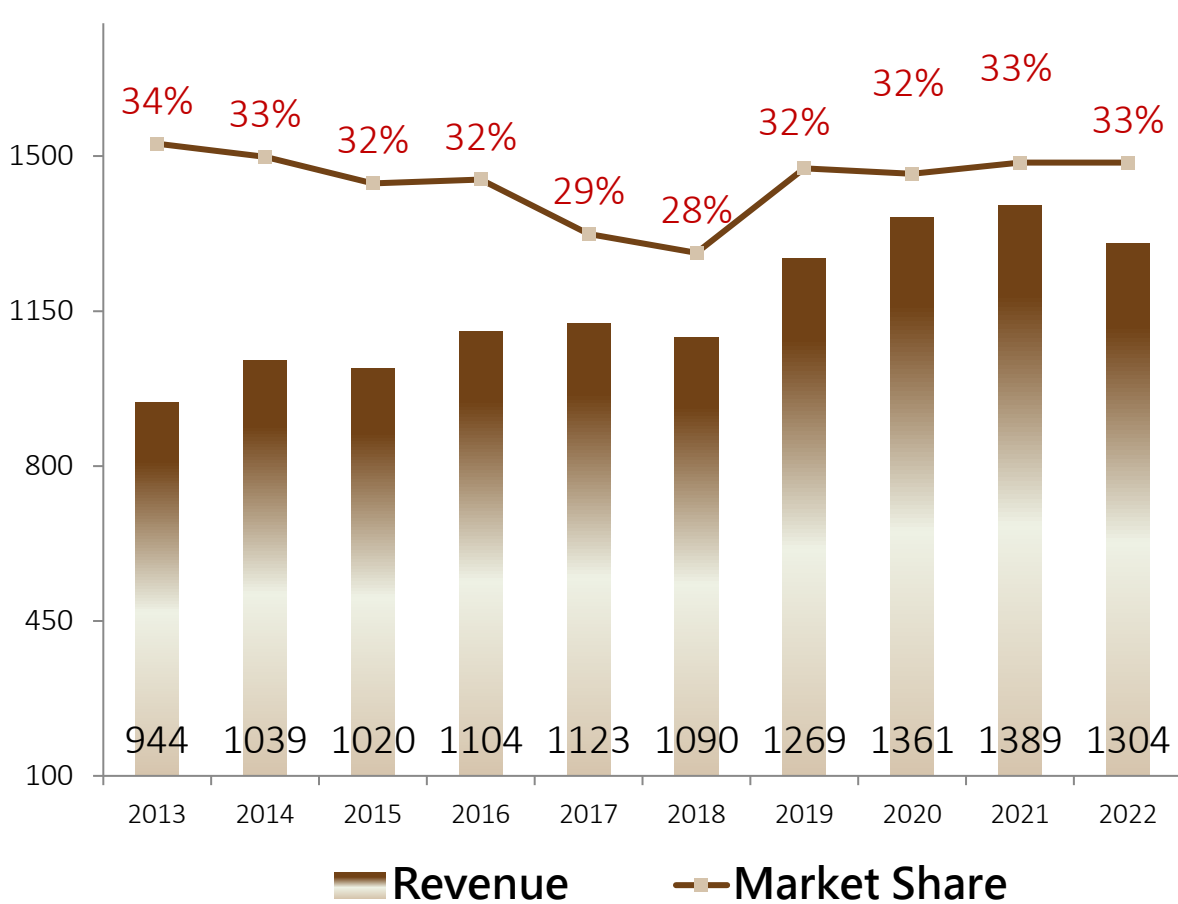
**Employees: :**  
563 people ( 2022 )

