



和泰集團

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TWSE Code 6592



**HOTAI FINANCE CO., LTD.**

## Investor Conference

November 20<sup>th</sup>, 2024



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# Agenda

Company Overview

Operation Performance

ESG Performance

Appendix and Q&A



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# Company Overview

## Company Overview

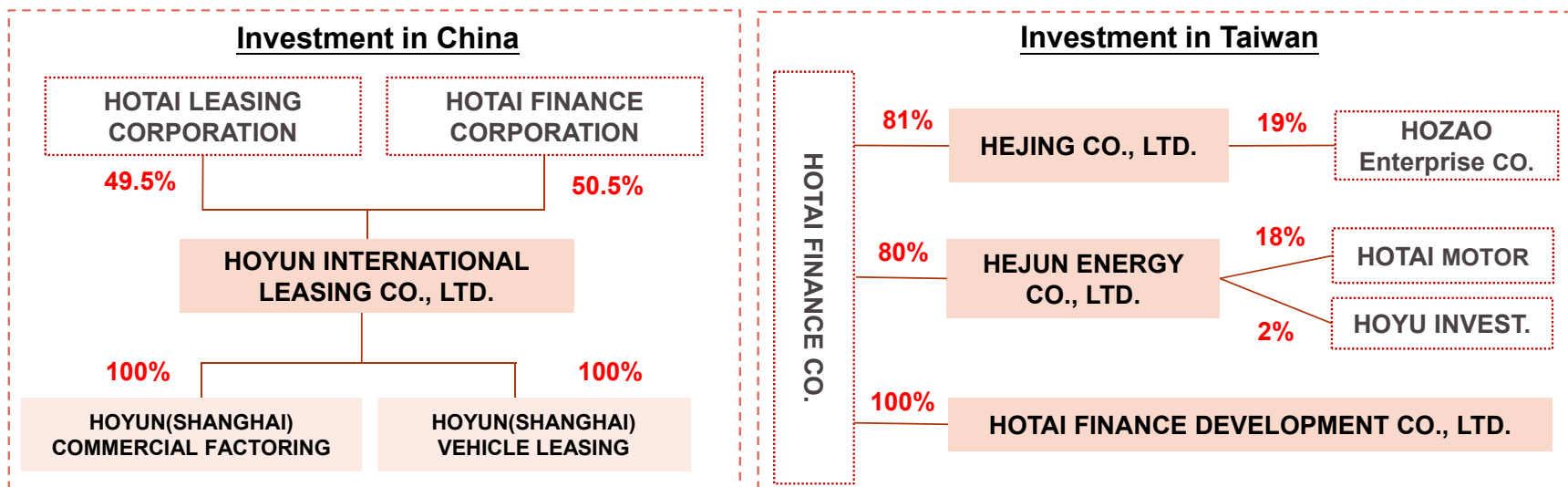
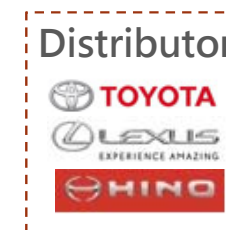
- Established on May 25th, 1999
- Listing date on December 9th, 2019
- Paid-in capital: NT\$ 7.232 billion
- Chairman: Mr. Yuan-San Liu
- President: Mr. Tony Y.L. Lin
- Headcount: 2,199 (including subsidiaries)



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(As of Sept. 2024)

- Group investment structure:





Company Overview

Taiwan

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- New & used car installment
- Scooter installment
- Medical / Construction equip.
- Machine tool (CNC) equip.



HEJING

- Truck & bus installment
- Corporation financing



HJE

- Solar energy
- Energy storage
- Charging station



HFC Devp.

