



Good Way Technology Co., Ltd.

Corporate Briefing

December 1, 2023

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Agenda

1 Company Introduction

2 Product Introduction

3 Business Performance

4 Operation Direction

5 Social Responsibility

6 Q&A

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Company Snapshot

A trusted partner
for business
growth



Founded: 1983



Listing: 2014 (Tpex: 3272)



HQ: HsinDien, Taiwan



**Factories: Taiwan, China,
Vietnam**



**Sales: HsinDien, Shanghai,
California**



Paid in Capital: NTD512mn



Employees: 1100



Chairman: Robert Tsao



**Products: Docking
Stations 、IoT 、PC
Peripherals**



Certification: ISO Certified



**Technologies: HDMI/HD
CP, VESA, USB, PCI, UL, TUV,
VCCI, MFi, TBT, Wirepas,
WiFi, 5G, Bluetooth, Matter**



**ODM/OEM
Expertise**

**Innovative
Technology**

**Manufacturing
Quality**

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Global Operations

China Sales Office Shanghai
2008 est.



China Factory KunShan
2019 est.



DG (old)
1996 est.



KS (old)
2001 est.

Headquarters HsinDien
Established in 1993



Taiwan Factory Xizhi
2022 est.



Xizhi (old)
2020 est.



Vietnam Factory Thai Binh
2023 (under construction)



North America Sales Office California
1990 est.



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Good Way is a very Innovative ODM Company



d&i Award



Computex



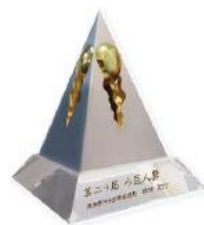
Most-Inquired Supplier



Most-viewed Supplier



TAIWAN EXCELLENCE



qualified device
Amazon FreeRTOS



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Q&A

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Why Docking Stations?

Common Computer Port



Still Remember the Dark Ages?



Port Numbers Evolve with Time

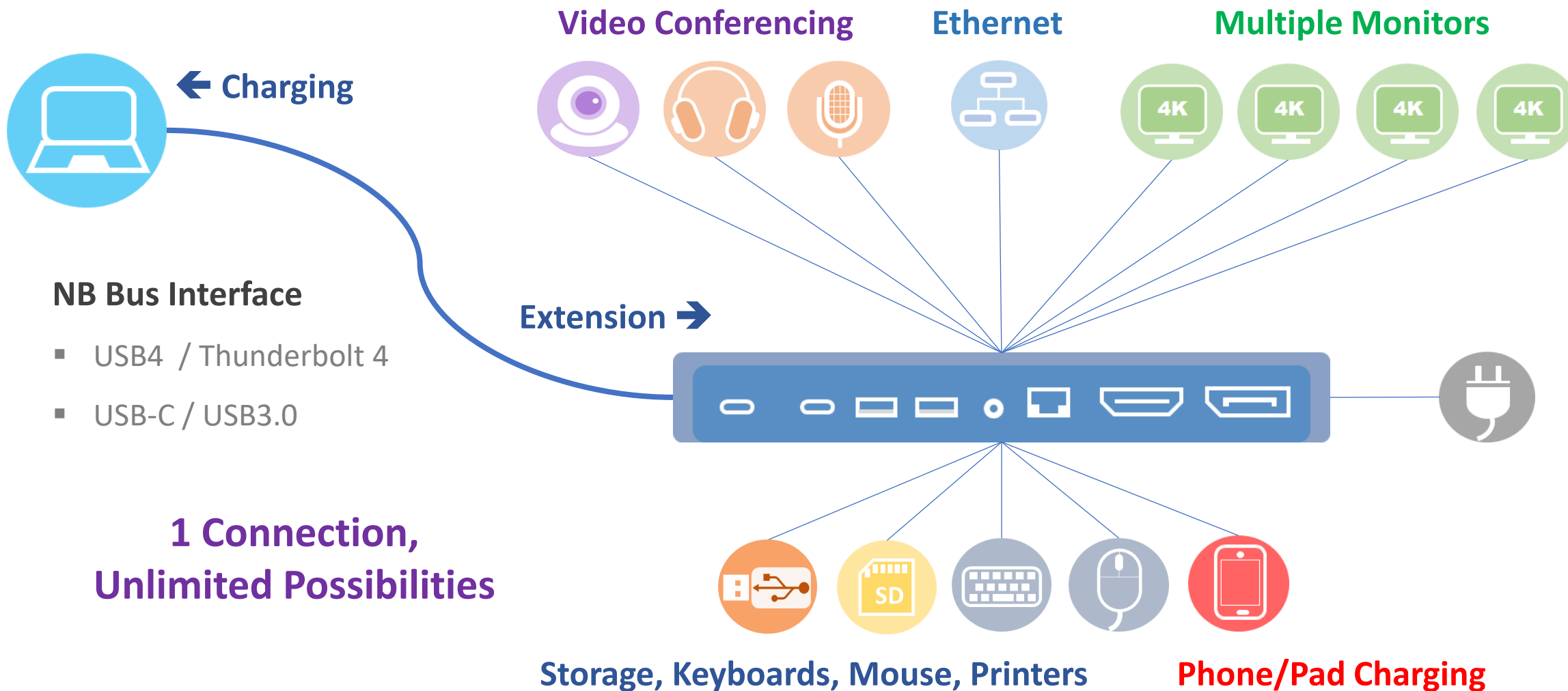


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Docking Stations have Become Crucial for NB Expansion



Docking Stations is our Main Product Line



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Work Performance is Increased by 42%



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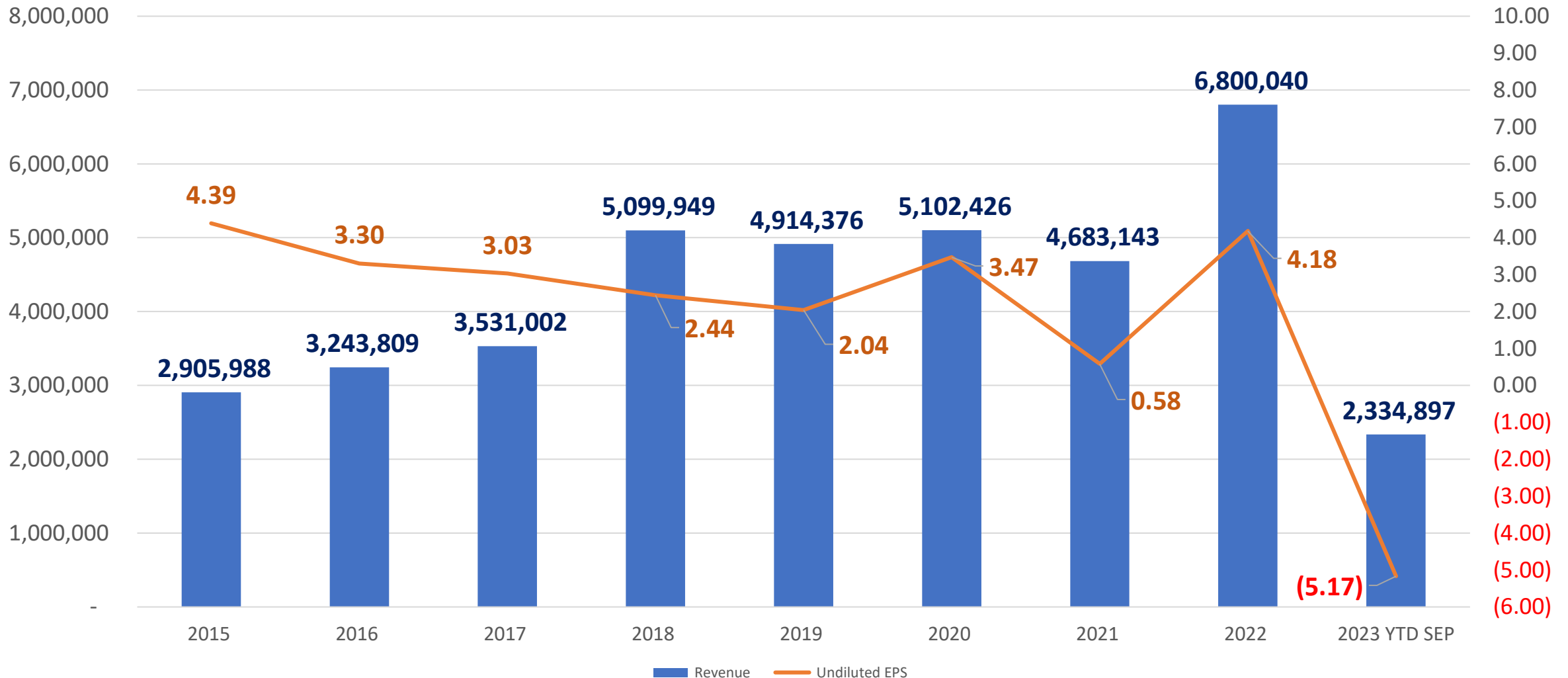
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Good Way Technology Business Performance



