



Good Way Technology Co., Ltd.

2024 Corporate Briefing (2024/11/19)

Accounting Manager

Henry Kuo

Finance Manager

Sabina Lee

CFO & Spokesperson

Gen Shueh

Deputy Spokesperson

Coco Lai

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GOOD WAY TECHNOLOGY

3272.Tpex (2014.8.26)

About the Company

1993	Robert Tsao	Taiwan	> 1100	NTD611mn	> 100	TW/CN/VN	USA/CHN
Inception	Chairman	HQ Location	Number of Staff	Paid in Capital	RD Staff	Factory Locations	Sales Offices

Leading for Decades

Business Scope & Key Products

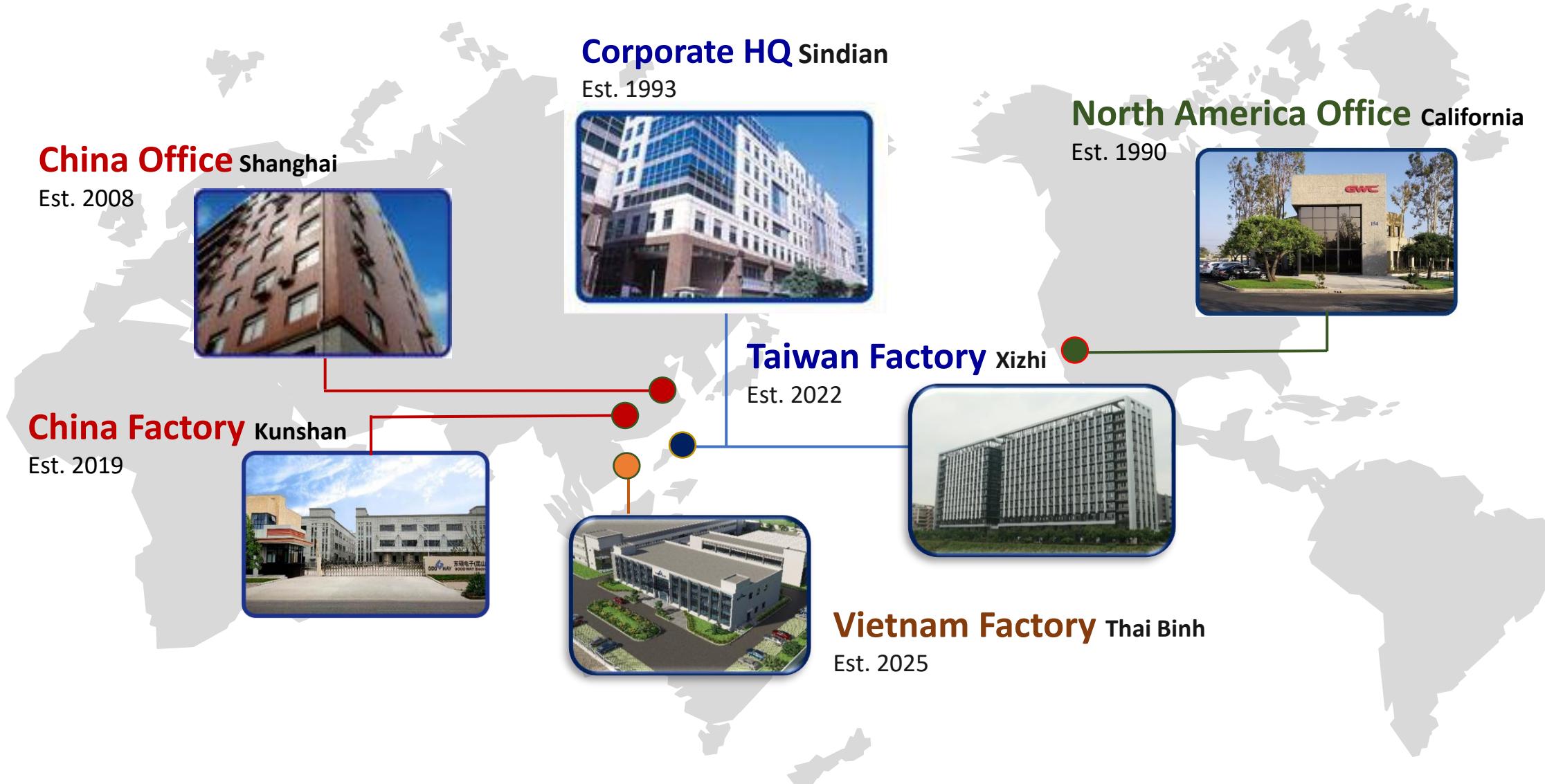
Business Scope

Good Way is a professional ODM manufacturer, covering everything from product design, production, testing, sales to after-sales service.

Key Products

Good Way focuses on the computer peripherals industry. Its main products currently include expansion docks, share hubs, signal converters, hubs, and adapters.

Global Presence



About the Factories



Kunshan Factory

Taipei Factory

Vietnam Factory

Location	Kunshan, China		
Date of Inception	April, 2001	Xizhi, Taiwan	November, 2023
Land Size	49,081m ²	7,181m ²	50,000 m ²
Number of Staff	> 550 人	> 300 人	(E) > 600 人
Certifications	ISO9001/14001/45001 ISO50001/14064-1/RBA, FOC	ISO9001/14001 ISO45001/50001/14064-1/RBA	New New
Annual Capacity	2,640,000 pcs	1,440,000 pcs	2,160,000 pcs
Monthly Capacity	220,000 pcs	120,000 pcs	180,000 pcs
SMT Lines	4	4	4
DIP Lines	4	1	1
Assembly Lines	8	2	4
Testing Lines	9	3	4
Packaging Lines	8	2	4