- Corporation financing

China

HOYUN INTERNATIONAL LEASING / COMMERCIAL FACTORING / VEHICLE LEASING

- Vehicle financial leasing / Rental
- CNC and medical equipment leasing
- Solar energy, energy-saving, and electricity storage equipment leasing
- Commercial factoring



HFC is to be affirmed by both domestic and international credit rating agencies

**Domestic : TRC**

- Long-term : twAA-
- Short-term : twA-1+
- Rating outlooks : Stable

Maintained outstanding corporate credit ratings since 2007

**International : S&P Global Ratings**

- Long-term : BBB
- Short-term : A-2
- Rating outlooks : Stable

Sustained the credit ratings since the initial application in 2020

Strong funding ability to support the operational growth

	Credit Line	Usage Amount	Usage Rate
Funding outlook	404.8 B	271.0 B	67%



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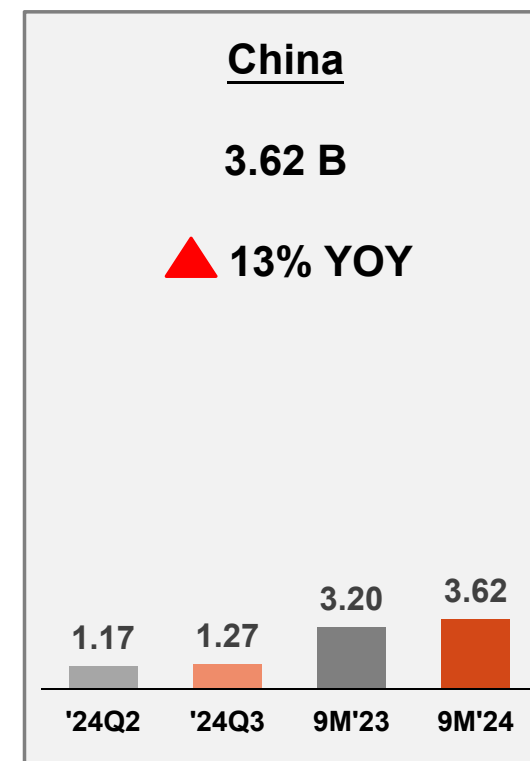
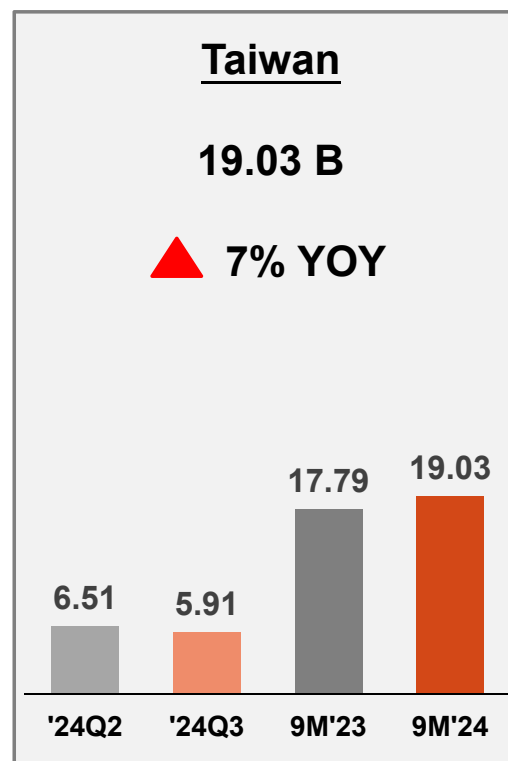
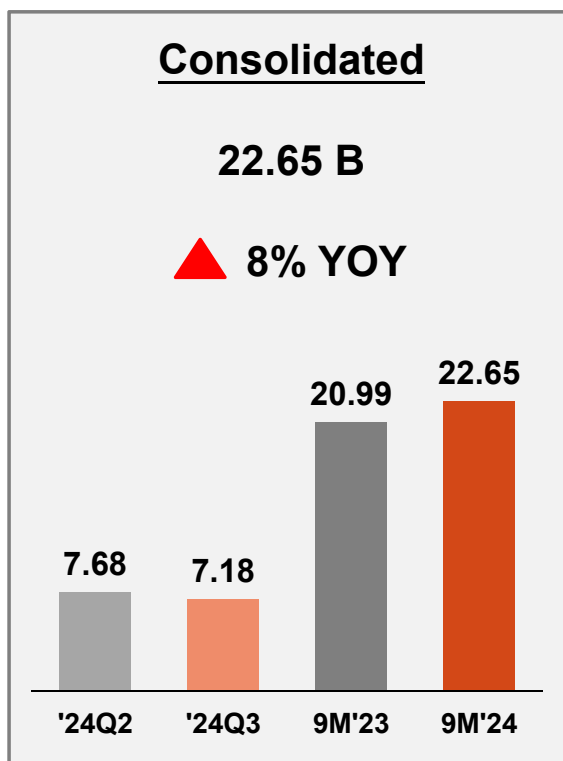
# Operation Performance