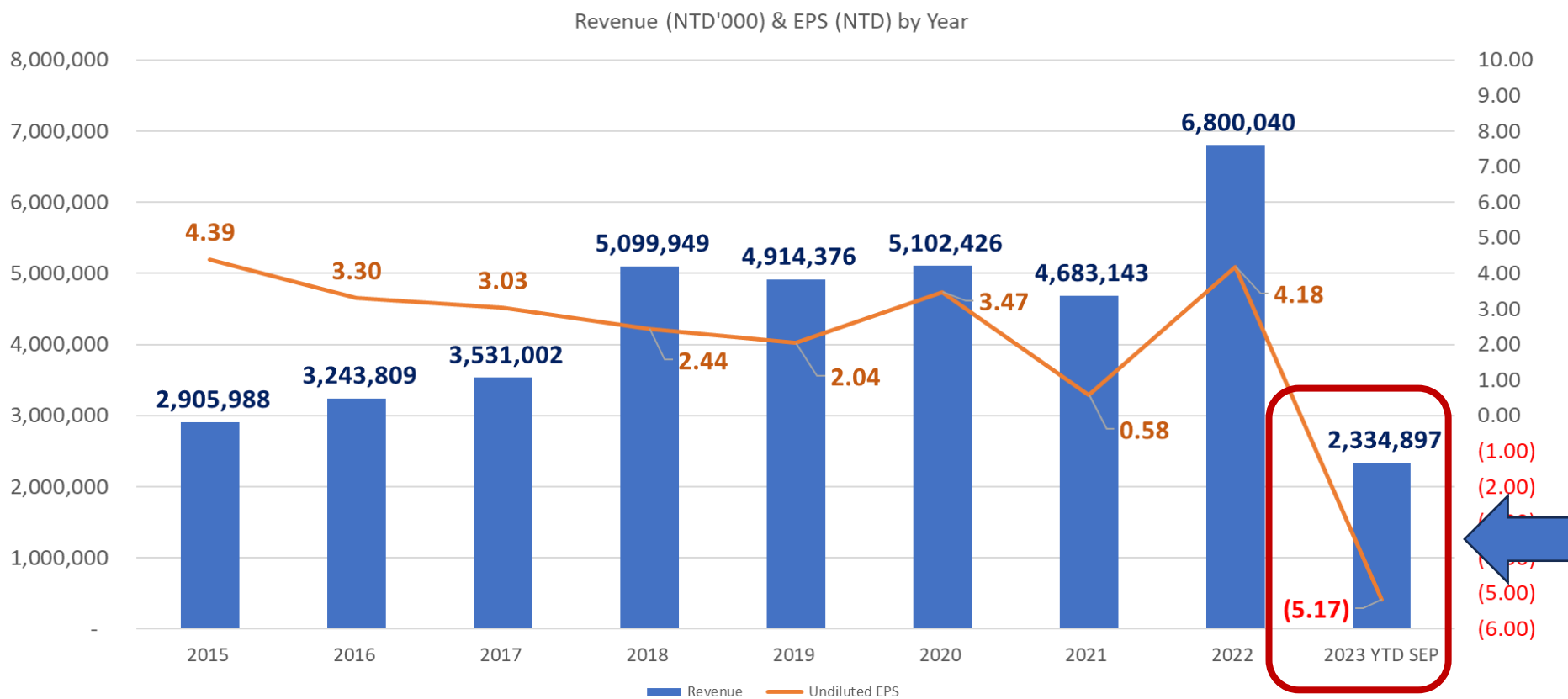
2015-2023 YTD Revenue & Net Profit (Loss)

Revenue (NTD'000) & EPS (NTD) by Year



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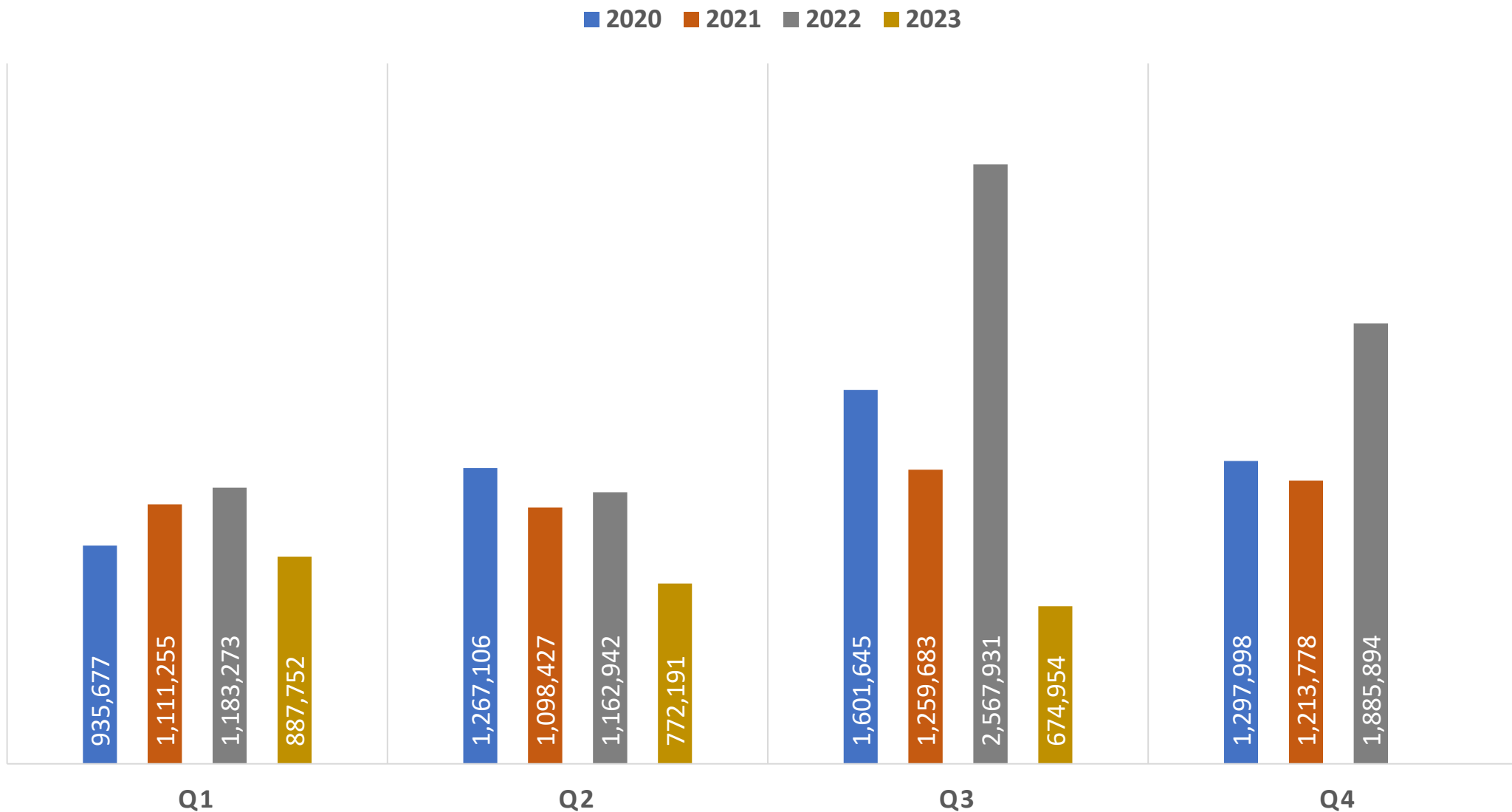
COVID → Inventory into Allowance → Allowance Written Back