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

# Affiliates



# Operation and financial results





和泰集團

和泰汽車

# 2023 Q1 Financial result

# 2023 Q1 Financial results

Unit: NTD thousands

ITEM	2023 Q1	%	2022 Q1	%	YOY
Operating revenue	53,784,489	79.13%	49,313,371	80.87%	109.07%
Leasing income	4,674,540	6.88%	4,198,346	6.89%	111.34%
Interest income	4,822,479	7.09%	3,679,901	6.03%	131.05%
Others	4,689,087	6.90%	3,785,136	6.21%	123.88%
<b>Total Income</b>	<b>67,970,595</b>	<b>100.00%</b>	<b>60,976,754</b>	<b>100.00%</b>	<b>111.47%</b>
COGS	47,097,791	69.29%	42,990,379	70.50%	109.55%
Operating expenses	4,380,779	6.45%	3,990,923	6.54%	109.77%
Leasing cost	3,638,941	5.35%	3,407,413	5.59%	106.79%
Others	5,520,985	8.12%	3,969,274	6.51%	139.06%
<b>Total Expense</b>	<b>60,638,496</b>	<b>89.21%</b>	<b>54,357,989</b>	<b>89.15%</b>	<b>111.55%</b>
<b>Profit before income tax</b>	<b>7,332,099</b>	<b>10.79%</b>	<b>6,618,765</b>	<b>10.85%</b>	<b>10.78%</b>
Income tax expense	1,407,198	2.07%	1,373,540	2.25%	102.45%
<b>Net profit</b>	<b>5,924,901</b>	<b>8.72%</b>	<b>5,245,225</b>	<b>8.60%</b>	<b>12.96%</b>
<b>Profit attributable to owners of parent</b>	<b>5,063,405</b>	<b>7.45%</b>	<b>4,293,291</b>	<b>7.04%</b>	<b>17.94%</b>
<b>EPS</b>	<b>9.27</b>		<b>7.86</b>		<b>1.41</b>



# 2023 Main subsidiaries profit and loss

## Main subsidiaries profit

Company Name	Hotai insurance	Hotai Finance	Hotai Leasing	Chang Yuan Motor	Hotong Motor
2023 Q1	226,961	899,181	216,358	216,358	85,975
2022 Q1	272,079	868,329	127,052	127,052	359,491
YOY	83%	104%	170%	170%	24%

# 2023 Main subsidiaries profit and loss

## Hotai

## reinvestment

Benefiting from the increased allocation of luxury imported vehicles, particularly the redesigned LEXUS RX which received a strong influx of orders, coupled with a significant shipment of NX in the first quarter, contributing to improved profitability.

	Chang Yuan Motor	Hotai Finance	Hotai Leasing
profit	<p>①The production volume of Guorui was reduced due to the impact of the pandemic.</p> <p>②In contrast, during the first quarter of this year, there was an increase of approximately 533 units in the number of small commercial vehicles and business travel vehicles, as there was sufficient vehicle supply.</p>	Benefiting from double-digit growth in the used car and motorcycle installment business, as well as the continued accumulation of net accounts receivable as a whole.	Long-term leasing performance exhibits stable growth.
loss	Hotong Motor	Hotai insurance	
	Due to chip and component shortages, the number of units available for sale has decreased.	There were investment disposal gains last year, but none this year.	



和泰集團

和泰汽車

# 2023 Operation highlight

# 2023 Trend/Outlook

- Slowing down of domestic economic growth.
  - The supply chain has not fully recovered yet
- The global chip shortage is expected to ease.
  - Easing of epidemic control measures, and recovery of private consumption.
  - High number of cars awaiting delivery from various car manufacturers.

**Estimated  
Taiwan car  
market  
450k units**



# 2023 Trend/Outlook -Sales Target



- Year Sales Target -

The total of the group  
cars **163,000** units

(TOYOTA 130,000 units + Lexus 23,000 units + HINO 10,000 units)

# 2023 results for TOYOTA & LEXUS

	Y2023 Apr.	YOY/ Difference	Y2023 Jan.~Apr.	YOY/ Difference
TOYOTA	10,100台	95.7%	40,532台	94.5%
LEXUS	3,151 台	193.2%	10,930台	148.0%
<u>TOTAL</u>	<u>13,251 台</u>	<u>106.0%</u>	<u>51,462 台</u>	<u>102.4%</u>
<u>Market Share</u>	<u>34.7%</u>	<u>-0.8%</u>	<u>34.3%</u>	<u>-1.7%</u>

# 2023年營運重點 - TOYOTA (不包含HIACE/GRANVIA/COASTER)



## CROWN new import (3/30)

---

- **New crossover flagship model**
- **Accumulated orders have exceeded 2,000.**



## PRIUS PHEV (4/25)

---

- **New power system with extended pure electric mileage**
- **Accumulated orders have exceeded 1,200.**

# TOYOTA

((Excluding HIACE/GRANVIA/COASTER))

Confident in the market outlook, the dealers have expanded their investments by establishing three new delivery centers in the northern and central regions.(PDS)

The completion is expected by the end of 2023.