## Operation Performance Highlights

● 3Q 2024 consolidated operating revenue reached an **increase of 8%** comparing 3Q 2023

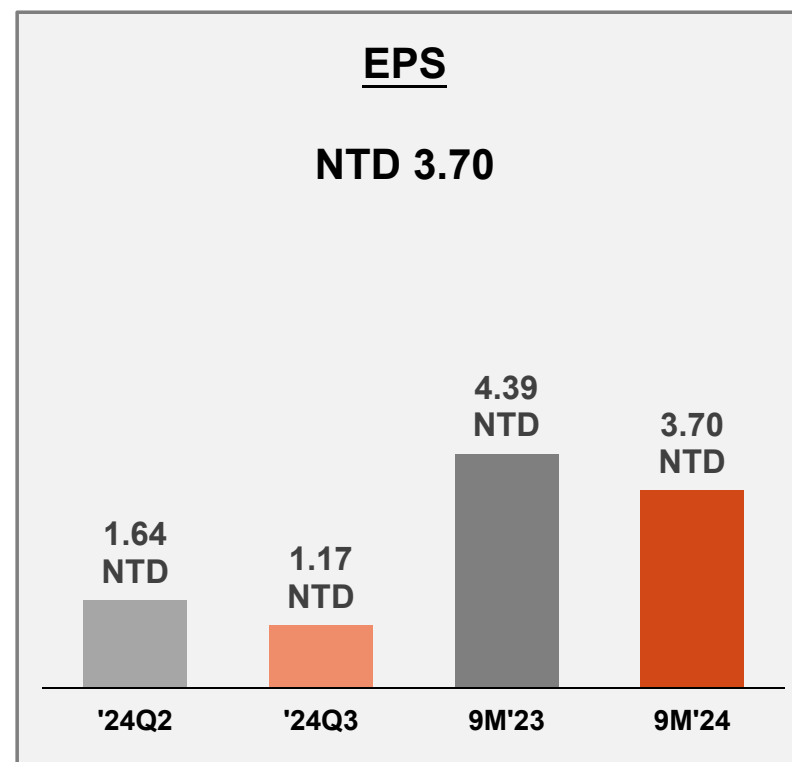
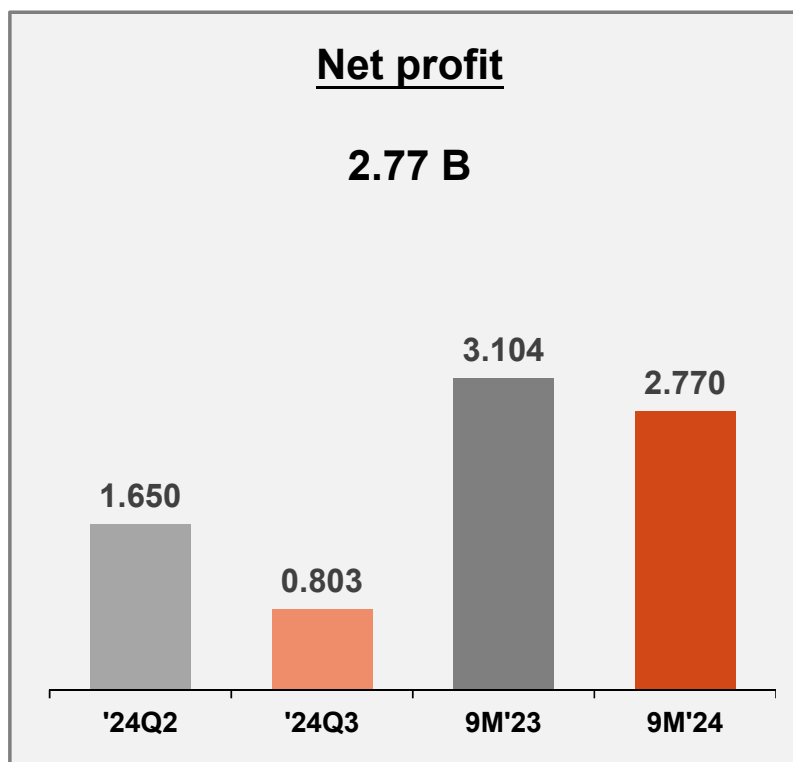
Unit : NT billion