Product Lines



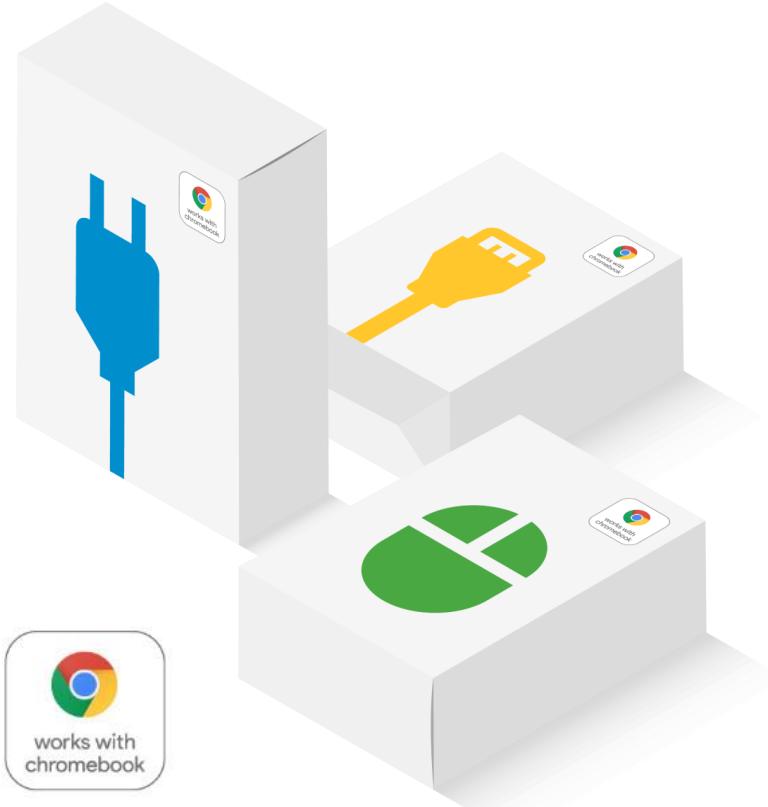
Computer Brands

PC Peripheral Brands

Channel Brands

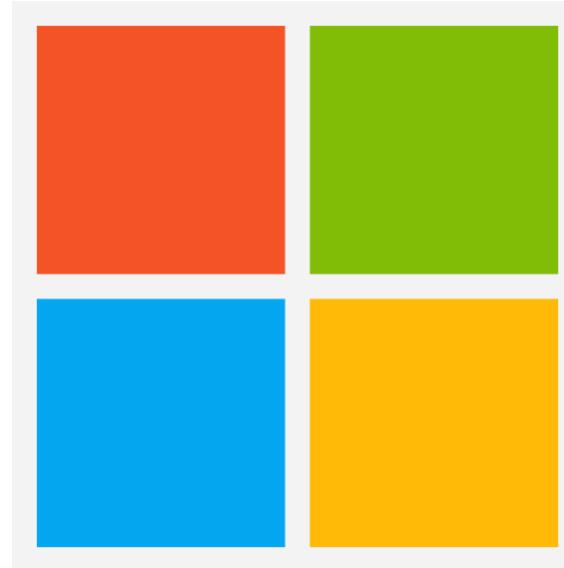
Leading the Market with Technology

Works With Chromebook



TBT 1 → TBT 2 → TBT 3 → TBT 4 → TBT (2025 Q1)

Our Customers sell in their Stores



Innovation and R&D Excellence

Continuously developing new products, new applications, and exploring all technological advancements



Participation in International Standards

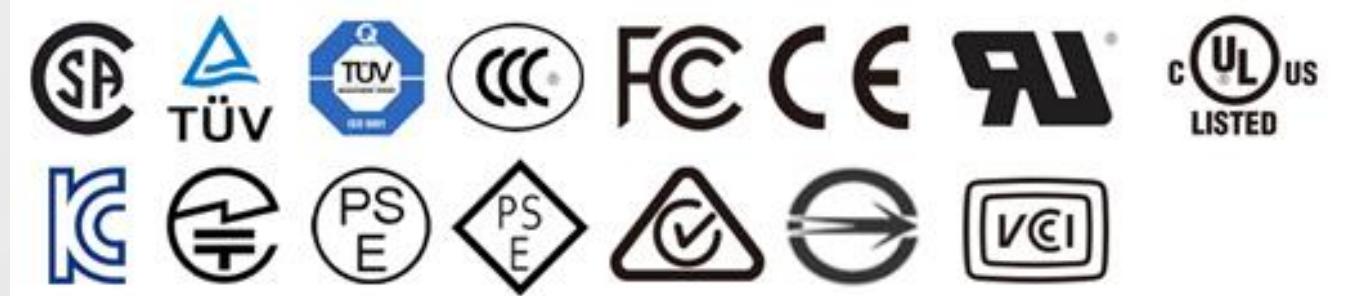
Creating Optimal Compatibility and Latest Technology Specification for our Products and Solutions



Stringent Certification and Compliance Requirements

No Compromise on Safety.

ESD & EMI to meet Tier 1 Demands.



Certificate	Compliance Articles
TUV	EN62368-1
FCC	Class A & Class B / Part 15B / Part 15C
CE	EN55022 / EN55035 / EN61000 / EN55015 / EN61547 / EN300220 / EN300328 EN301489-17 / EN301489-1 / EN30148-3 / EN302065 / EN62479
UL	UL60950 / UL62368 / UL61010 / UL244A / UL60730
CB	IEC60950-1 / UL62368-1 (2 nd ed & 3 rd ed)
CCC	GB4943, GB9254, GB17625
VCCI	V3 / VCCI32 / Class A & Class B
C-Tick	AS / NZS CISPR32
BSMI	CNS13438 / CNS14336-1

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Why is there Demand for Docking Stations?

Common Computer Port



Do you still remember this Age in time?



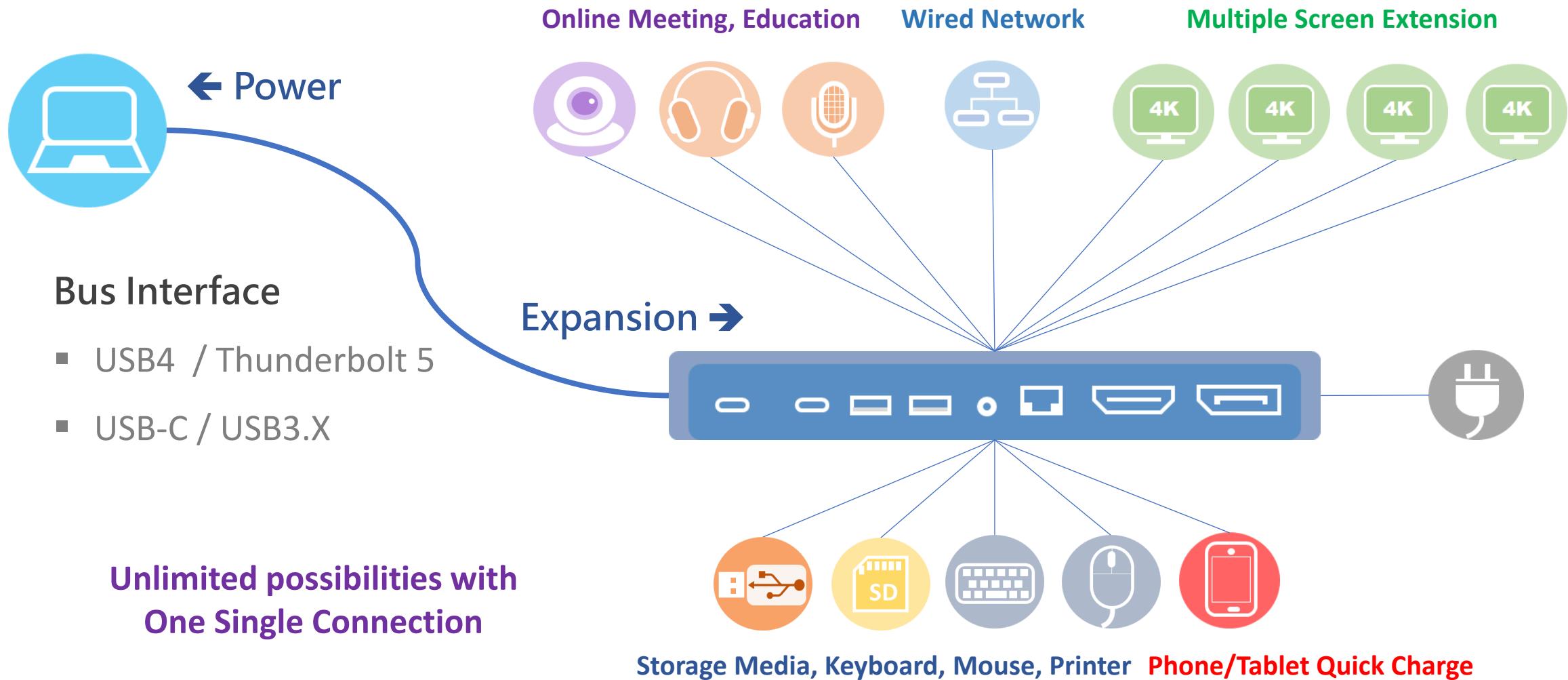
Times & Trends Change Rapidly



Times & Trends Change Rapidly



Main Focus : Docking Stations



Work Performance Increased by 42%



Industry Size and Outlook

Research Institute	Base Year	Forecast Year	CAGR
Research Nester	2024 USD1.77bn	2037 USD3.73bn	6.3%
Verified Market Research	2024 USD1.21bn	2031 USD1.82bn	5.2%
Future Market Insight	2024 USD1.7bn	2034 USD3.0bn	6.1%
Spherical Insights	2023 USD1.5bn	2033 USD2.2bn	3.9%
Maximize Market Research	2023 USD1.88bn	2030 USD2.77	5.7%

