



Good Way Technology Co., Ltd.

Corporate Briefing

December 1, 2023



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Agenda

1 Company Introduction

4 Operation Direction

2 Product Introduction

5 Social Responsibility

3 Business Performance

6 Q&A

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1 Company Introduction

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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 丶 IoT 丶 PC
Peripherals**



Certification: ISO Certified



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

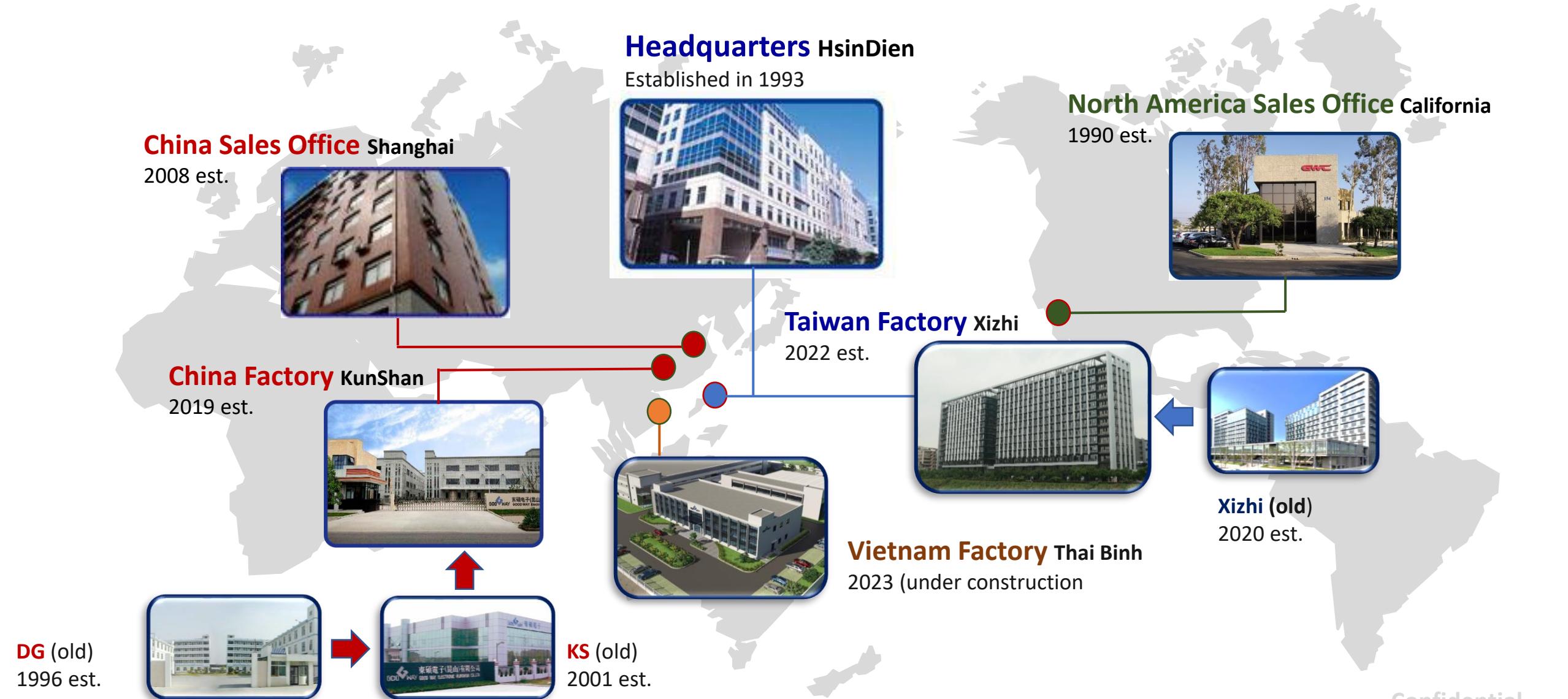


**ODM/OEM
Expertise**

**Innovative
Technology**

**Manufacturing
Quality**

Global Operations



Good Way is a very Innovative ODM Company



Computex



qualified
device
Amazon FreeRTOS



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1 Company Introduction

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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



ential

Docking Stations is our Main Product Line



← Charging

NB Bus Interface

- USB4 / Thunderbolt 4
- USB-C / USB3.0

Video Conferencing



Ethernet



Multiple Monitors



Extension →



1 Connection,
Unlimited Possibilities



Storage, Keyboards, Mouse, Printers

Phone/Pad Charging

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Work Performance is Increased by 42%