**Approx. -3.52 of EPS is
in Allowance. Can be
written back when the
goods are made and
shipped out.**

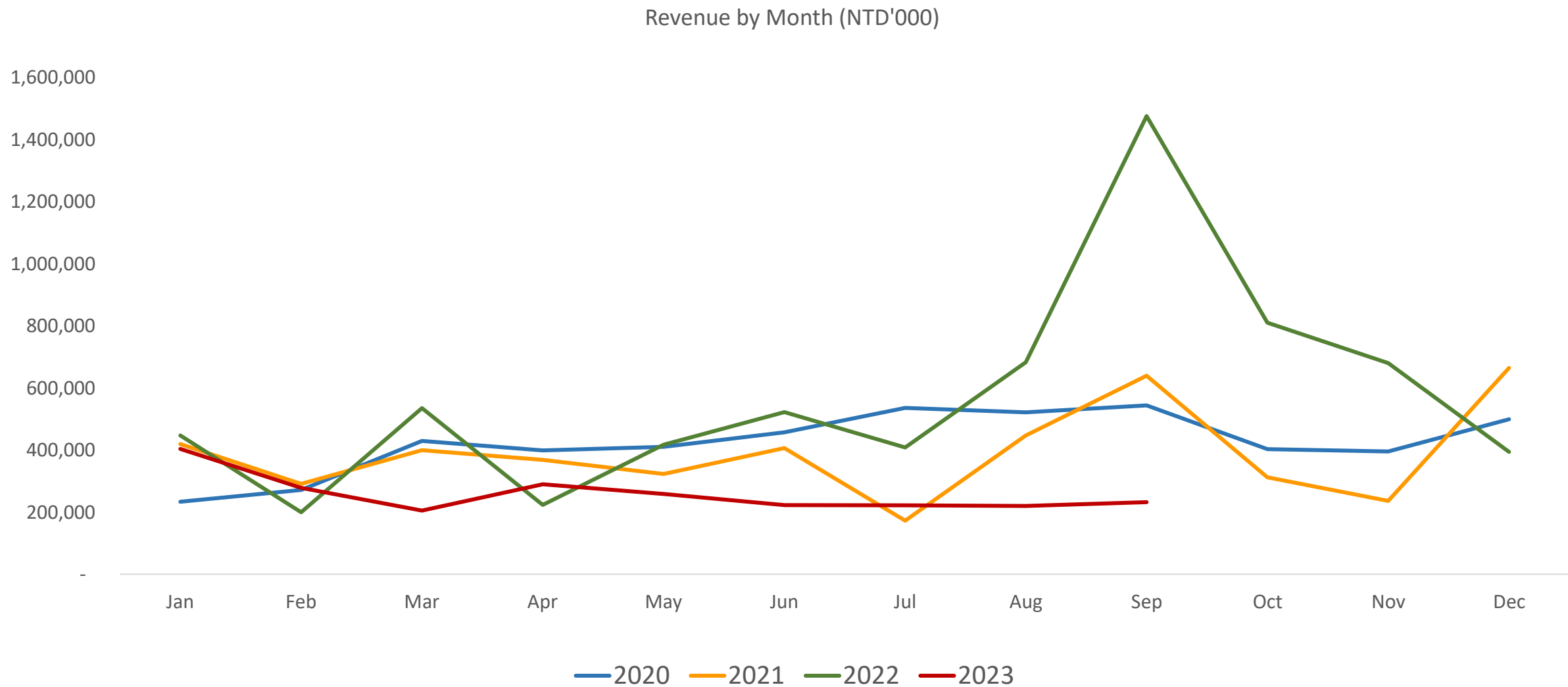
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Revenue Broken Down into Quarters (NTD '000)



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2020-2023 每月營收(至第三季)



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Income Statement YoY (NTD '000)

單位: 新台幣仟元

Item	2023 YTD Q3	%	2022 YTD Q3	%	Difference	%
Sales Revenue	2,340,179	100%	4,914,146	100%	(2,573,967)	(52%)
Gross Profit	31,344	1%	462,049	10%	(430,705)	(93%)
Operating Expenses	379,006	16%	384,584	8%	(5,578)	(1%)
Operating Income (Loss)	(347,662)	(15%)	77,465	2%	(425,127)	(549%)
Non-Operating Income (Loss)	3,965	1%	(32,407)	(1%)	36,372	(112%)
Profit before Tax	(343,697)	(14%)	45,058	1%	(388,755)	(863%)
Net Profit	(313,652)	(13%)	28,401	1%	(342,053)	(1,204%)
EPS (NTD)	(5.17)		0.47		(5.64)	

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Income Statement QoQ (Single Quarters) (NTD '000)

單位: 新台幣仟元

Item	2023 Q3	%	2023 Q2	%	Difference	%
Sales Revenue	680,236	100%	772,191	100%	(91,955)	(12%)
Gross Profit	39,545	6%	(48,584)	(6%)	88,129	(181%)
Operating Expenses	(119,496)	(18%)	(116,183)	(15%)	3,313	3%
Operating Income (Loss)	(79,951)	(12%)	(164,767)	(21%)	84,816	(51%)
Non-Operating Income (Loss)	(5,823)	(1%)	21,858	3%	(27,681)	(127%)
Profit before Tax	(85,774)	(13%)	(142,909)	(19%)	57,135	(40%)
Net Profit	(56,510)	(8%)	(148,585)	(19%)	92,075	(62%)

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Balance Sheet (Assets) in NTD '000