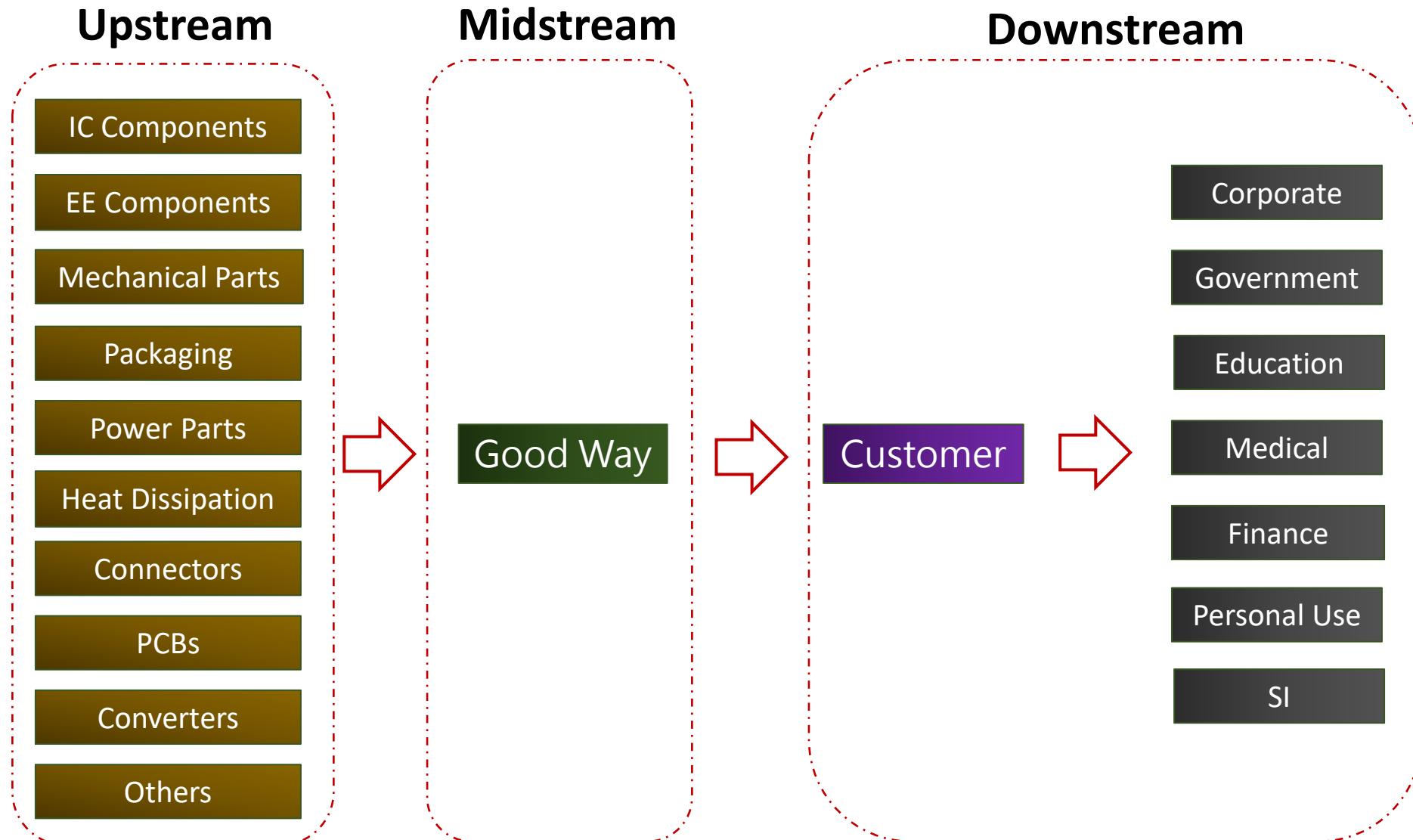
Devices that can be used with Docking Stations

2023 Output

- **NB** : 188mn sets
- **Tablets** : 128mn sets
- **Smart Phones** : 1.17bn sets



Vertical Structure



Size: Smaller, Thinner

Function: Single → Multiple

Data Speed: Faster

Price: Range → Cheaper

Internet Speed: Higher

Characteristic: HW only → HW + SW

Resolution: Higher

Material Build: More Environmental Friendly

Monitor Support: More

Transmission Mode: Wired → Wireless

Competition

PC Brand

Customers prioritize on quality. Main Players are system houses.

Characterized by: Limited Models, Large Quantities. Lower Gross Margins.

Channel Brand

Customers prioritize on variation and price. Main players are non-system houses.

Characterized by: Numerous Models, Small Quantities. Higher Gross Margins.