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Good Way Technology

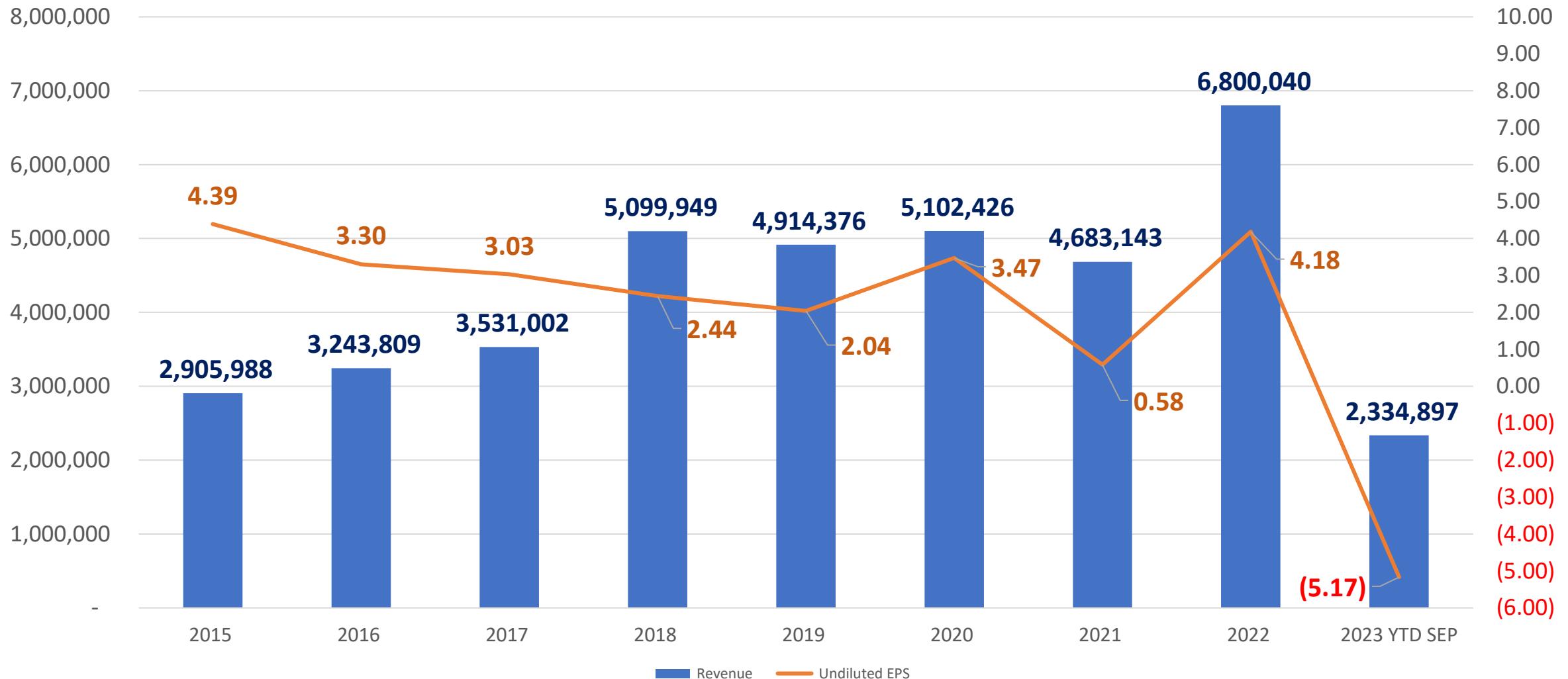
Business Performance





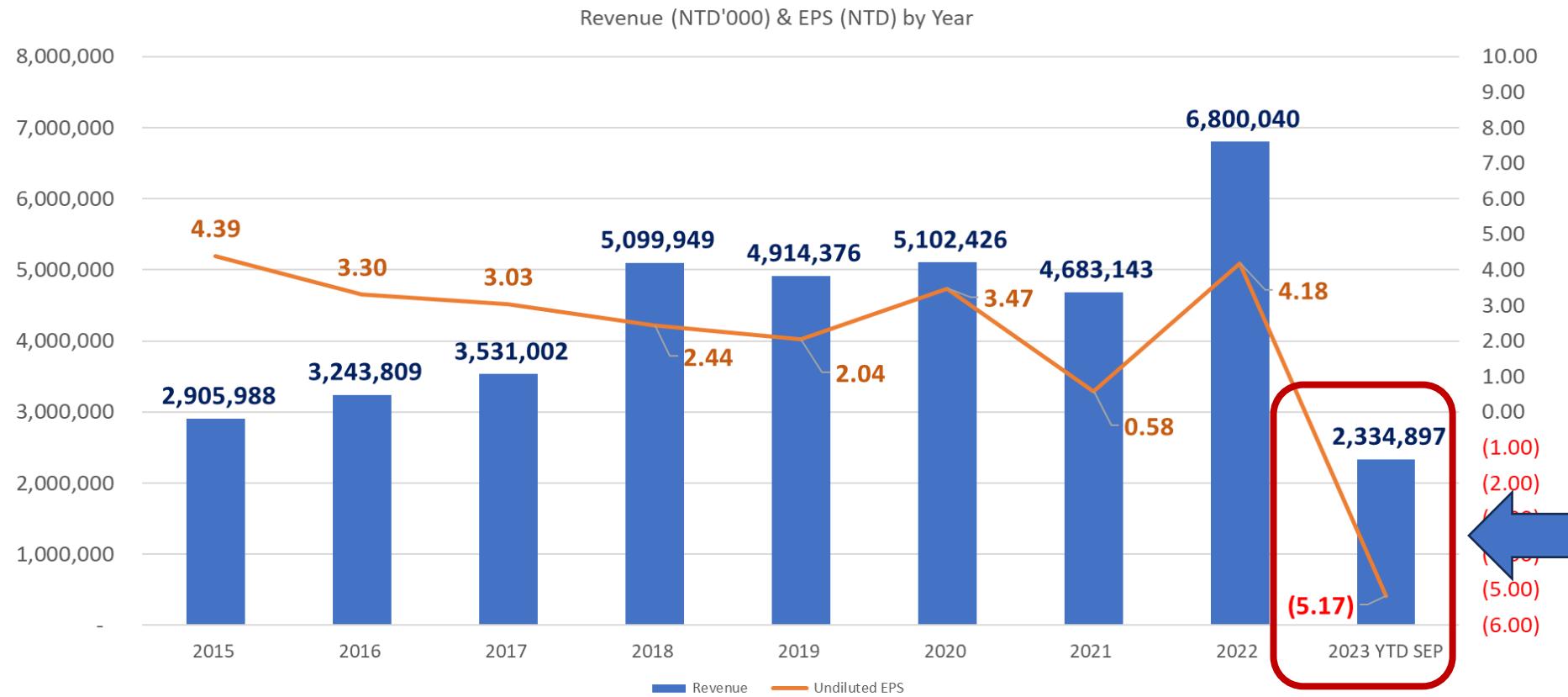
2015-2023 YTD Revenue & Net Profit (Loss)

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



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COVID→Inventory into Allowance→Allowance Written Back