## Operation Performance Highlights

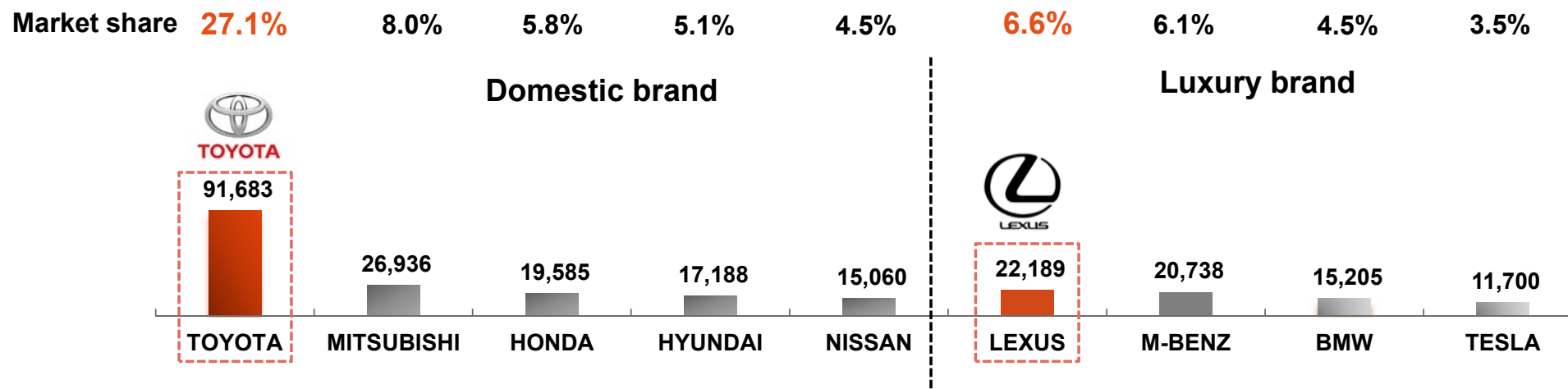
### ● Consolidated net profit and EPS

Unit : NTD



# TOYOTA and LEXUS accumulated 33.7% of new car market share as 1~9/'24 result

Volume unit: 1 unit



Unit: thousand