單位:新台幣仟元

Items	<u>2023/9/30</u>		<u>2022/12/31</u>		Delta
Cash and cash equivalents	1,107,538	24	563,950	9	543,588
Accounts receivable	826,978	18	2,357,295	37	(1,530,317)
Inventory	879,095	19	1,704,018	26	(824,923)
Other current assets	73,495	2	89,238	1	(15,743)
Total current assets	2,887,106	63	4,714,501	73	(1,827,395)
Property, plant, and equipment	1,563,680	34	1,640,760	26	(77,080)
Other non-current assets	131,891	3	67,485	1	64,406
Total non-current assets	1,695,571	37	1,708,245	27	(12,674)
Total assets	4,582,677	100	6,422,746	100	(1,840,069)

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Balance Sheet (Liabilities + Shareholder's Equity) NTD '000

Items	<u>2023/9/30</u>		<u>2022/12/31</u>		Delta
Short term loans	995,890	22	1,199,328	19	(203,438)
Accounts payable	1,097,220	24	2,249,938	35	(1,152,718)
LT liabilities due in 1 yr or op cycle	99,094	2	74,430	1	24,664
Other current liabilities	104,901	2	185,489	3	(80,588)
Total current liabilities	2,297,105	50	3,709,185	58	(1,412,080)
Long term liabilities	553,548	12	675,492	11	(121,944)
Other non-current liabilities	12,185	0	16,180	0	(3,995)
Total current liabilities	565,733	12	691,672	11	(125,939)
Total liabilities	2,862,838	62	4,400,857	69	(1,538,019)
Shareholders' equity	1,719,839	38	2,021,889	31	(302,050)
Total Shareholders' equity	1,719,839	38	2,021,889	31	(302,050)
Total liabilities and equity	4,582,677	100	6,422,746	100	(1,840,069)

Cash Flow YoY in NTD '000

	2023/9/30	2022/9/30
Net cash provided by (used in) operating activities	991,879	(368,290)
Net cash provided by (used in) investing activities	(61,185)	(108,239)
Net cash provided by (used in) financing activities	(409,651)	372,130
Effect of FX rate changes on cash and cash equivalents	36,129	34,871
Net increase (decrease) in cash and cash equivalents for the period	557,172	(69,528)
Beginning balance of cash and cash equivalents	550,366	317,948
Ending balance of cash and cash equivalents	\$ 1,107,538	\$ 248,420

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Outlook of Docking Stations is Upside

1. **Grand View Research**: The docking station market size was valued at USD 1,518.9 million in 2022 and is expected to grow at a compound annual growth rate (CAGR) of 6.1% from 2023 to 2030.
2. **Transparency Market Research**: The global docking station market is projected to flourish at a CAGR of 6.2% from 2022 (USD1.8bn) to 2031 (USD3.0bn).
3. **Verified Market Research**: Docking Station Market size was valued at USD 1.10 Billion in 2020 and is projected to reach USD 1.65 Billion by 2028, growing at a CAGR of 5.22% from 2021 to 2028.
4. **Maximize Market Research**: Docking Station Market size was valued at US\$ 1.78 Bn. in 2022 and the total revenue is expected to grow at 5.7 % CAGR through 2023 to 2029, reaching nearly US\$ 2.63 Bn.
5. **ECON Market Research**: The Global Docking Station Market is predicted to reach approximately USD 2,842 million by 2031, at a CAGR of 6.87% from 2022 to 2031.

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Preparing Sufficient Capacity

Taipei Factory: Xizhi



Vietnam Factory: ThaiBinh



China Factory: KunShan

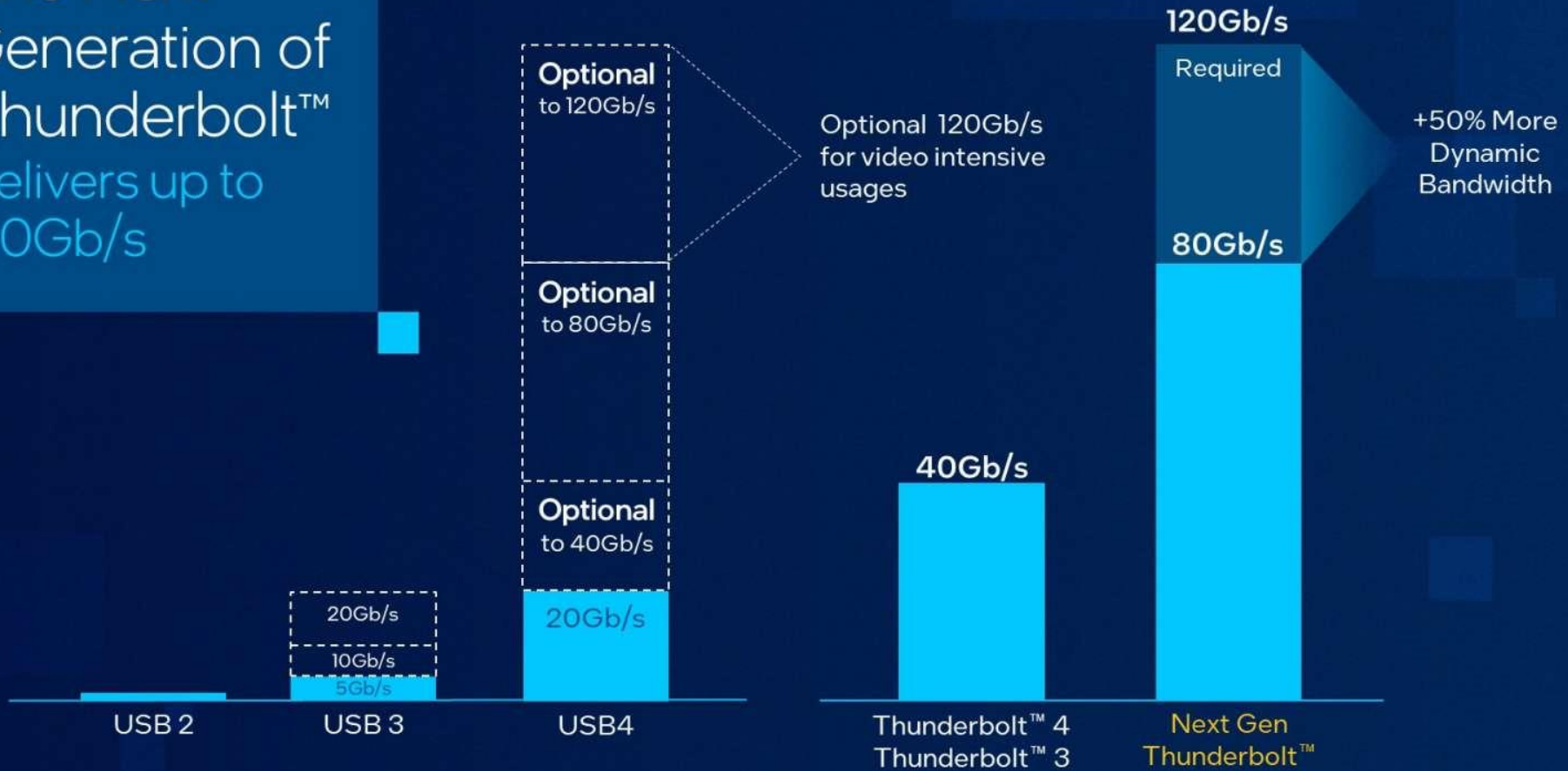


Coming Soon
MP Expected in
Q4 2024

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Good Way Launches Thunderbolt 5

The Next
Generation of
Thunderbolt™
Delivers up to
120Gb/s



intel

<https://www.intel.com/content/www/us/en/newsroom/news/intel-leads-industry-next-generation-thunderbolt.html>