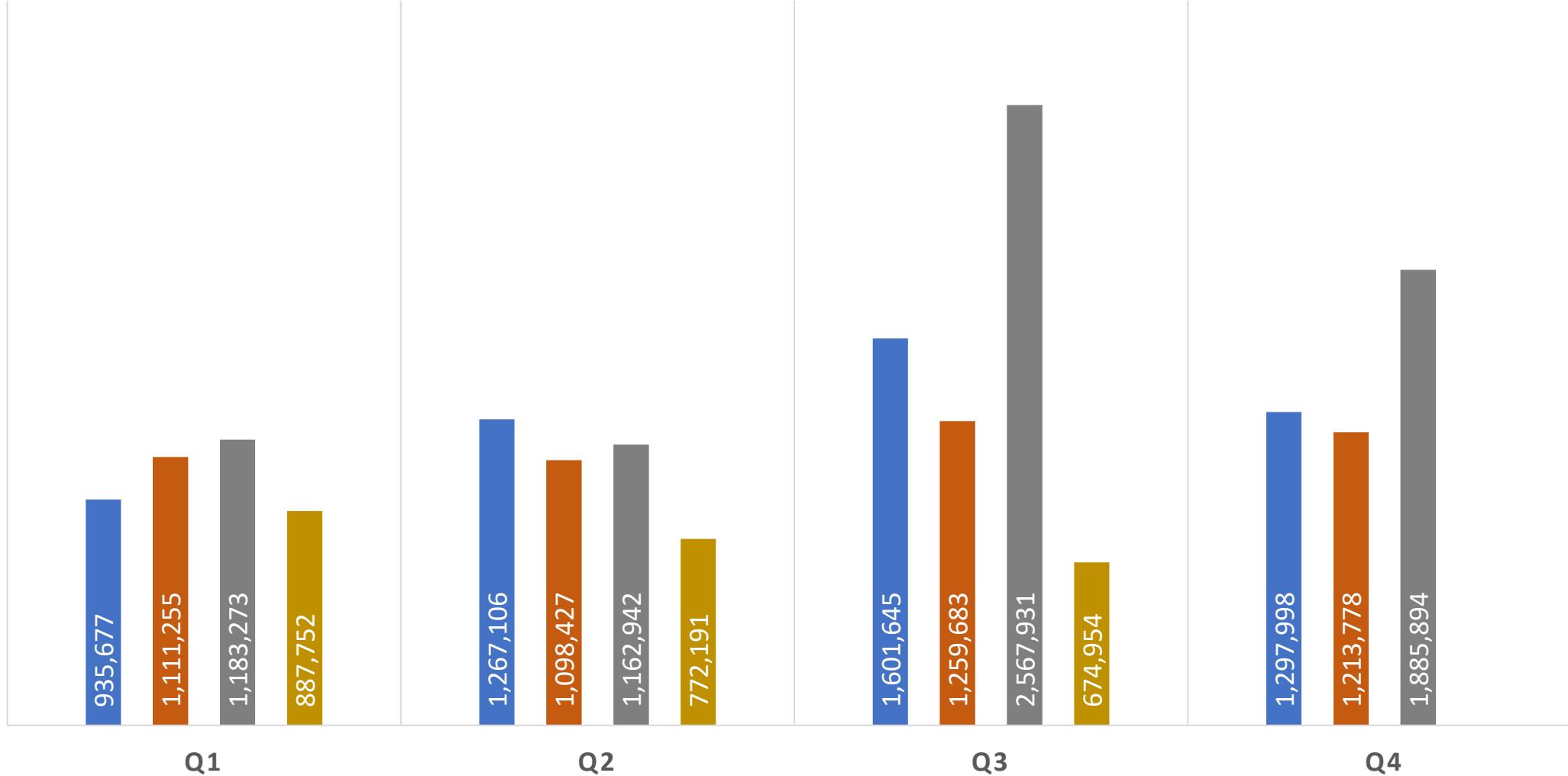
Approx. -3.52 of EPS is
in Allowance. Can be
written back when the
goods are made and
shipped out.

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Revenue Broken Down into Quarters (NTD '000)

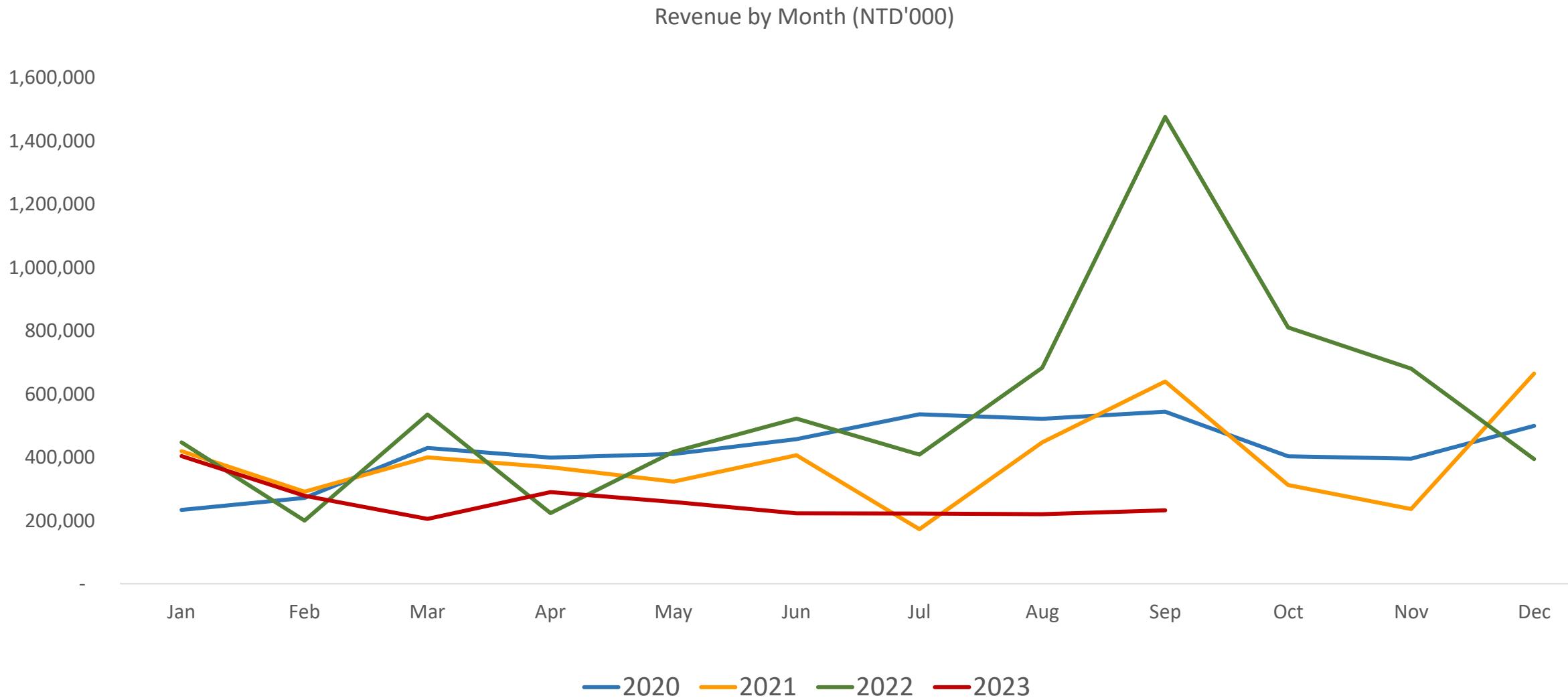
■ 2020 ■ 2021 ■ 2022 ■ 2023



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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	2023/9/30		2022/12/31		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	2023/9/30		2022/12/31		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)