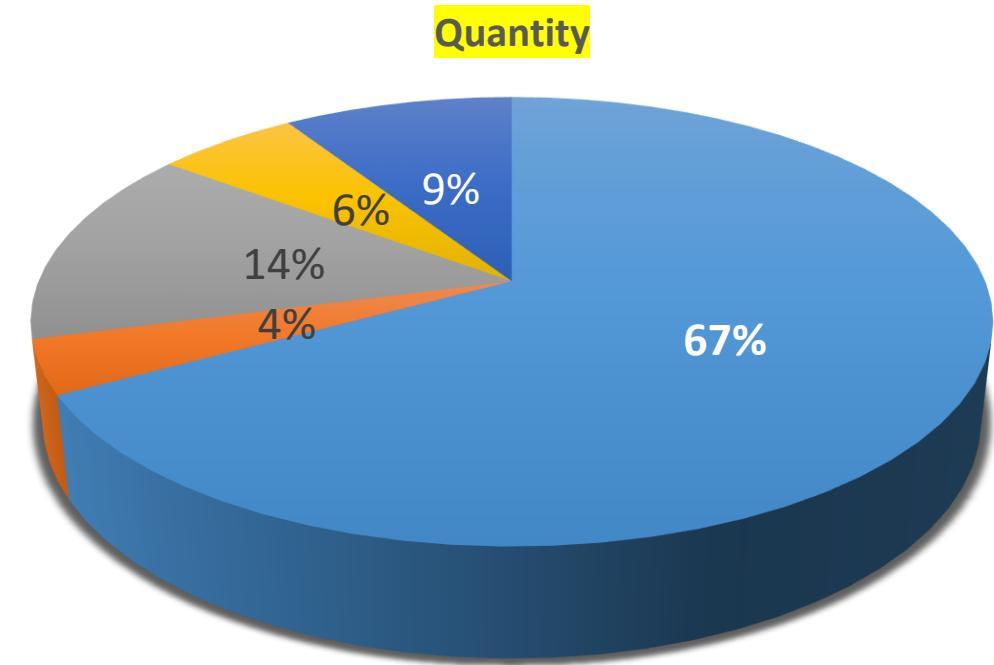
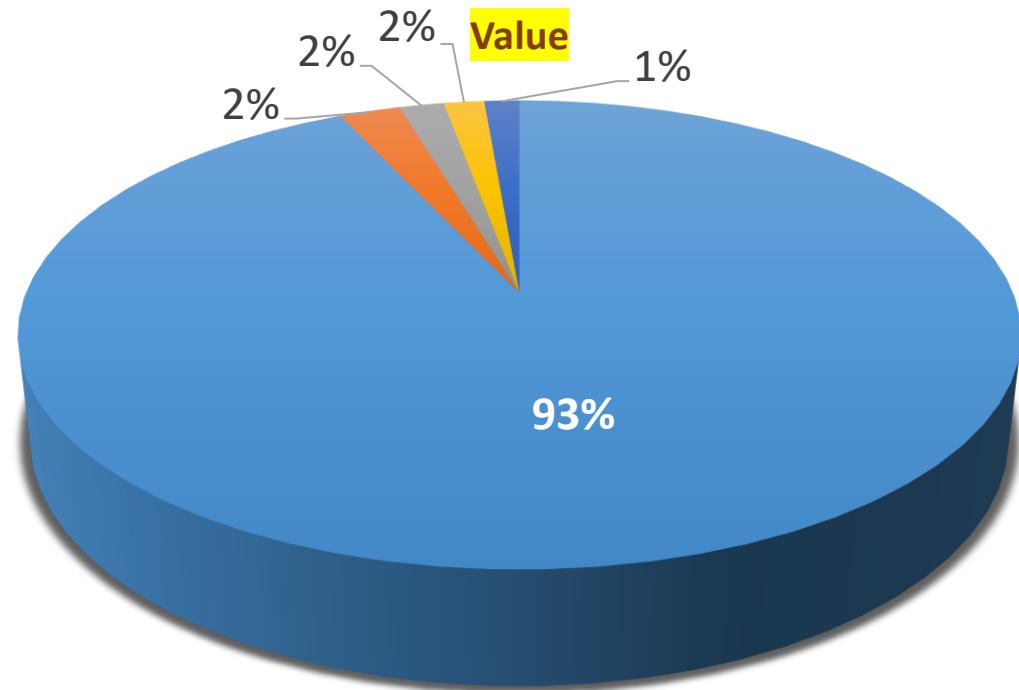
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Main Revenue Composition of 2024 is Docking Stations

Market & Production- Sales Overview

2024 Q3 YTD Product Mix is Mainly Composed of Docking Stations



■ Docks ■ Video Converter ■ Hub ■ Adapters ■ Others

■ Docks ■ Video Converter ■ Hub ■ Adapters ■ Others

2024 QoQ Simple Income Statement (NTD '000)

	Q1	Q2	Q3	Q3 YTD	Avg. GP Rate of 2024 Q3 YTD = 10.21%
Revenue	700,525	661,822	645,721	2,008,068	Vs.
Cost of Goods Sold	(631,913)	(586,925)	(584,269)	(1,803,107)	
Gross Profit	68,612	74,897	61,452	204,961	Avg. GP Rate of 2023 Q3 YTD = 2.33%
Operating Expenses	(116,592)	(132,559)	(128,360)	(377,511)	
Operating Income (Loss)	(47,980)	(57,662)	(66,908)	(172,550)	
Non Operating Income (Loss)	(22,082)	6,583	1,045	(14,454)	
Net Profit Before Tax	(70,062)	(51,079)	(65,863)	(187,004)	
Tax	3,230	1,164	403	4,797	
Net Profit After Tax	(66,832)	(49,915)	(65,460)	(182,207)	
Earning Per Share (Loss)	(1.09)	(0.82)	(1.07)	(2.98)	

Note: If discrepancies are found, please use the latest financial reports or annual reports published by the Market Observation Post System

2024 YoY Q3 Simple Income Statement (Rev: NTD '000)



	2023 Q3	2024 Q3
Revenue	680,236	645,721
Cost of Goods Sold	(640,691)	(584,269)
Gross Profit	39,545	61,452
Operating Expenses	(119,496)	(128,360)
Operating Income (Loss)	(79,951)	(66,908)
Non Operating Income (Loss)	(5,823)	1,045
Net Profit Before Tax	(85,774)	(65,863)
Tax	29,264	403
Net Profit After Tax	(56,510)	(65,460)
Earning Per Share (Loss)	(0.92)	(1.07)

2023 Q3 GP Rate 5.81% vs 2024 Q3 GP Rate 9.52%

	2023 Q3 YTD	2024 Q3 YTD
Revenue	2,340,179	2,008,068
Cost of Goods Sold	(2,308,835)	(1,803,107)
Gross Profit	31,344	204,961
Operating Expenses	(379,006)	(377,511)
Operating Income (Loss)	(347,662)	(172,550)
Non Operating Income (Loss)	3,965	(14,454)
Net Profit Before Tax	(343,697)	(187,004)
Tax	30,045	4,797
Net Profit After Tax	(313,652)	(182,207)
Earning Per Share (Loss)	(5.17)	(2.98)

2023 YTD Q3 GP Rate 1.34% vs 2024 YTD Q3 GP Rate 10.21%

Note: If discrepancies are found, please use the latest financial reports or annual reports published by the Market Observation Post System

2024/9/30 Simple Balance Sheet (Rev: NTD '000)

Consolidated Simple Balance Sheet of September 30, 2024

Cash and Cash Equivalents	824,598	Short-term Loans + Current portion of Long Term-Liabilities	262,779
Net Accounts Receivables	744,962	Accounts Payable	734,934
Inventory	868,031	Refund Liabilities – Current	182,508
Prepayments	50,128	Other Current Liabilities	266,401
Other Current Assets	54,265	Total Current Liabilities	1,446,622
Total Current Assets	2,541,984	Bonds Payable	270,454
Financial assets measured at fair value through other comprehensive income – non-current	18,980	Long-term Loan + Non-Current Liabilities	1,121,986
Investments accounted for using the equity method	4,044	Total Non-Current Liabilities	1,392,440
Property, Plant, and Equipment	1,441,709	Total Liabilities	2,839,062
Right-of-use assets	235,600	Common Stock Capital + Bond Conversion Warrant Certificates	611,768
Net Investment Property	11,193	Additional Paid in Capital	769,679
Deferred Income Tax Assets	92,010	Retained Earnings	189,050
Other Non-Current Assets	16,861	Other Equity	(47,178)
Total Non-Current Assets	1,820,397	Total Equity	1,523,319
Total Assets	4,362,381	Total Liabilities and Equity	4,362,381

Note: If discrepancies are found, please use the latest financial reports or annual reports published by the Market Observation Post System