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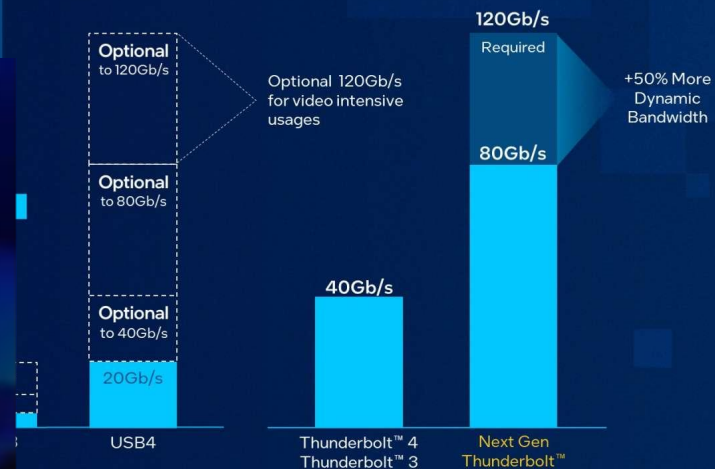
Good Way Lead the Industry



<https://www.youtube.com/watch?v=YWlud6uCgLA>



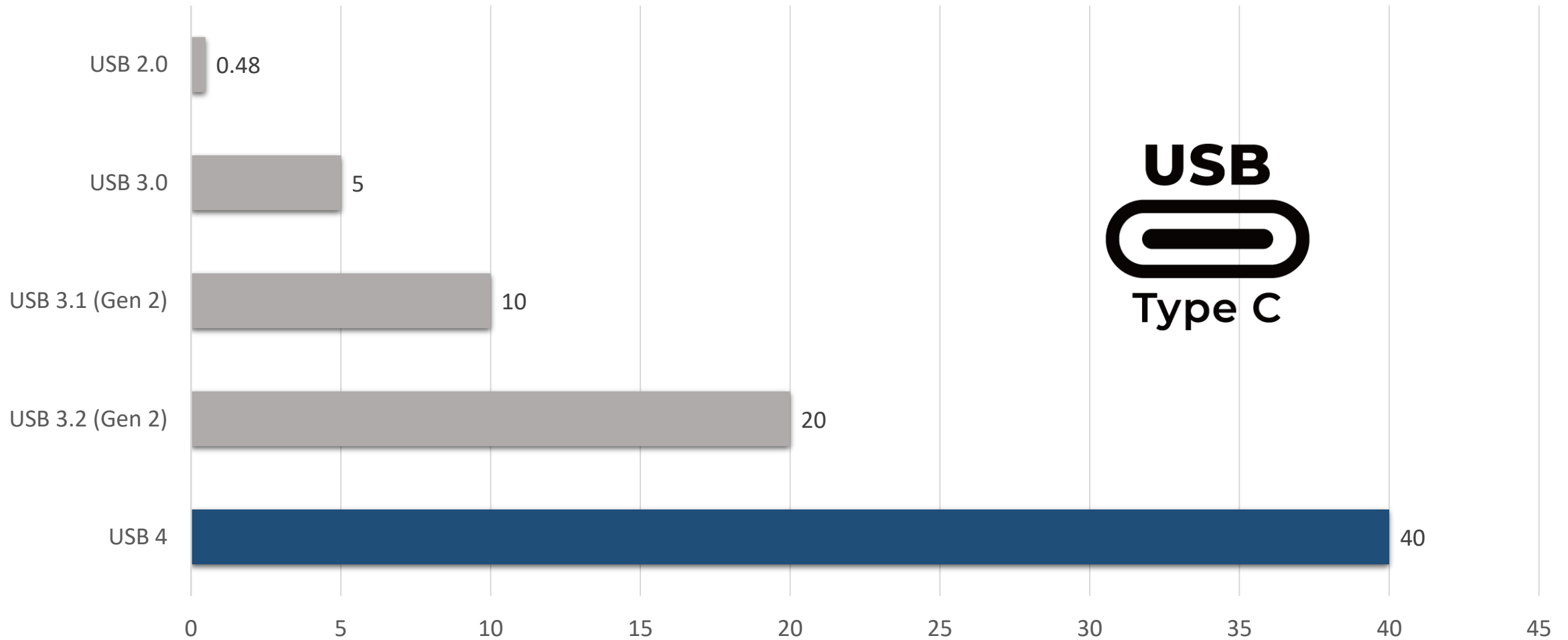
The Next Generation of



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USB 4.0 is another Important Development

Transfer Speed (Gbps)



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1st to Market with Five 4K Monitor Extensions



Universal Dock

- (4K120 Hz x 4) + (4K60 Hz x 1)
- Upstream PD100W
- Downstream PD20W

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Gan Powered Docking Stations

Gallium Nitride Tech



Universal Dock

- 120W
- 150W



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Developing Wireless Charging Products