ntial



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



China Factory: KunShan



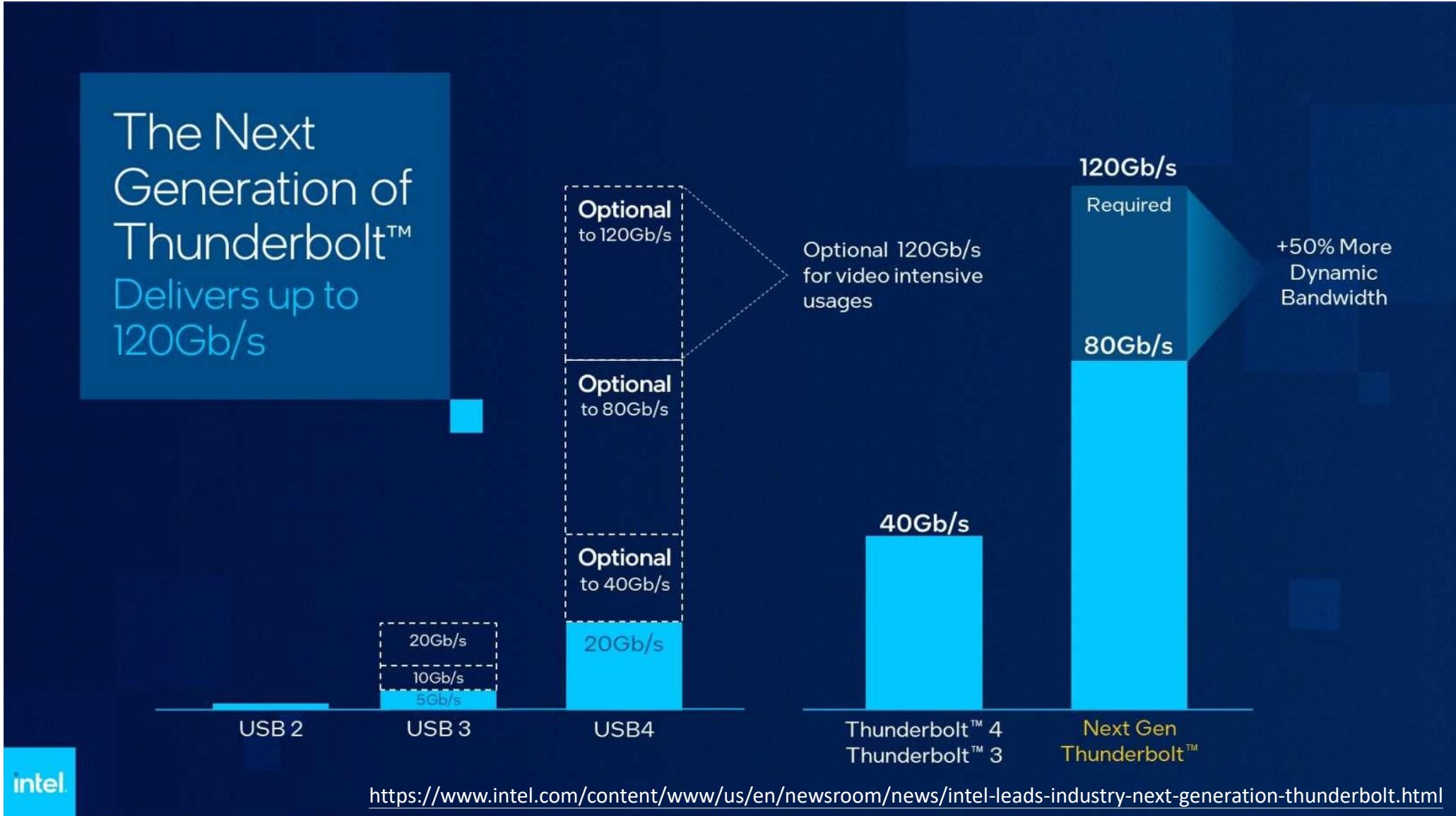
Vietnam Factory: ThaiBinh



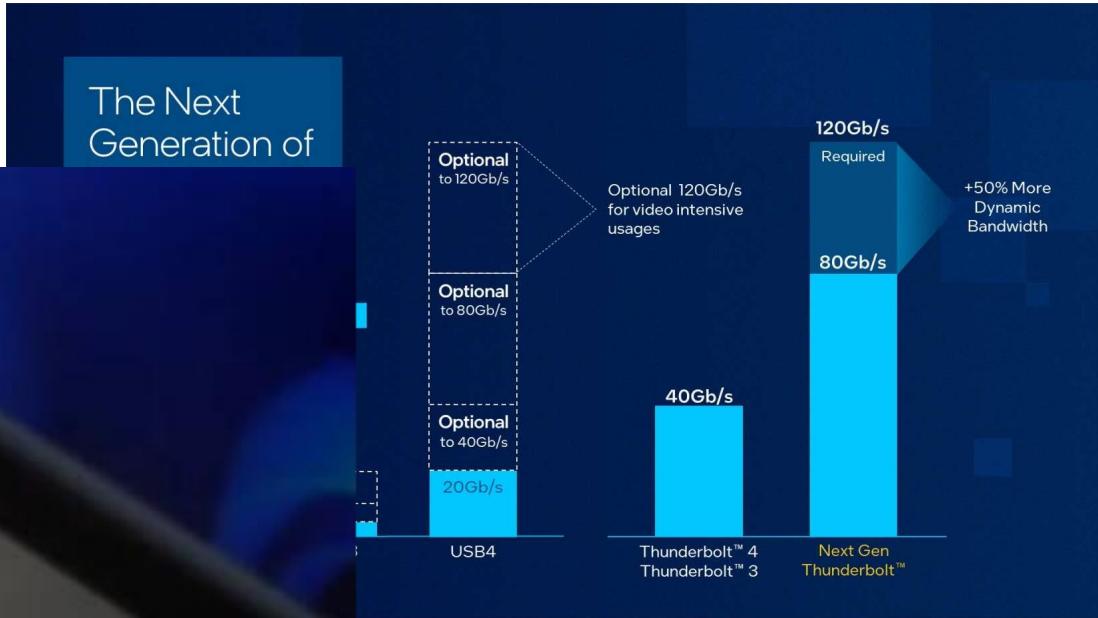
Coming Soon
MP Expected in
Q4 2024

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Good Way Launches Thunderbolt 5