The investment amount is **3.5 billion.**

The land area **14,000 Squaremeters.**

There are **8,000** storage **units.**





# TOYOTA

((Excluding HIACE/GRANVIA/COASTER))

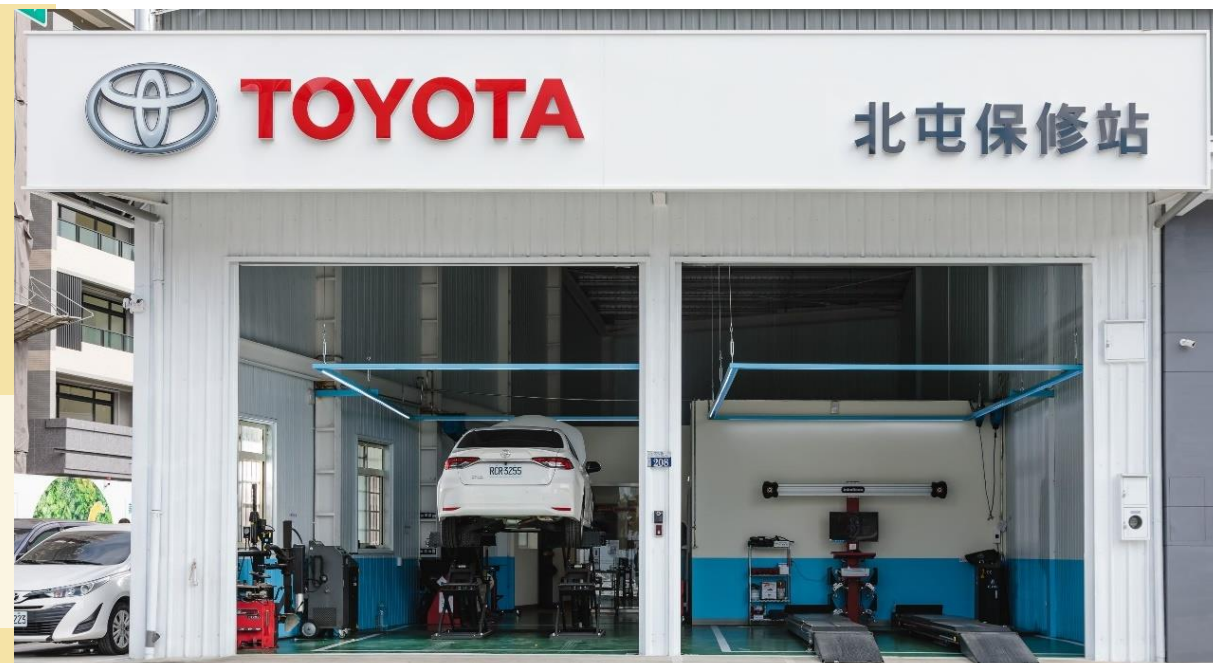
## TOYOTA community repair station

Main convenient location and services include maintenance, tire/battery replacement and other services

# 2023

60 locations('22/12) ↗ **88 locations**

Taiwan **211 locations**  
(service + locations)





## The first pure electric platform-RZ450e. (5/16)



### Spindle Body

Outline the Future Outlook of New Generation Electric Vehicles.

### Front and Rear Dual Motors

#### DIRECT4

Performance exceeding 300 horsepower

Pure electric power system combined with low center of gravity design.



# Lexus



## Building an around-the-island power grid.

- **Exclusive charging stations for Lexus.**  
( 6支CHAdeMO / 18支CCS1)
- **All-new charging platform**  
Integrating multiple charging station brands, providing 220 fast charging ports and 1,100 slow charging ports, creating the most convenient around-the-island charging network.



# Lexus

**BEV has full warranty coverage capability in all service locations.**



**BEV technology strength reinforced.**

Developing a curriculum to cultivate BEV technical manpower.

**BEV warranty equipment is fully equipped**

- Equipment setup recommendation report.
- Establishing warranty car parking charging piles.



# commercial vehicle (HINO車系・TOYOTA HIACE/GRANVIA/COASTER)

## Hino commercial vehicles complete vehicle line-up expanded.

3.49 tons.