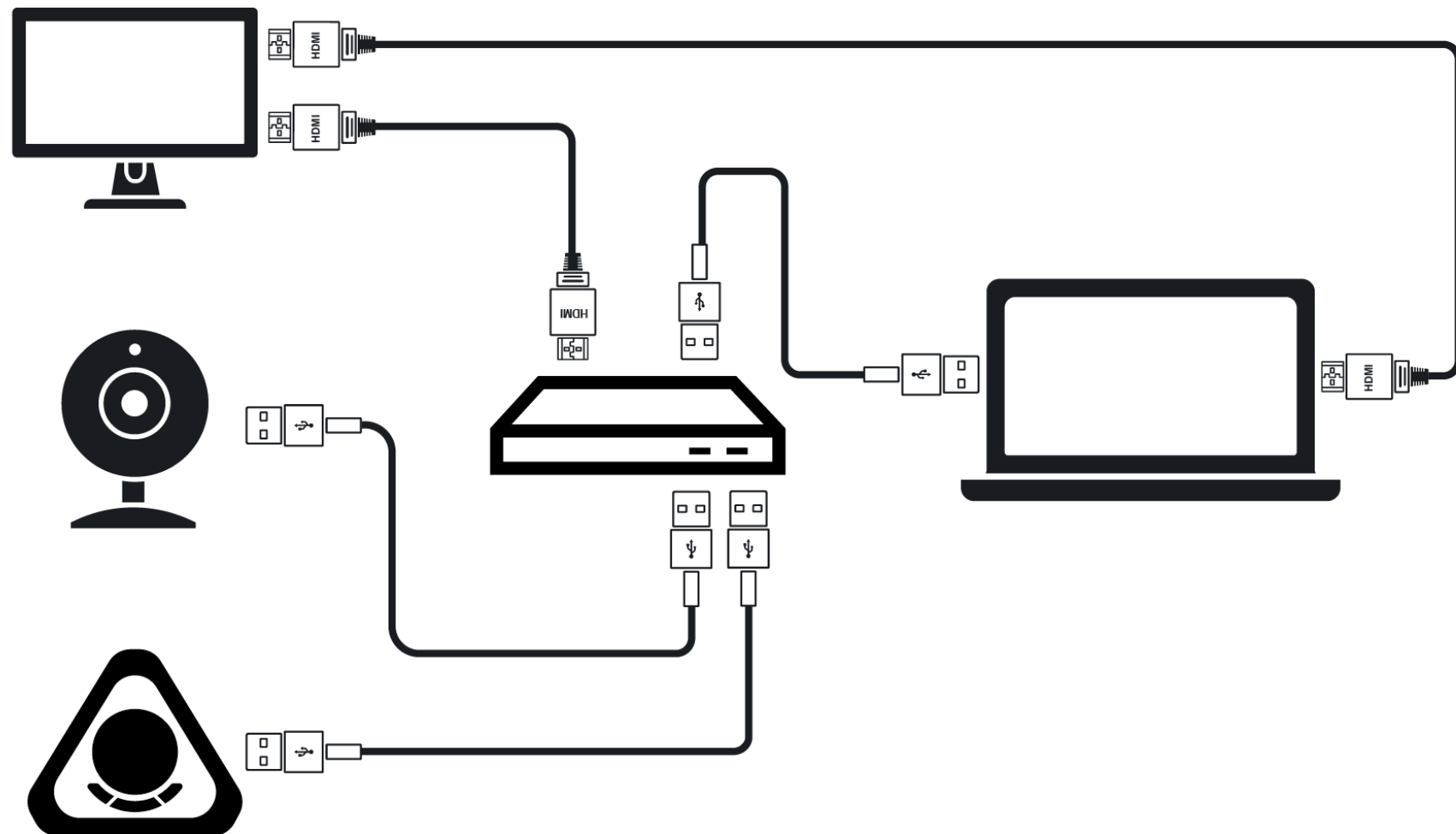
Wireless Charging

- NB
- Phones
- Pads
- Earphones



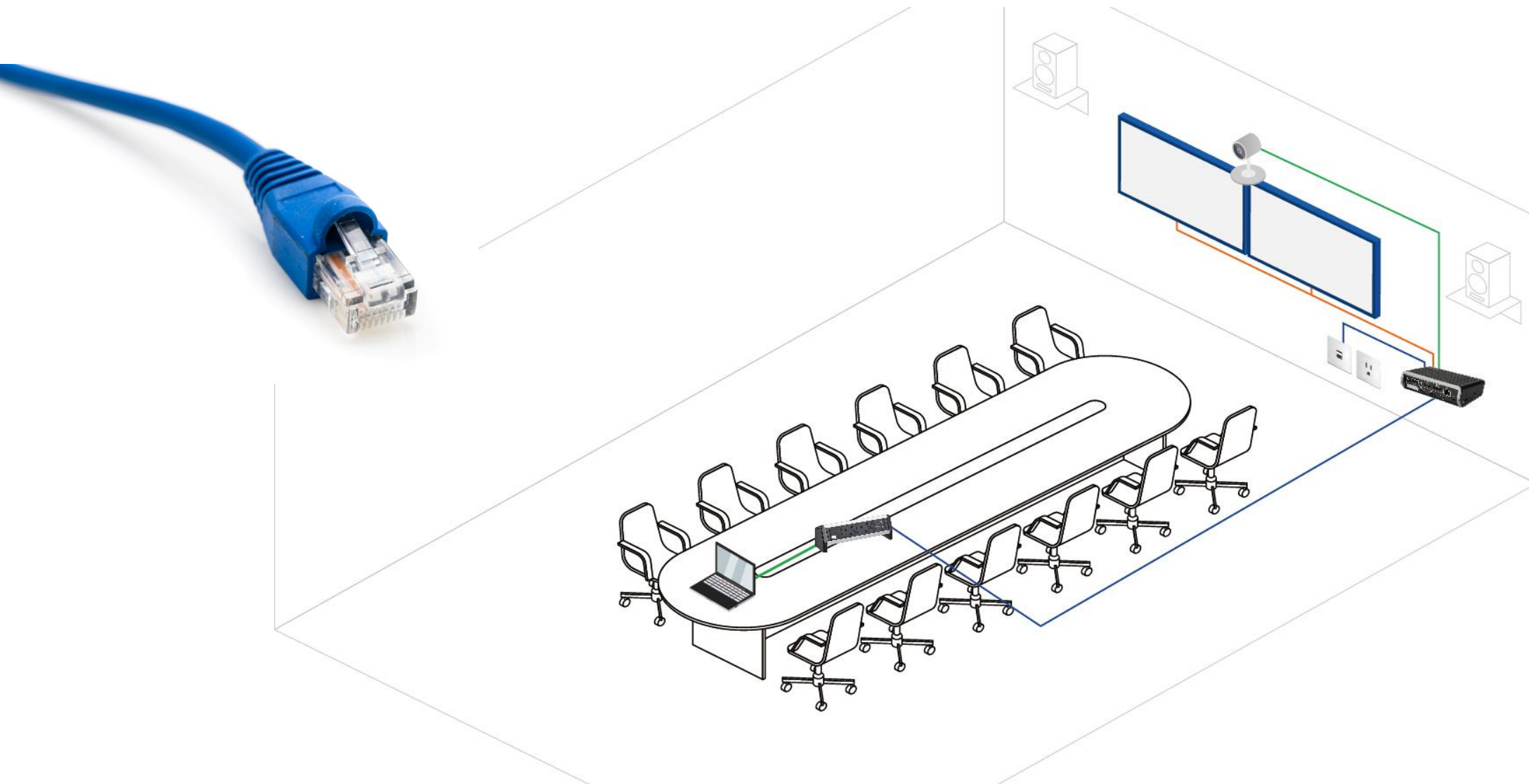
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Launching Docking Stations for Meeting Rooms



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Using LAN as Connecting Interface for Docking Stations



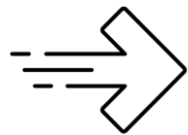
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Growing with Every Specification Upgrades