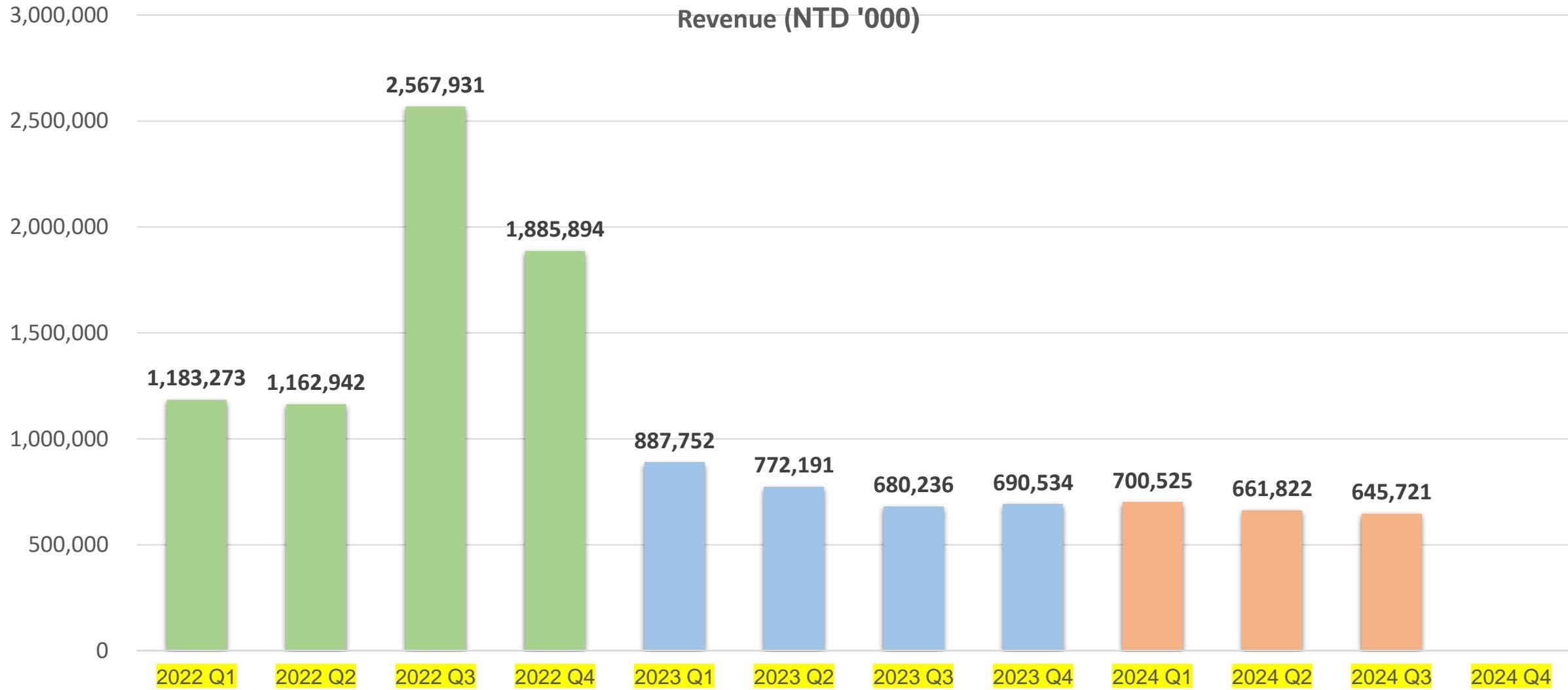
2024/9/30 Simple BS Comparison (Rev: NTD '000)



	2024/9/30	2023/12/31	2023/9/30
Current Assets	2,541,984	2,546,951	2,887,106
Non-Current Assets	1,820,397	1,669,798	1,695,571
Total Assets	4,362,381	4,216,749	4,582,677
Current Liabilities	1,446,622	1,472,546	2,297,105
Non-Current Liabilities	1,392,440	1,185,284	565,733
Total Liabilities	2,839,062	2,657,830	2,862,838
Common Stock Capital + Bond Conversion Warrant Certificates	611,768	611,680	611,680
Total Equity	1,523,319	1,558,919	1,719,839
Total Liabilities and Equity	4,362,381	4,216,749	4,582,677

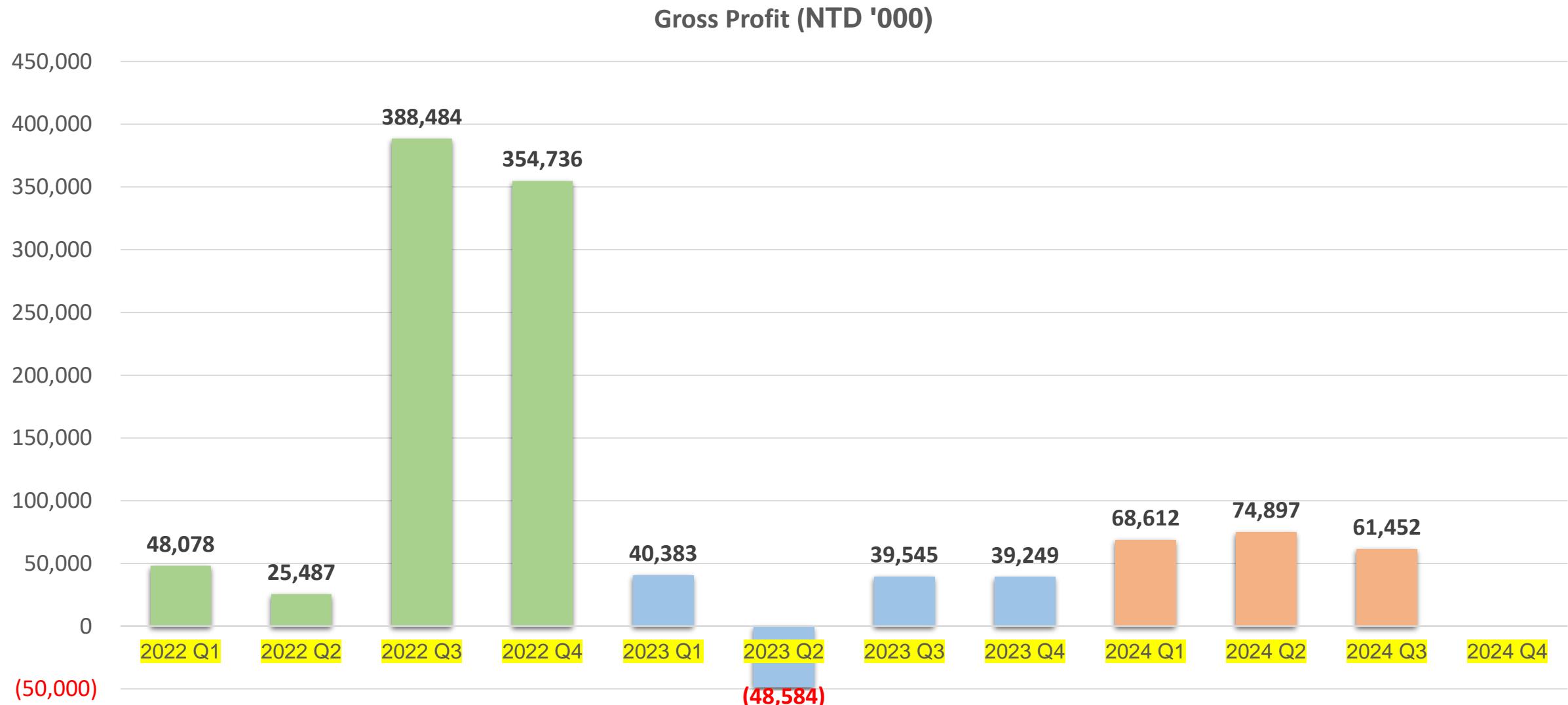
Note: If discrepancies are found, please use the latest financial reports or annual reports published by the Market Observation Post System