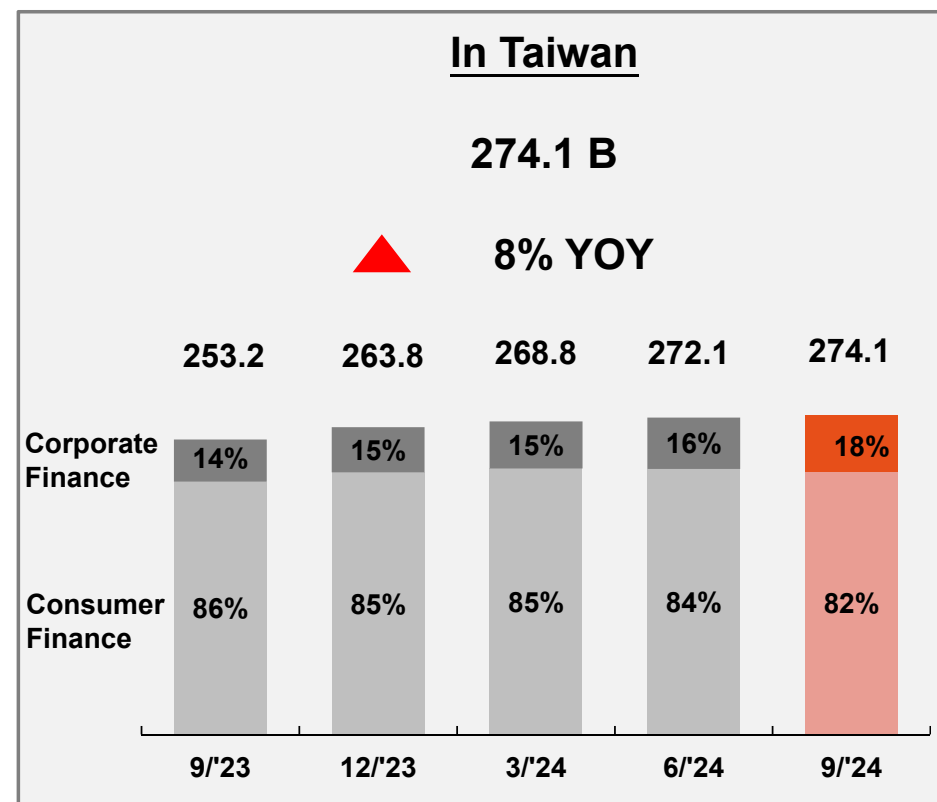
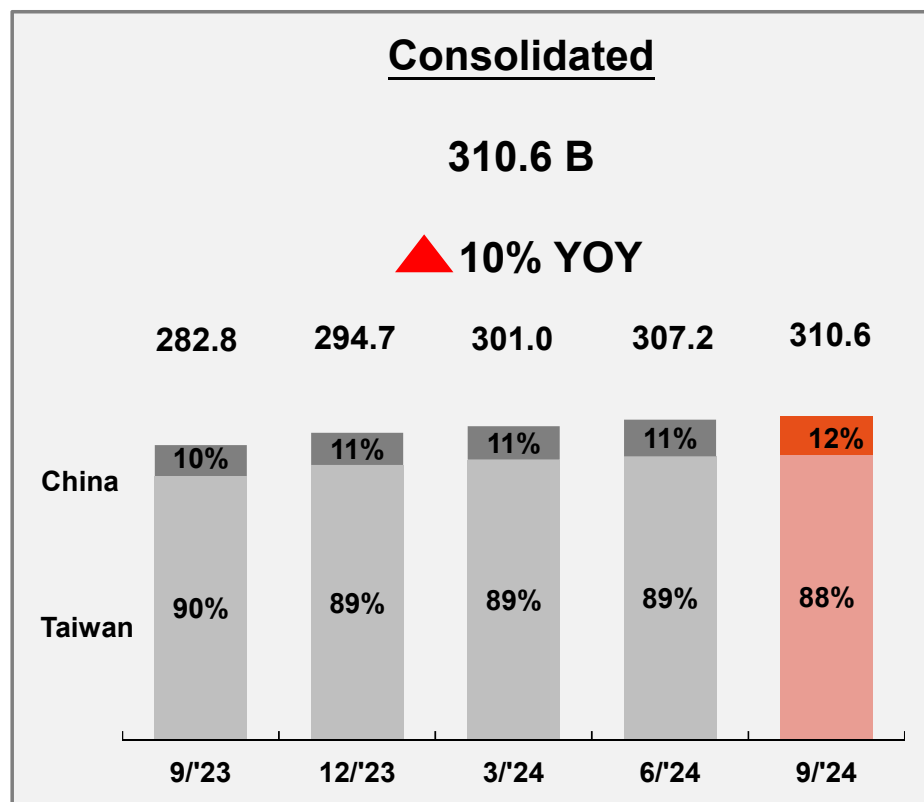
New car	2021	2022	2023	3Q 2024
Sales unit	434	415	466	33.8
Car loan unit	178	171	177	13.4
Car loan ratio	41%	41%	38%	39%
T/L car loan ratio	39%	39%	34%	35%