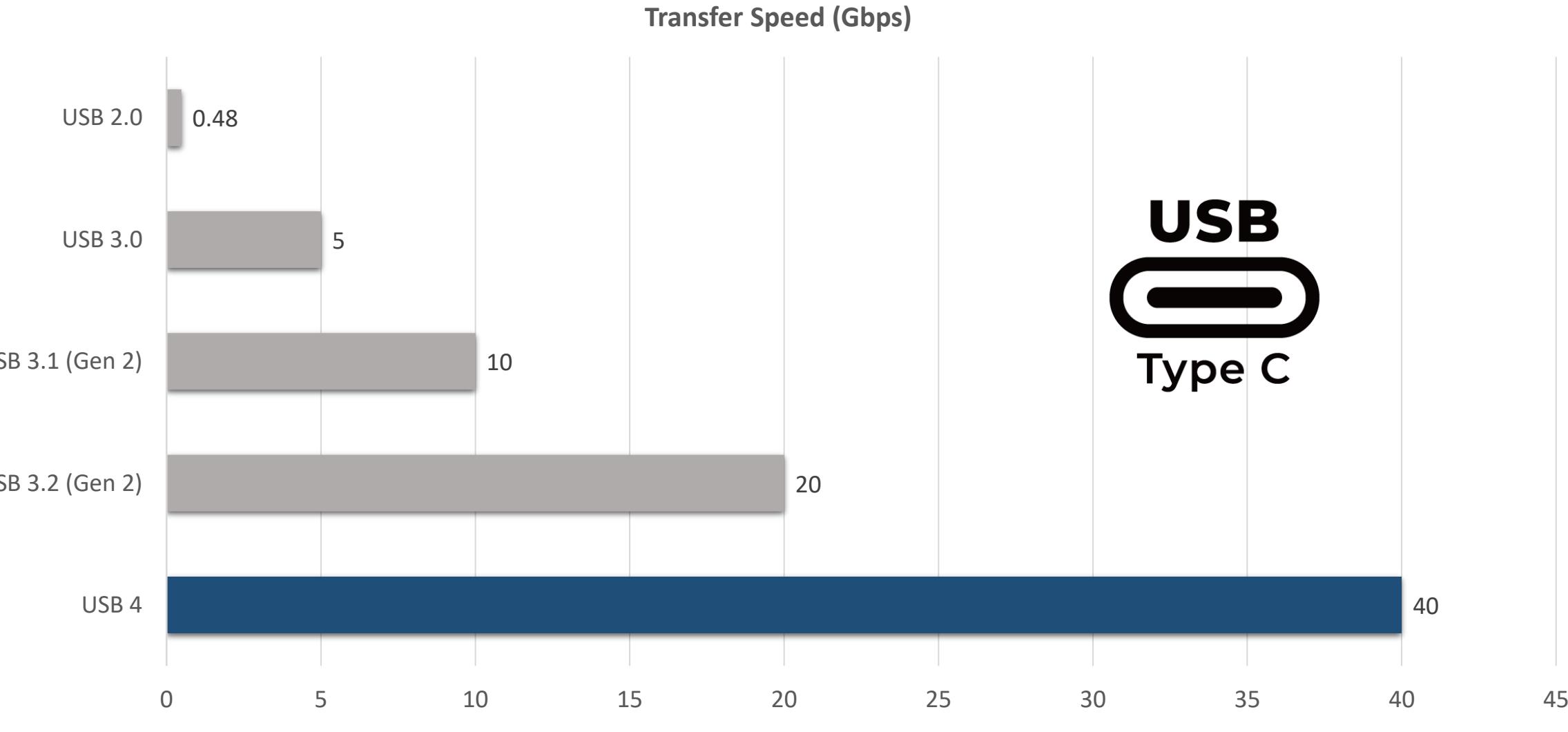


Good Way Lead the Industry



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USB 4.0 is another Important Development



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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



Universal Dock

- 120W
- 150W



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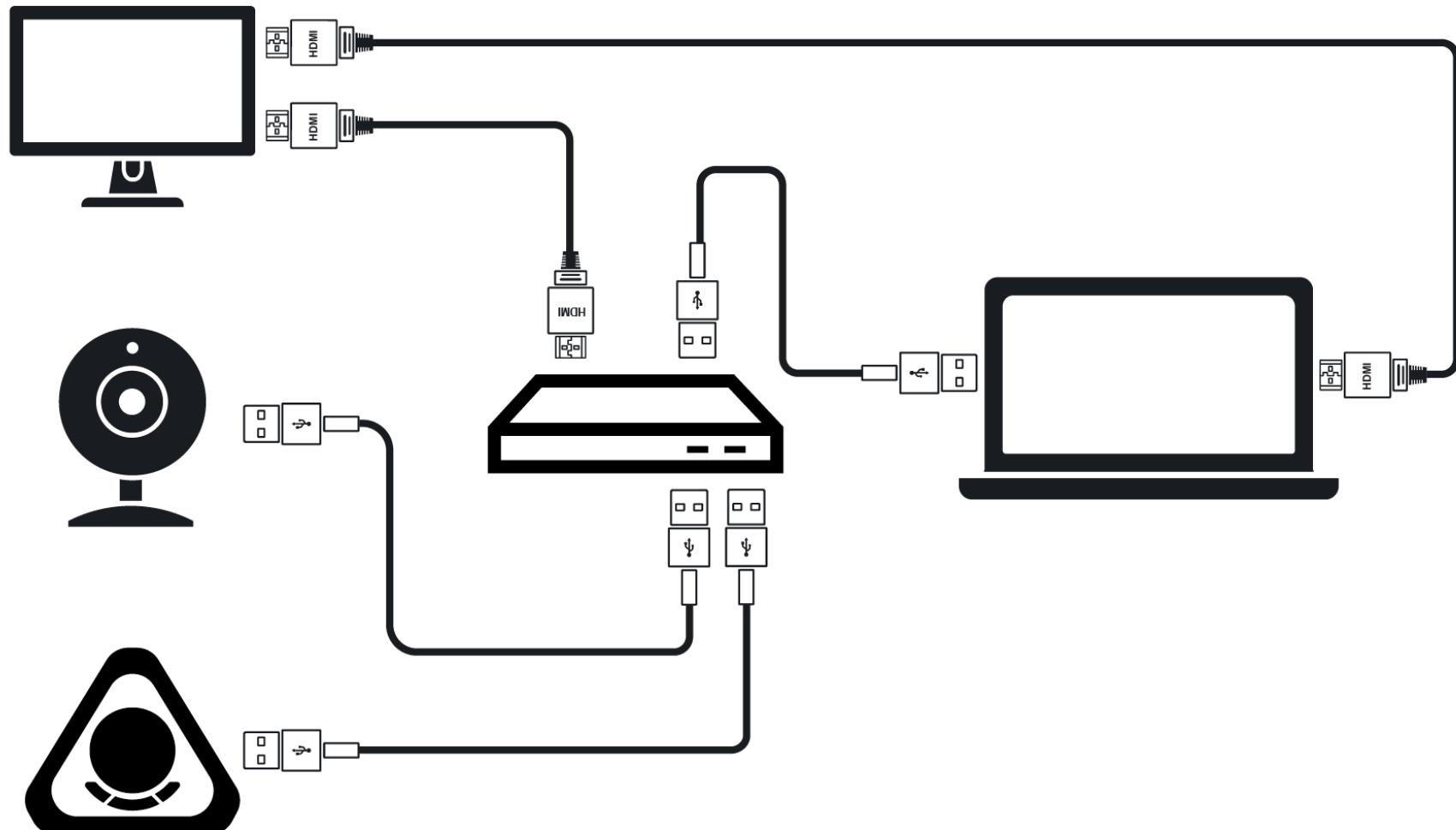
Wireless Charging