Box-type



Frame-type



300 series

Refrigerated



Box-type



Dump-frame type





# Commercial vehicle

(HINO車系・TOYOTA HIACE/GRANVIA/COASTER)

## Introduction of Toyota commercial/special purpose vehicles

### COASTER



welfare vehicle



touring special  
purpose vehicle

### GRANVIA



campervan



welfare vehicle



ambulance

# Commercial vehicle (HINO車系・TOYOTA HIACE/GRANVIA/COASTER)

## introduction of new energy products



- The government announces the 2050 net-zero carbon emissions plan, with 100% electrification of urban buses and government vehicles by 2030.
- To proactively comply with government policies, we are planning to introduce new energy buses and participate in demonstration projects.



# Commercial vehicle

(HINO車系・TOYOTA HIACE/GRANVIA/COASTER)

## HINO's new car warranty leads the industry

**2 years/ 100,000 KM**



**4 years/ 120,000 KM**

For existing car owners, we offer extended warranty and value-added purchase services







# Commercial vehicle

(HINO車系、TOYOTA HIACE/GRANVIA/COASTER)

## Construction of new service location

Sijih Wudu+ Body & Paint location

Taoyuan+Body & Paint location

Hsinchu Hukou

North Taichung

Taichung Wuqi+ Body & Paint location

Chiayi Body & Paint location

North Tainan



Total investment of **2 billion**



flagship location



standard location



## 2023 Goals :

**Number of Members :**  
Reached **1.41** million.

---

**Car-sharing scale:**  
Reaching **7,100** vehicles.  
**Total number of automobiles and motorcycles**  
surpasses **11,100** vehicles.

---

## 2023 Strategies :

Expanding the demand for mobility services: By forming alliances with various services, integrating members' daily needs, and creating an ecosystem alliance.

---



## 2023 Goals :

- Number of Members :  
Achieve **750,000**.
- Number of drivers :  
Achieve **6,500**

## 2023 Strategies

1. Yoxi taxi expands into Hsinchu.
2. Expand Yoxi's diversified business operations to Taoyuan, Taichung, and Kaohsiung.
3. Yoxi for Business, accelerating entry into the enterprise services domain.

# HOTAI GO

Continuously optimize product selection and website features to enrich the shopping experience

**Business goal for 2023: 300 million**

**HOTAI** 



Through data analysis, product selection is more meaningful

- New car accessories store and travel store added
- Combining group resources to provide car purchase and property insurance services

Website functionality is continuously evolving, providing a differentiated experience

- Launching brand flagship stores
- **Member classification and pick-up at designated locations**
- Facebook fan page added

# MaaS 360

MaaS<sup>+</sup>  MaaS 360

Continuously develop the group's various MaaS mobile service businesses, expand the usage scenarios of digital new services such as HOTAi Pay/Points/co-branded cards, and create a group MaaS ecosystem.

## Comprehensive transportation planning

### Transportation integration



### Group's digital new services"



### Online travel mall



- 飯店/餐廳預約
- 體驗/票券購買

# Corporate sustainable development

< People > 、 Cars 、 Environment



## Indigenous Dream Team

Hotai Group sponsors the talented Atayal children's choir "Indigenous Dream Team," arranging diverse work experience opportunities to broaden their horizons and increase their imagination towards different career paths.

2023 : Assisting the choir in participating in international competitions and performing on the "Indigenous Dream Stage," to spread the pure and magnificent sound of Taiwan's children's choir to different parts of the world.

# Corporate sustainable development

People 、 <Cars> 、 Environment

## Mobile Charity Happiness Action

The Mobile Charity Happiness Action helps more people move towards a better life through vehicle donations and Yoxi transportation services

2022 : New Taipei City/Taichung

Number of shuttle trips : 400

Total mileage : 1.884km

Serving nearly 700 underprivileged children.

2023 : Two more cities will be added to the public welfare service.



# Corporate sustainable development

People 、 <Cars> 、 Environment



台灣原生動物守護計畫  
—— 虎力平安元年 ——

## Wildlife Conservation program

Collaborating with the Executive Yuan 's Council of Agriculture' s Endemic Species Research and Conservation Center to protect Taiwan 's native leopard cat, hoping that the precious species, which has only 500 individuals left in Taiwan, can continue to reproduce and thrive.

2023 : Continuously collaborate with the Wildlife Conservation Center and other NGOs to expand the conservation program for the Formosan clouded leopard.



# Q&A