Note: The data shown in this page excludes truck and bus

## Consolidated Financial Indicator

### ● Accounts receivable

Unit : NT billion



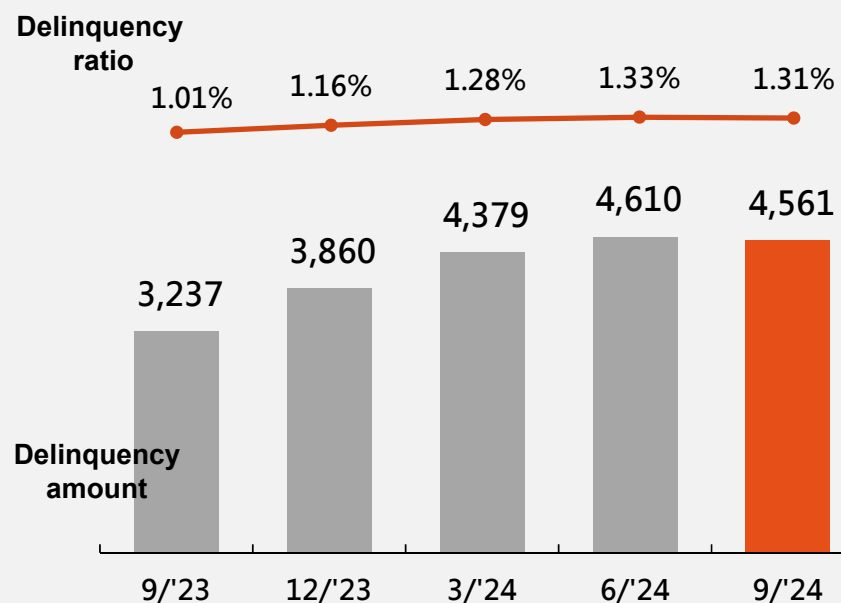
Note: AR amounts include the new car installment and the used car refinance in collaboration with banks

## Consolidated Financial Indicator

Unit : NT million

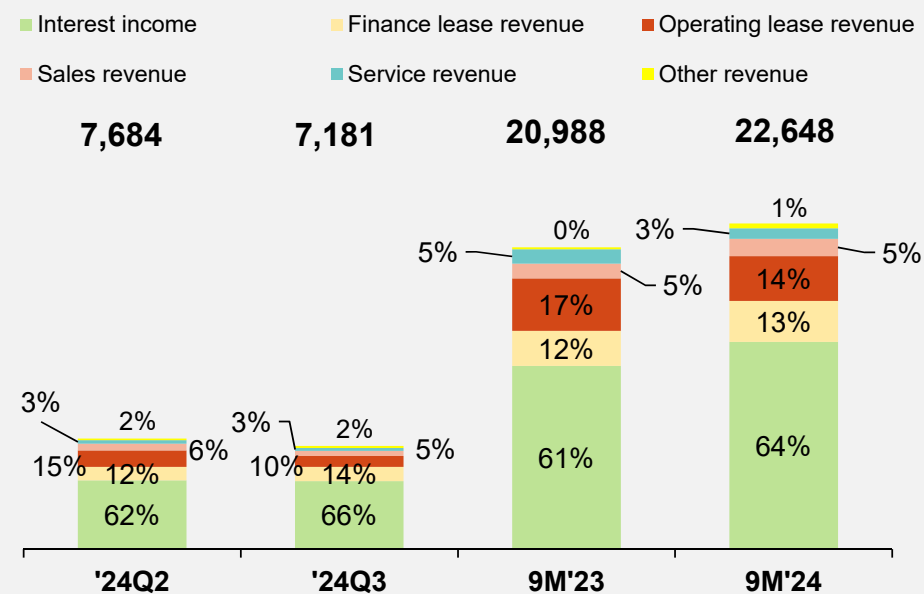
### Delinquency

Note: 31 days overdue shall be defined as delinquency based on the risk management policy