2022-2024 Revenue by Quarter (NTD '000)



Note: If discrepancies are found, please use the latest financial reports or annual reports published by the Market Observation Post System

2022-2024 Gross Profit by Quarter (NTD '000)

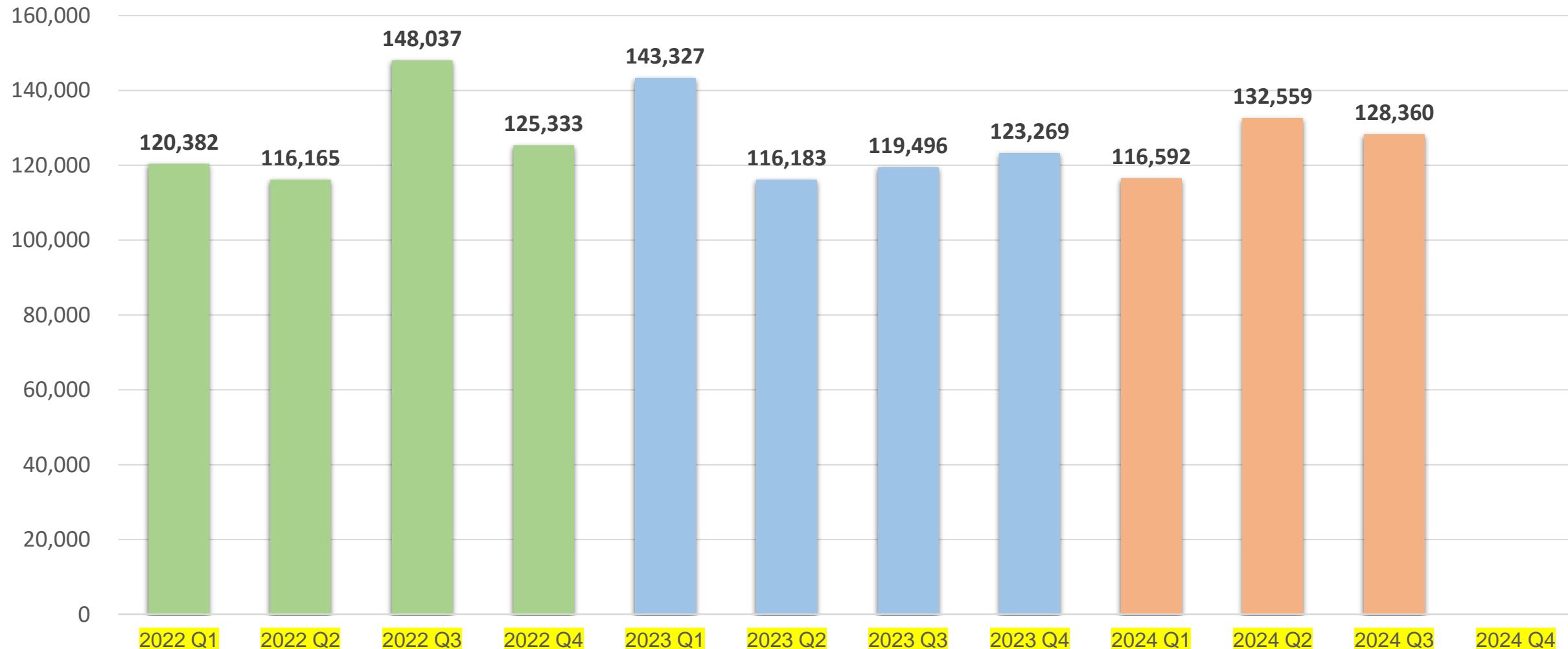


Note: If discrepancies are found, please use the latest financial reports or annual reports published by the Market Observation Post System

2022-2024 Operating Expenses by Quarter (NTD '000)



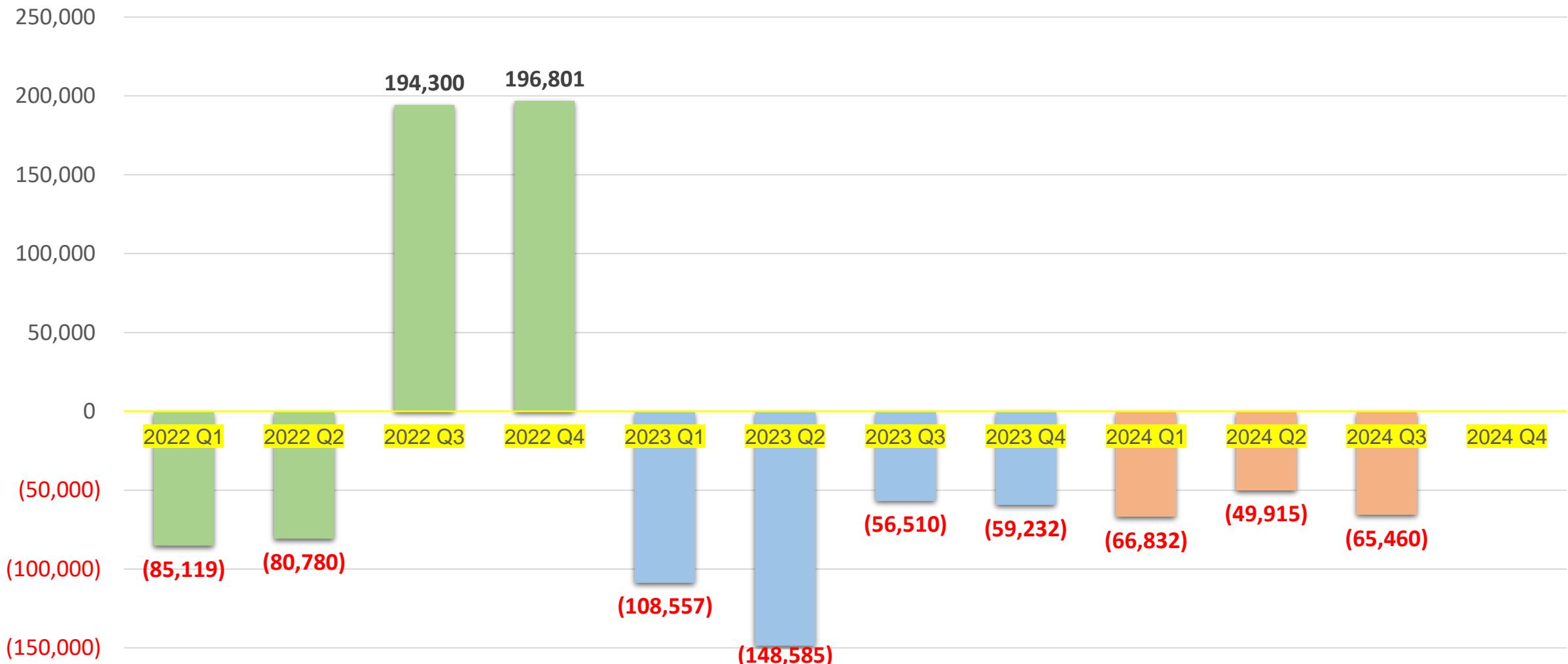
Operating Expenses (NTD '000)



Note: If discrepancies are found, please use the latest financial reports or annual reports published by the Market Observation Post System

2022-2024 Net Profit (Loss) by Quarter (NTD '000)