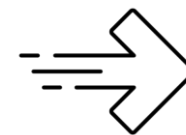
New Business Opportunities Keep Arising

HDMI
HIGH-DEFINITION MULTIMEDIA INTERFACE
2.0



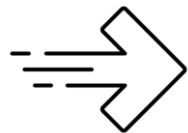
HDMI™ 2.1

SUPERSPEED+
CERTIFIED **USB**
10 Gbps



CERTIFIED
USB 40™
Gbps

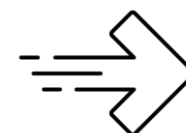
D
1.4



DisplayPort 2.1

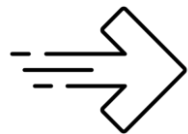


THUNDERBOLT™
4



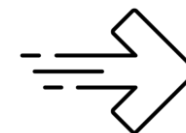
THUNDERBOLT™

Wi-Fi
CERTIFIED **5**



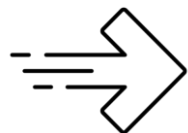
Wi-Fi
CERTIFIED **6**

PD 3.0



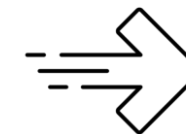
PD 3.1

720p HD
1080p FULL HD
2K QUAD HD



4K ULTRA HD
6K ULTRA HD
8K ULTRA HD

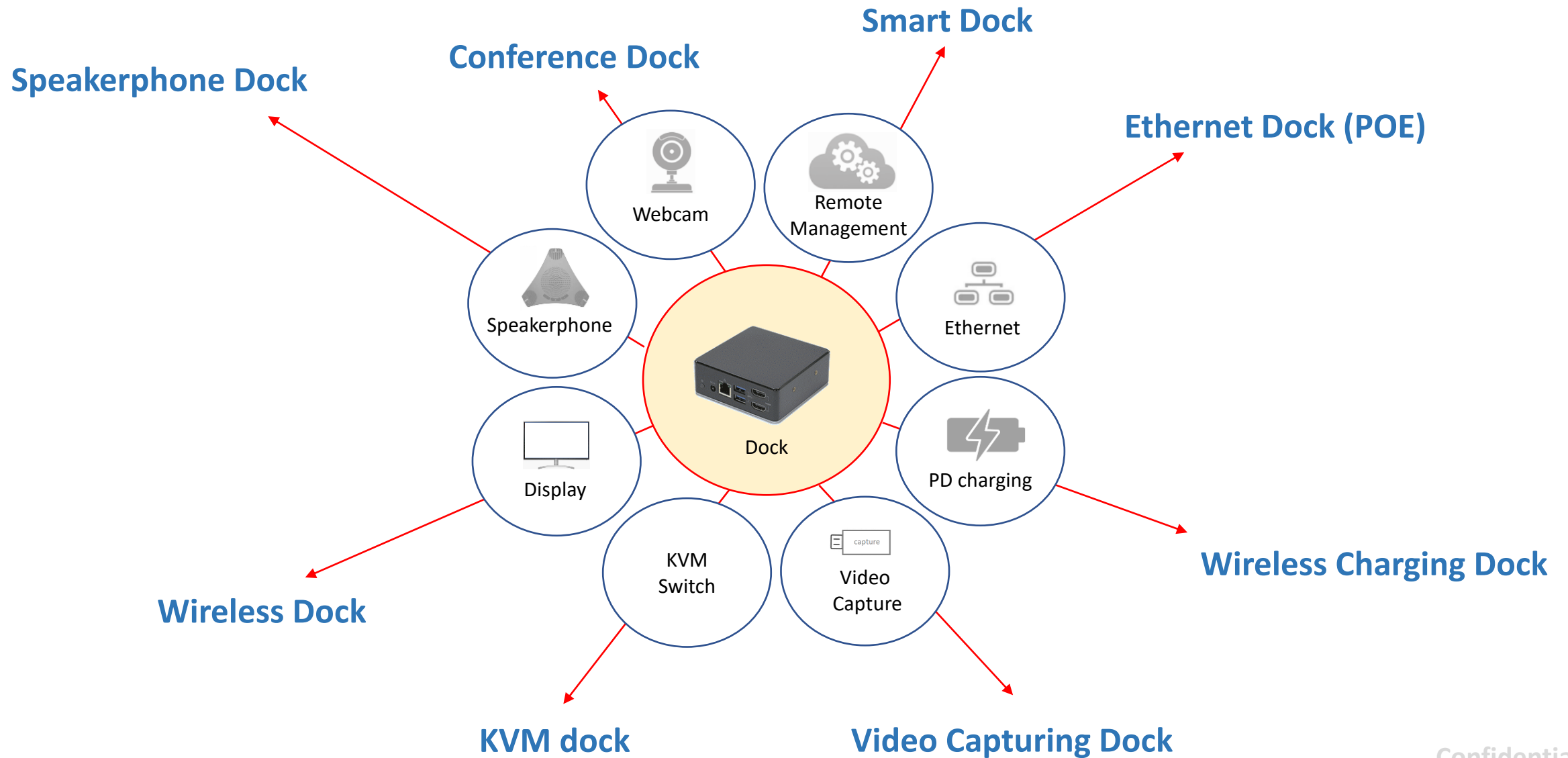
1 Gbps



2.5G

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Expanding the Market with new Applications



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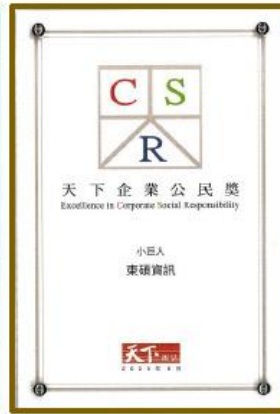
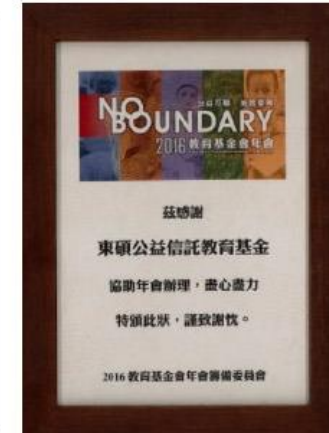
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Good Way Technology

ESG



Good Way Technology is a Socially Responsible Company



Good Way Technology is a Happy Business



2022得獎名單

人才永續 幸福文華 幸福

2022幸福企業 得獎名單

 東碩資訊 東碩資訊股份有限公司 看更多職缺	 Panasonic 台灣松下多層材料 台灣松下多層材料股份有... 看更多職缺	 力晶積成電子 力晶積成電子製造 力晶積成電子製造股份... 看更多職缺	 智慧生活 亞太電信 亞太電信股份有限公司 看更多職缺
 廣達電腦 廣達電腦股份有限公司 看更多職缺	 英格爾科技 英格爾科技股份有限公司 看更多職缺	 大江生醫 大江生醫 大江生醫股份有限公司 看更多職缺	 宏華國際 中華電信子公司_宏華... 中華電信子公司_宏華... 看更多職缺
 京元電子 京元電子股份有限公司 看更多職缺	 FUNDAY 英語教育 FUNDAY英語教育 智擎數位科技股份有限... 看更多職缺	 LITEON 光寶科技 光寶科技 光寶科技股份有限公司 看更多職缺	 燭燭蘭 Pharmapops 金車生物科技 金車生物科技股份有限... 看更多職缺

Good Way's CSR Reports



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Good Way Invests into the Wellbeing of the Society



3 Time Award Winner
Sportive Company
Keeping Employees Healthy

Flea Market Donations
for Solitary Elderly



Lunar New Year Food Delivery
For Solitary Elderly



English Programs
for the less Fortunate Students

GW Beach
Cleaning Event



GW Marathon
Keeping Employees Fit

Innovation and Creativity Programs
for the less Fortunate Students



GW Climate Change
Awareness Program



GW Fitness Program

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Good Way: ISO 9001 / 14001

ISO 9001



ISO 14001



to Certificate Registration No. 44 100 092010
ISO 9001: 2015

GOOD WAY TECHNOLOGY CO., LTD.
3F, No. 135, Lane 235, Baociao Rd., Sindian Dist.,
New Taipei City 231, Taiwan

Certificate Registration No.	Location	Scope
44 100 092010-001	Good Way Technology Co., Ltd. 3F, No. 135, Lane 235, Baociao Rd., Sindian Dist., New Taipei City 231, Taiwan	Design Process
44 100 092010-002	Good Way Electronic (KunShan) Co., Ltd. No. 101, Hengchangjing Road, Zhoushi Town, Kunshan City 215337, Jiangsu, China	Design and Manufacturing Processes
44 100 092010-003	Good Way Technology Co., Ltd. 3F, 4F, No. 43, Zhongxing Rd., Xizhi Dist., New Taipei City 221, Taiwan	Design and Manufacturing Processes

to Certificate Registration No. 44 104 082611
ISO 14001: 2015

GOOD WAY TECHNOLOGY CO., LTD.
3F, No. 135, Lane 235, Baociao Rd., Sindian Dist.,
New Taipei City 231, Taiwan

Certificate Registration No.	Location	Scope
44 104 082611-001	Good Way Technology Co., Ltd. 3F, No. 135, Lane 235, Baociao Rd., Sindian Dist., New Taipei City 231, Taiwan	Design Process
44 104 082611-002	Good Way Electronic (KunShan) Co., Ltd. No. 101, Hengchangjing Road, Zhoushi Town, Kunshan City 215337, Jiangsu, China	Design and Manufacturing Processes
44 104 082611-003	Good Way Technology Co., Ltd. 3F, 4F, No. 43, Zhongxing Rd., Xizhi Dist., New Taipei City 221, Taiwan	Design and Manufacturing Processes

RBA Obtained by both Factories



Responsible Business Alliance

Advancing Sustainability Globally

Recognition that

Good Way Electronic (KunShan) Co., Ltd.