- NB
- Phones
- Pads
- Earphones



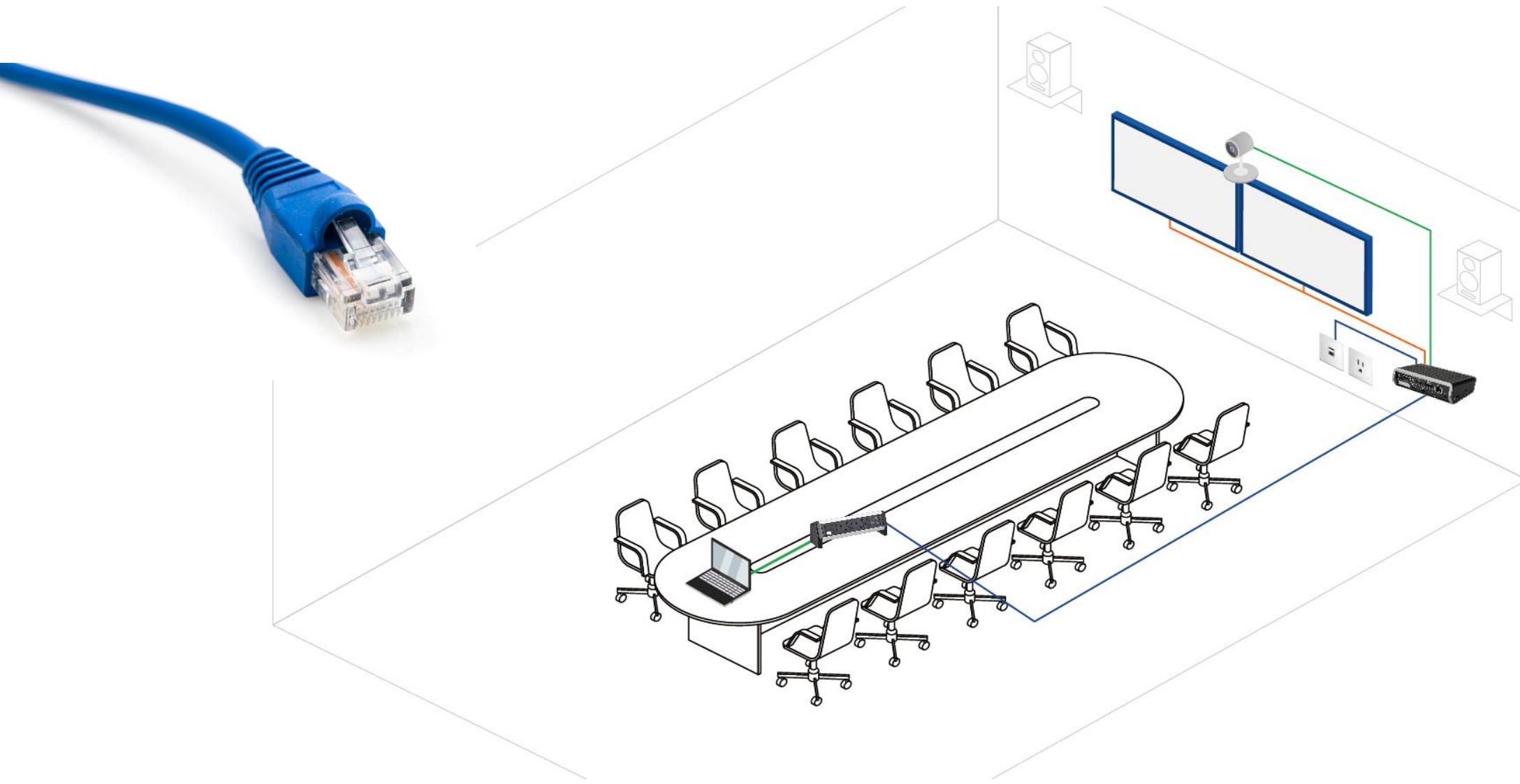
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Launching Docking Stations for Meeting Rooms



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Using LAN as Connecting Interface for Docking Stations



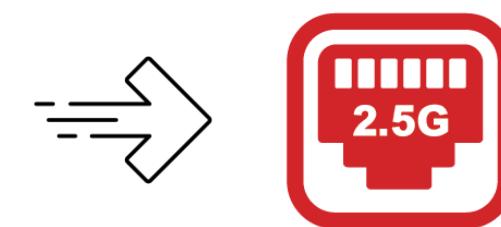
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Growing with Every Specification Upgrades



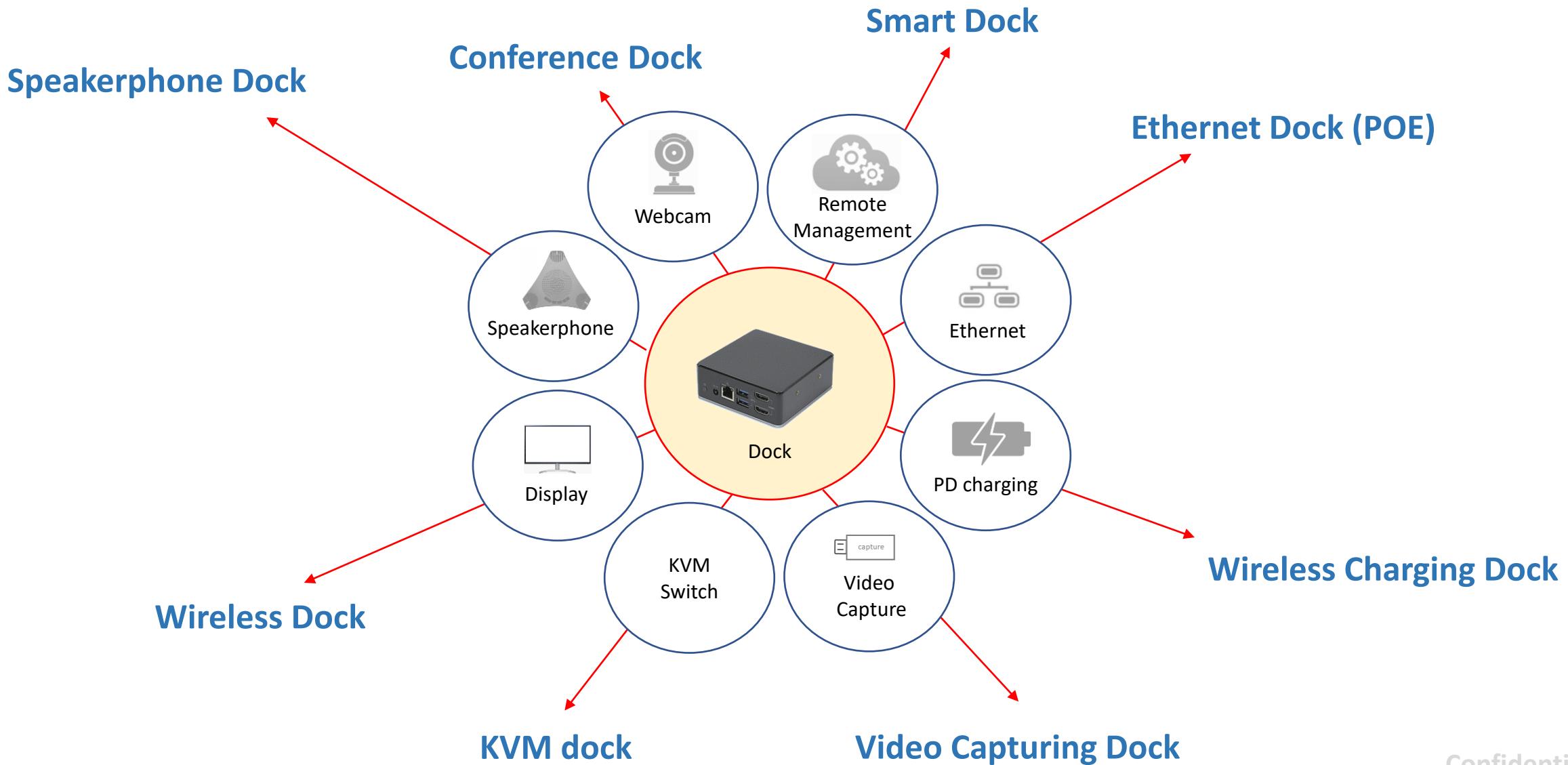
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New Business Opportunities Keep Arising