Net Profit after Tax NTD('000)



Note: If discrepancies are found, please use the latest financial reports or annual reports published by the Market Observation Post System

2018 - 2024 YTD Q3 Revenue & EPS (NTD '000; EPS: NTD)



Note: If discrepancies are found, please use the latest financial reports or annual reports published by the Market Observation Post System

Important Financial Indicators

Item	2023 Q1	2023 Q2	2023 Q3	2023 Q4	2024 Q1	2024 Q2	2024 Q3
Debt to Asset Ratio	57.29%	57.28%	62.47%	63.03%	64.12%	65.12%	65.08%
Long-term Funds to Fixed Assets Ratio	166.28%	154.79%	155.35%	193.03%	217.53%	208.88%	200.63%
Current Ratio	144.73%	138.97%	125.68%	172.96%	186.80%	174.95%	175.72%
Quick Ratio	74.01%	90.19%	84.32%	123.87%	139.14%	121.26%	112.25%
Financial Debt Ratio	76.87%	85.37%	96.24%	110.55%	111.47%	86.32%	89.64%

Note: For other Indicators, please access MOPS or our Annual Report.

Dividend Policy

The dividend policy is based on the environment and growth stage (to address future funding needs, long-term financial planning, and to meet shareholders' cash flow requirements). Dividends will be allocated from distributable earnings based on future operating conditions. Shareholder dividends should range from 10% to 100% of accumulated distributable earnings. Cash dividends will range from 10% to 100% of the total shareholder dividend, and stock dividends will range from 0% to 90% of the total shareholder dividend.

2019~2024 Distribution Status

Distribution Year	Relevant Year	Cash Dividend	Stock Dividend
2024	2023	0	0
2023	2022	1.7	1.2
2022	2021	1.019	0
2021	2020	1.8	0
2020	2019	0.8	0
2019	2018	1	0

<https://www.goodway.com.tw/tw/investor/shareholder/policy>

Mainly PC, Testing Equipment

KS Factory	NTD	7.45mn
TPE Factory	NTD	1.24mn
Others	NTD	0.82mn

VN Factory (Mainly Land, Construction, Equipment)

Land	VND	107,827,950,000
Construction	VND	172,000,000,000
Electrical System	VND	46,268,000,000
Supervision	VND	3,300,000,000
Interior Decoration	VND	8,400,000,000
Low Voltage System	VND	18,000,000,000

Others: Office equipment, production equipment, software, IT/OT, Tooling, Testing equipment, Production & Testing Instruments

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Operating Strategy

Focus on developing products with higher value and specifications.
Integrate Software into Hardware and to incorporate AI product features.

Opportunities & Challenges

Leverage high computational demands of AI powered PCs to develop smarter solutions.
Reduce costs to and increase differentiation to compete with low-price competitors.

Competitive Advantages

Emphasize on product safety, quality, and environmental sustainability.
Ensure eco-system compatibility and infuse intelligence into our solutions.

R&D Plans

Beyond stand alone products, prioritize creating an eco-system. Focus on TBT5, USB4, Chromebook Docks, GaN and Wireless technologies.

Patent Strategy

Continue investing in advanced technologies, wireless technologies, and hardware/software patents

Global Patent Deployment

45 Patents Granted and under maintenance ; 14 under Patent Pending Status

UK	
Granted	Pending
1	0

EU Patent Office	
Granted	Pending
1	3

China	
Granted	Pending
6	4

USA	
Granted	Pending
23	7

Taiwan	
Granted	Pending
14	0

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Corporate Governance Status

公司治理評鑑結果

	公布結果	東碩百分比
105年（第三屆）	前20%	21% - 35%
106年（第四屆）	前50%	21% - 35%
107年（第五屆）	100%	21% - 35%
108年（第六屆）	100%	21% - 35%
109年（第七屆）	100%	36% - 50%
110年（第八屆）	100%	51% ~ 65%
111年（第九屆）	100%	51% ~ 65%
112年（第十屆）	100%	51% ~ 65%

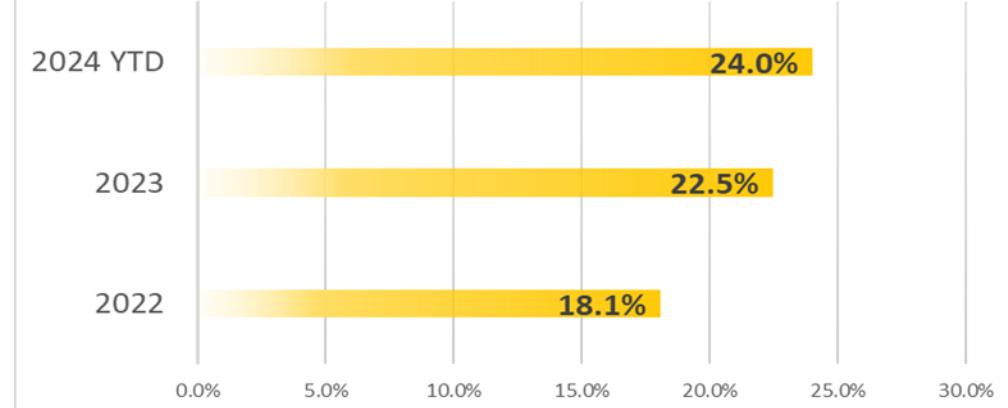
https://www.goodway.com.tw/tw/investor/company/Governance_Implementation/Implementation_Status

ESG Initiatives began in 2024

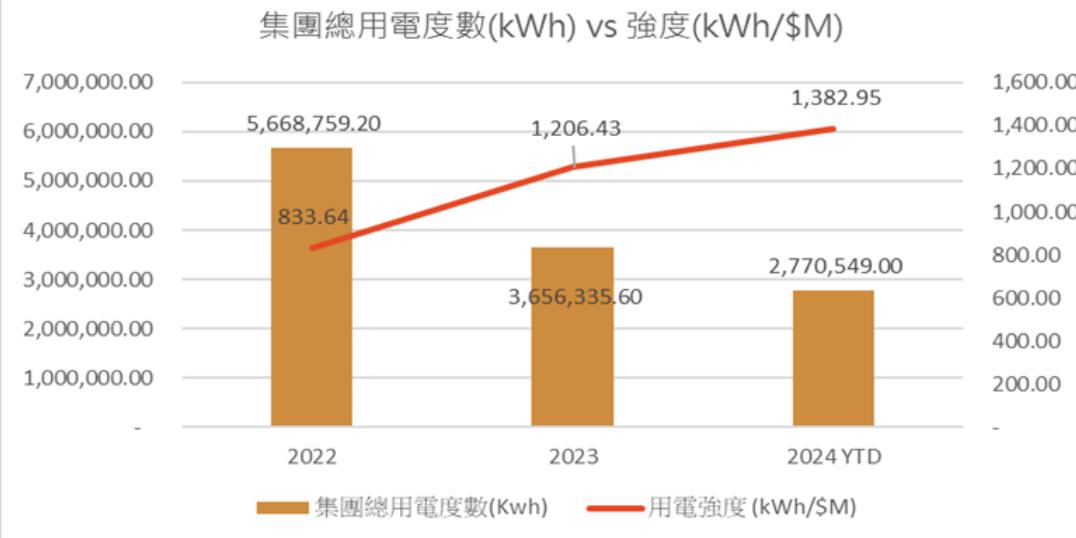
公司治理評鑑結果

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105年（第三屆）	前20%	21% - 35%
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107年（第五屆）	100%	21% - 35%
108年（第六屆）	100%	21% - 35%
109年（第七屆）	100%	36% - 50%
110年（第八屆）	100%	51% - 65%
111年（第九屆）	100%	51% - 65%
112年（第十屆）	100%	51% - 65%