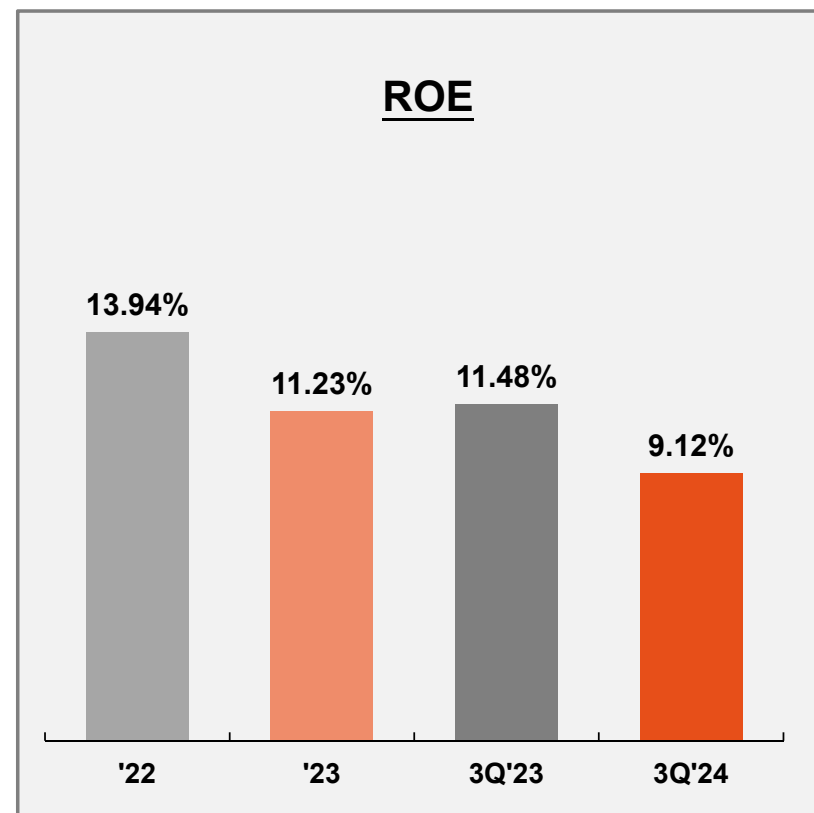
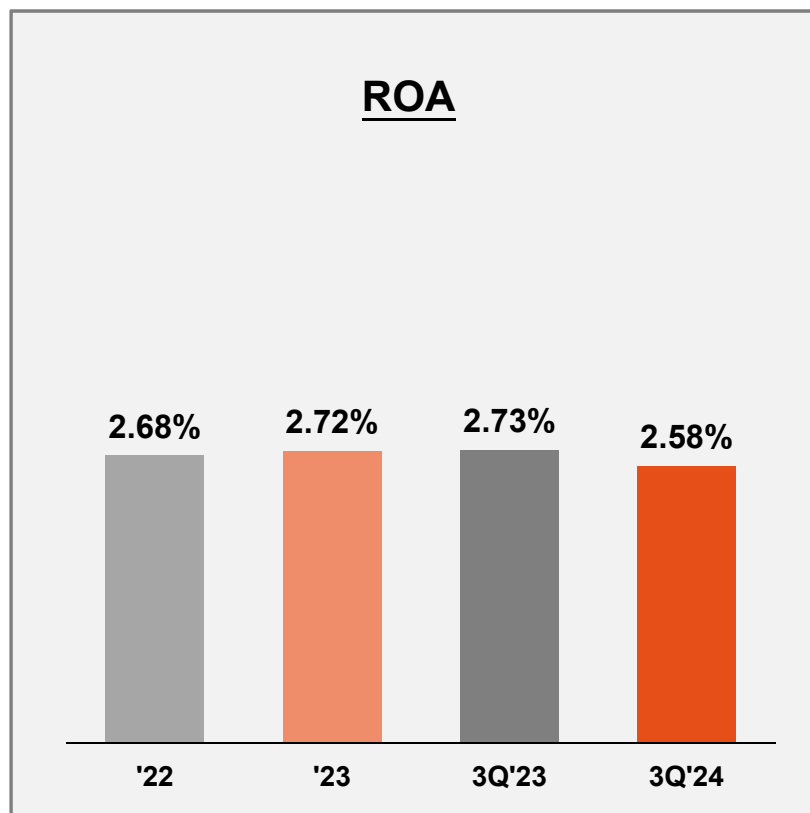
### Consolidated Revenue

22.65 B ▲ 8% YOY



## Consolidated Financial Indicator

### ● ROA and ROE



\*ROA & ROE: presented as an annualized



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# ESG Performance

## Green Energy Charity Program

Taichung Indigenous Experimental School - P'uma Elementary School

### 1. Charity Solar Power Projects

Transform the revenue generated from solar power into sustainable resources for education.