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Expanding the Market with new Applications



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Good Way Technology

ESG



Good Way Technology is a Socially Responsible Company



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Good Way Technology is a Happy Business



2022得獎名單

人才永續

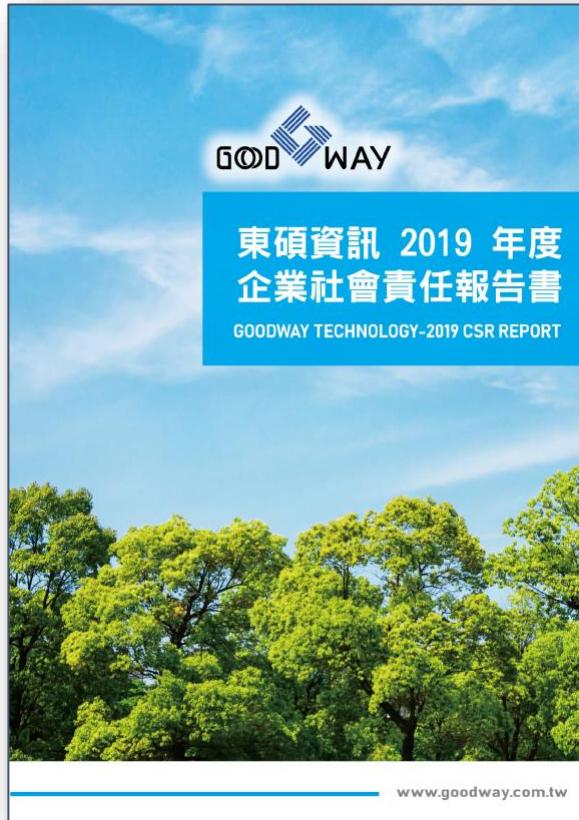
幸福文章

幸福

2022幸福企業得獎名單

GOOD WAY 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限公司 看更多職缺	PSMC 力晶積成電子 力晶積成電子製造股份有限公司 看更多職缺	GT 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
KYEC 京元電子 京元電子股份有限公司 看更多職缺	FUNDAY 英語教育 智擎數位科技股份有限公司 看更多職缺	LITEONI 光寶科技 光寶科技股份有限公司 看更多職缺	蝴蝶蘭 金車生物科技 金車生物科技股份有限公司 看更多職缺

Good Way's CSR Reports



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Good Way Invests into the Wellbeing of the Society



Flea Market Donations
for Solitary Elderly



Lunar New Year Food Delivery
For Solitary Elderly



3 Time Award Winner
Sportive Company
Keeping Employees Healthy



English Programs
for the less Fortunate Students

GW Beach
Cleaning Event



GW Marathon
Keeping Employees Fit



GW Climate Change
Awareness Program

Innovation and Creativity Programs
for the less Fortunate Students



GW Fitness Program

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Good Way: ISO 9001 / 14001

ISO 9001



CERTIFICATE

Management system as per
ISO 9001: 2015

The Certification Body TÜV NORD CERT GmbH hereby confirms as a result of the audit, assessment and certification decision according to ISO/IEC 17021-1:2015, that the organization

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

with the locations according to the annex

operates a management system in accordance with the requirements of ISO 9001:2015 and will be assessed for conformity within the 3 year term of validity of the certificate.

Design and Manufacturing of Computer Cables and Adaptors, KVM Switches, Lan Products and Thunderbolt, USB & IEEE 1394 Peripheral Products (Adaptors, Dockings), Internet of Things (Controllers, Sensors, Switches) and Electronic Products (Audio/Video)

Certificate Registration No. 44 100 092010
Audit Report No. 2.5-0342/2020

Valid from 2020-12-29
Valid until 2023-12-28
Initial Certification 2009-01-02

Certification Body
at TÜV NORD CERT GmbH

TÜV NORD CERT GmbH Langemarckstrasse 20 45141 Essen www.tuev-nord-cert.com



ISO 14001



CERTIFICATE

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Certificate Registration No. 44 104 082611
Audit Report No. 2.5-0342/2020