No.101, Hengchangjing Rd., Kunshan, Jiangsu,
3F, No.135, Ln.235, Baociao Rd., Sindian Dist., New,
Suzhou, Jiangsu, 215314
China

*Completed the RBA Validated Audit Process, achieving SILVER
Status without any priority findings, earning a score of 174.1*

Validated Audit Report: VAR-20221212-CN-02A01-1

Audit date: December 12, 2022

Certificate issue date: December 24, 2022

Expiration date: December 14, 2024

Robert F. Lederer
CEO, RBA



Responsible Business Alliance

Advancing Sustainability Globally

Recognition that

**GOOD WAY ELECTRONIC
(TAIPEI FACTORY)**

4F, No. 43, Zhongxing Rd., Xizhi Dist., New Taipei City, 221012,
Chinese Taipei

*Completed the RBA Validated Audit Process, achieving SILVER
Status without any priority findings, earning a score of 171.9*

Validated Audit Report: VAR-20230904-TW-01A01-1

Audit date: September 04, 2023

Certificate issue date: September 18, 2023

Expiration date: September 04, 2025

Robert F. Lederer
CEO, RBA

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ISO 14064

Certificate No: 04122GHG0022

VERIFICATION STATEMENT OF GHG EMISSIONS AT THE ORGANIZATION LEVEL

GOOD WAY ELECTRONIC(KUNSHAN)CO.,LTD.

Verification criteria : ISO 14064-1:2018

Venue / boundary : No.101, Hengchangjing Road, Zhoushi Town, Kunshan City, Jiangsu Province

Inspection coverage time : January 1, 2021- December 31, 2021

Total emissions : 3,718 tCO₂e

Cover the following activities :

All production and operation activities under the operational control approach related to greenhouse gas emissions of GOOD WAY ELECTRONIC(KUNSHAN)CO.,LTD., located at No.101, Hengchangjing Road, Zhoushi Town, Kunshan City, Jiangsu Province.

Greenhouse gas Category :

Category 1, Category 2

Release date of verification statement :

August 22, 2022.

CTI

CNAS

中国认可 审定核查 CNAS C041-V

General manager

Shenzhen CTI International Certification Co., LTD

Zone A 8F CTI Building, No.4 Liu Xian San Road, Xin'an Street, Bao'an District, Shen Zhen, China.

ISO 50001

Certificate No: 04121En20062R0

ENERGY MANAGEMENT SYSTEM CERTIFICATE

This is to certify that

GOOD WAY ELECTRONIC (KUNSHAN) CO., LTD

Unified Credit Record: 91320583729004831W

Registration Address:No.101,Hengchangjing Road,Zhoushi Town,Kunshan City,Jiangsu Province

Has been awarded this certificate for compliance with the standard

GB/T 23331-2020/ISO50001:2018 ; RB/T101-2013

Production/Business Address:No.101.Hengchangjing Road.Zhoushi Town,Kunshan City,Jiangsu Province

The places of energy conversion,storage,distribution and use within the scope of certification:No.101,Hengchangjing Road,Zhoushi Town,Kunshan City,Jiangsu Province

Scope:Goodway Electronics (Kunshan) Co., Ltd.,located at No.101, Hengchangjing Road,Zhoushi Town,Kunshan City,Jiangsu Province,Major energy activities in the design and production of computer converters, adapters and USB wires,Mainly divided into Production systems related to SMT,DIP,ASSY and Packaging,Auxiliary production systems related to power transformation & distribution system,air compression system, central air conditioning system,Others also involve office,dormitory and other ancillary production systems

Energy performance and energy management system boundary see annex

Issue

2021/11/23

Expiry

2024/11/22

Initial Issue

Recertification

The scope of certification under this certificate shall be used together with the effective regulatory and statutory requirements involved, which shall include but not be limited to administrative license, qualification scope and mandatory certification requirements, etc.

Surveillance conformity label should be pasted below for continual effectiveness of this certificate

第一次评审 合格标志

第二次评审 合格标志

CTI

CNAS

中国认可 国际互认 管理体系 MANAGEMENT SYSTEM CNAS C041-M

General manager

Shenzhen CTI International Certification Co., LTD

Zone A 8F CTI Building, No.4 Liu Xian San Road, Xin'an Street, Bao'an District, Shen Zhen, China.

You can seek the certificate details which are both on the CTI official website (www.cti-cert.org) and the Certification and Accreditation Administration of the People's Republic of China official website (www.cnca.gov.cn)

ISO 45001

Certificate No: 04121S30133R0M

OCCUPATIONAL HEALTH AND SAFETY MANAGEMENT SYSTEM CERTIFICATE

This is to certify that

GOODWAY ELECTRONIC(KUNSHAN) CO.,LTD

Unified Credit Record: 91320583729004831W

Registration Address:No.101 Hengchangjing Road Zhoushi Town Kunshan City Jiangsu province

Has been awarded this certificate for compliance with the standard

GB/T45001-2020/ISO45001:2018

Production/Business Address:No.101 Hengchangjing Road Zhoushi Town Kunshan City Jiangsu province (Phase 1)

Range of Products and Process:Design and production of computer converter, adapter and USB wire

Issue

2021/08/20

Expiry

2024/08/19

Initial Issue

Recertification

The scope of certification under this certificate shall be used together with the effective regulatory and statutory requirements involved, which shall include but not be limited to administrative license, qualification scope and mandatory certification requirements, etc.

Surveillance conformity label should be pasted below for continual effectiveness of this certificate.

第一次评审 合格标志

第二次评审 合格标志

CTI

IAF

CNAS

中国认可 国际互认 管理体系 MANAGEMENT SYSTEM CNAS C041-M

General manager

Shenzhen CTI International Certification Co., LTD

Zone A 8F CTI Building, No.4 Liu Xian San Road, Xin'an Street, Bao'an District, Shen Zhen, China.

You can seek the certificate details which are both on the CTI official website (www.cti-cert.org) and the Certification and Accreditation Administration of the People's Republic of China official website (www.cnca.gov.cn)

GOOD WAY http://www.goodway.com.tw

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KS Factory: Going Green



2022 Solar Powered Status

- Output: 1.26GWh
- Accounting for 34% of power usage
- Saving 733 tons of CO2 emissions



Confidential



<u>Name</u>	<u>Response</u>	<u>Year</u> 	<u>Status</u>	Score
Good Way Technology Co., Ltd	Climate Change 2022	2022	Submitted	Not Available
Good Way Technology Co., Ltd	Water Security 2022	2022	Submitted	Not Available

Note: Not all companies requested to respond to CDP do so. Companies who are requested to disclose their data and fail to do so, or fail to provide sufficient information to CDP to be evaluated will receive an F. An F does not indicate a failure in environmental stewardship.

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Company Introduction

4

Operation Direction

2

Product Introduction

5

Social Responsibility

3

Business Performance

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Q&A

Confidential



Thank You.