### 2. Culture and Education Foundation

Support the promotion of multicultural programs.

### 3. Green Energy Tours and Atayal Day

Boost the importance of green energy and cultural preservation.



## Wetlands Conservation

Support biodiversity and expand wetland conservation.

### 1. New Taipei Zhanghe Wetlands

Remove invasive plants to protect the native ecosystem.

### 2. Taichung Gaomei Wetlands NEW

- Land crabs suffer from the high risk of roadkill.
- Call on employees to protect land crabs

### 3. Kaohsiung Niasong Wetlands NEW

Donate wood chippers to assist with ecological maintenance.



## Motorcycle Safety

### 1. Traffic Safety Month

- Support MOTC Traffic Safety Month
- Promoted traffic safety face-to-face with the public.

### 2. Motorcycle Safety Video Contest

- Invite the public to promote traffic safety
- Total prize is \$230,000

### 3. Driver training subsidy

- Subsidized to 558 people (total \$740,000).





## 2024 ESG Honors



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### Environment

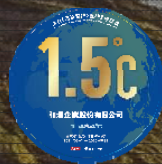
1. 100% Completion of Consolidated Greenhouse Gas (GHG) Inventory, Achieved ISO 14064-1:2018 for 4 Years
2. Selected for the Common Wealth Magazine Top 100 Carbon Competitiveness for Three Consecutive Years
3. 1.5°C Temperature Control Target Label by Commonwealth Magazine **NEW**

### Society

1. Taiwan High Compensation 100 Index **NEW**
2. 1111 Job Bank Happy Enterprise - Gold Award **NEW**
3. Asia Responsible Enterprise Awards - Social Empowerment Category
4. Taiwan Sustainable Action Awards - Social Inclusion Silver Award
5. British Chamber of Commerce in Taiwan - Better Business Awards **NEW**

### Governance

1. Rated by TRC for 18 years
  - Long-term : twAA-
  - Short-term : twA-1+
  - Rating outlooks : Stable
2. Ranked among top 20% of listed enterprises in Corporate Governance Evaluation for 4 years
3. One of the constituent stocks of TWSE Corporate Governance 100 Index for 4 years
4. The Commonwealth Sustainable Citizen Award - Top 100 **NEW**
5. Taiwan Intellectual Property Management System certification





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# Customer First, Profession Based

## Q&A

## Consolidated Income Statement

Unit: NT thousand

Item	3Q 2024		3Q 2023		YOY
	Amount	%	Amount	%	
Interest income	14,405,050	63.6%	12,737,479	60.7%	13.1%
Service revenue	729,428	3.2%	1,003,536	4.8%	-27.3%
Finance leasing revenue	2,854,317	12.6%	2,444,022	11.6%	16.8%
Operating leasing revenue	3,116,710	13.8%	3,649,409	17.4%	-14.6%
Sales revenue	1,203,676	5.3%	1,019,199	4.9%	18.1%
Other revenue	339,239	1.5%	134,520	0.6%	152.2%
<b>Operating revenue</b>	<b>22,648,420</b>	<b>100.0%</b>	<b>20,988,165</b>	<b>100.0%</b>	<b>7.9%</b>
<b>Operating gross profit</b>	<b>12,790,156</b>	<b>56.5%</b>	<b>12,297,232</b>	<b>58.5%</b>	<b>4.0%</b>
Operating expenses	5,888,903	26.0%	5,957,128	28.4%	-1.1%
Expected credit losses	3,966,095	17.5%	2,413,666	11.5%	64.3%
<b>Operating profit</b>	<b>2,935,158</b>	<b>13.0%</b>	<b>3,926,438</b>	<b>18.7%</b>	<b>-25.2%</b>
Non-operating income	656,030	2.9%	228,648	1.1%	186.9%
<b>Profit before income tax</b>	<b>3,591,188</b>	<b>15.9%</b>	<b>4,155,086</b>	<b>19.8%</b>	<b>-13.6%</b>
<b>Profit after income tax</b>	<b>2,769,682</b>	<b>12.2%</b>	<b>3,103,916</b>	<b>14.8%</b>	<b>-10.8%</b>