Valid from 2020-12-29
Valid until 2023-12-28
Initial Certification 2008-12-29

Certification Body
at TÜV NORD CERT GmbH

TÜV NORD CERT GmbH Langemarckstrasse 20 45141 Essen www.tuev-nord-cert.com



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



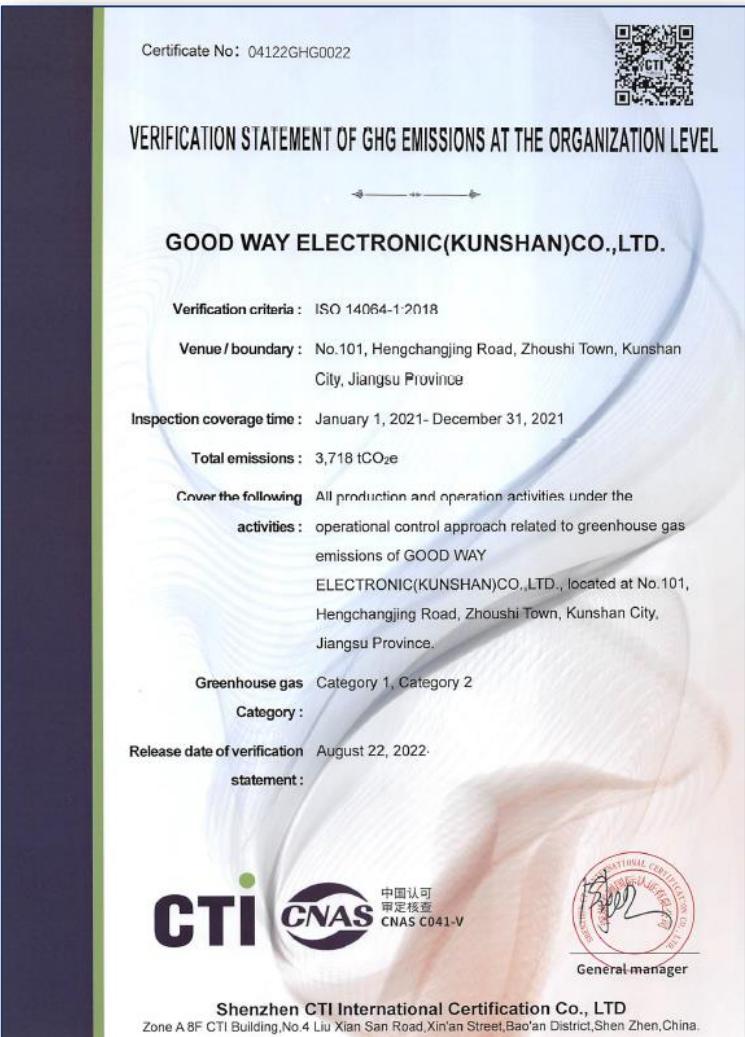
Robert F. Lederer
CEO, RBA

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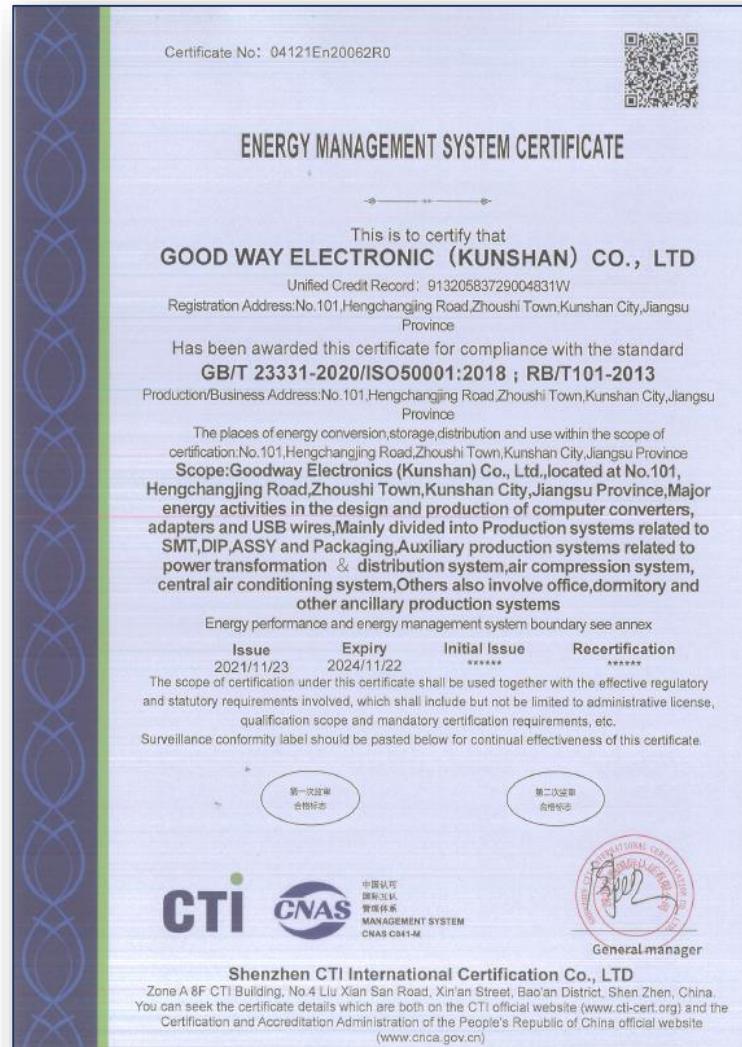


KS Factory: ISO 14064 / 50001 / 45001

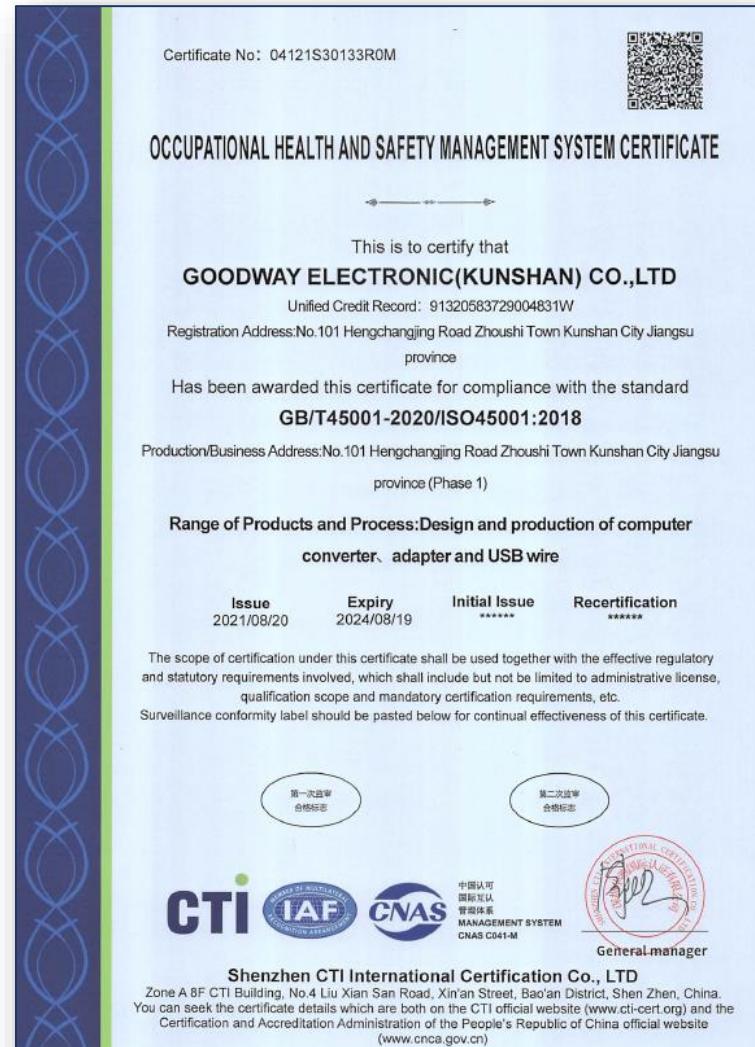
ISO 14064



ISO 50001



ISO 45001



KS Factory: Going Green



2022 Solar Powered Status

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



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CDP Submission of CO2e Data

[More...](#)[Sign in](#)[About us](#) [Our work](#) [Why disclose?](#) [Become a member](#) [Data and insights](#)

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