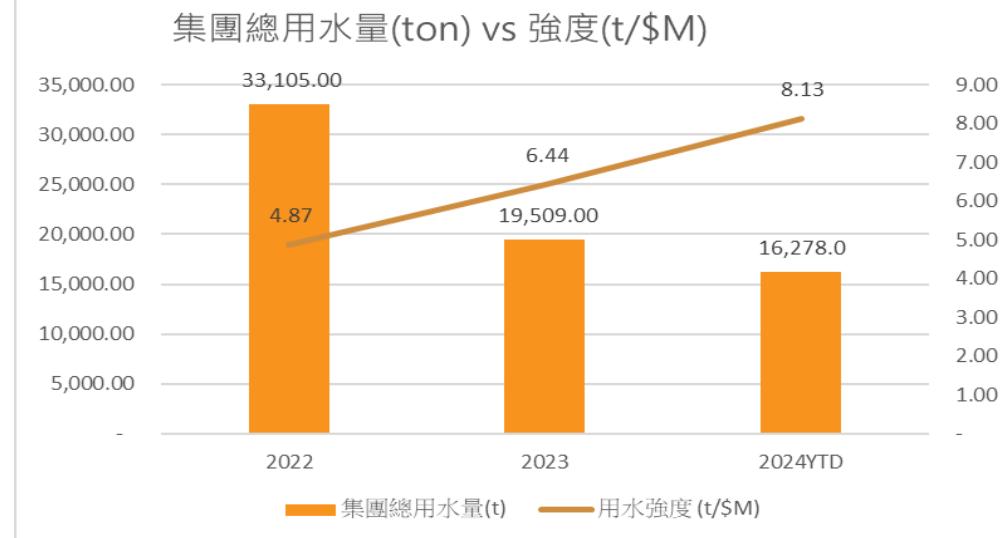
集團使用再生能源佔比(%)



集團總用電度數(kWh) vs 強度(kWh/\$M)

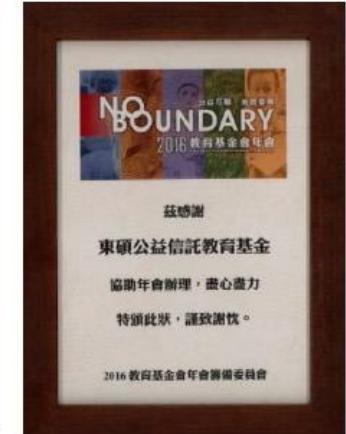


集團總用水量(ton) vs 強度(t/\$M)



Social Responsibility

Good Way places strong emphasis on Social Responsibility



CSR and ESG Reports



Small Giants Award (by CommonWealth Magazine)



- 2018 Commonwealth CSR Citizenship Award #10
- 2020 Commonwealth CSR Citizenship Award #17
- 2024 Commonwealth CSR Citizenship Award #18

Outstanding accomplishment of
winning 3 times in the past 6 years.



Caring for Employees, Cherishing Society

- Hosting Family Tour Days
- Holding Lectures and Sharing Sessions
- Diversified Club Activities
- Creating Healthy Workplace and Fitness Programs
- Promoting Family Education
- Supporting Rural Areas and Disadvantaged Groups
- Providing Student Programs
- Blood Donation Events



KS Factory is using Solar Energy



2024 (Q3) Stats

- Output: 949,86kwh
- Supply: 40.2% of Electricity Usage
- Contribution: Decreased 541 tons of CO2e



Taipei Factory is located in an Eco-Friendly Building



Vietnam Factory Schematics



Vietnam Factory Under Construction – Bird's View



Vietnam Factory Completion by 2025 Q1(E)



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

Taipei and KS Factory both have RBAs Granted



Responsible Business Alliance

Advancing Sustainability Globally

Recognition that

Good Way Electronic (KunShan) Co., Ltd.

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

Completed the RBA Validated Assessment Program, achieving SILVER Status without any priority findings, earning a score of 163.1

Validated Audit Report: VAR-20240902-CN-03A01-1

Audit date: September 2, 2024

Certificate issue date: October 21, 2024

Expiration date: September 3, 2026

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

KS Factory Granted Factory of Choice



Responsible Business Alliance

Advancing Sustainability Globally

Recognition that

Good Way Electronic (KunShan) Co., Ltd.

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

completed the RBA® Factory of Choice

One-Star Level

Award ID*: MTtmE1lROTPqkVo

Issue date: October 22, 2024

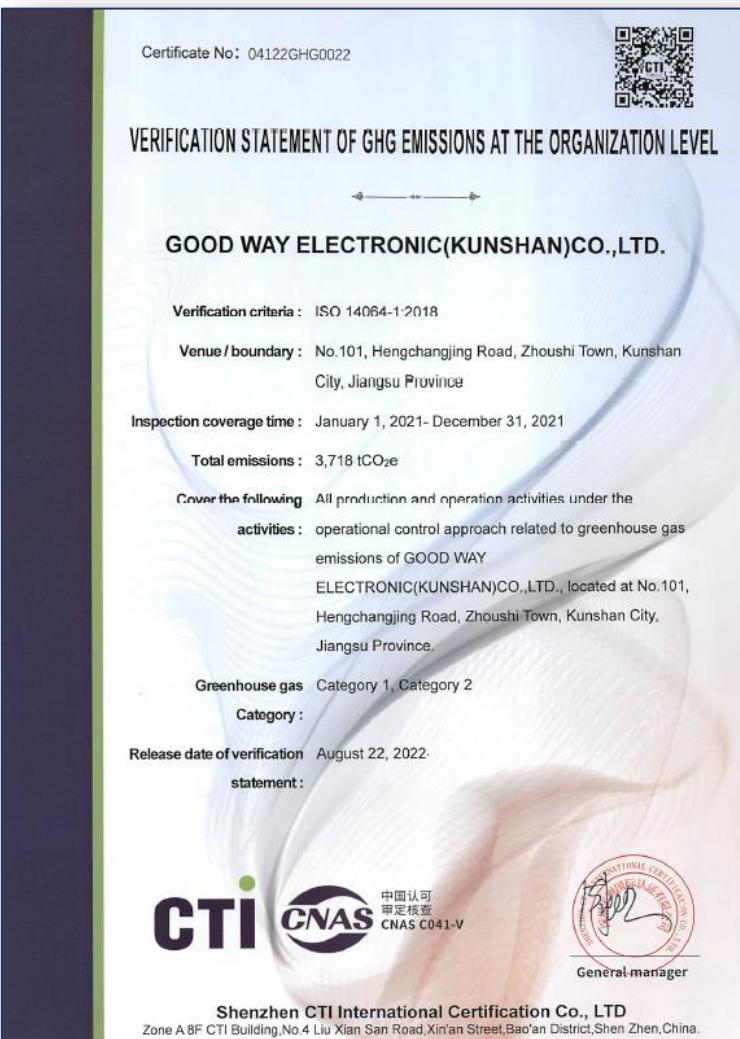
Expiration date: September 02, 2026



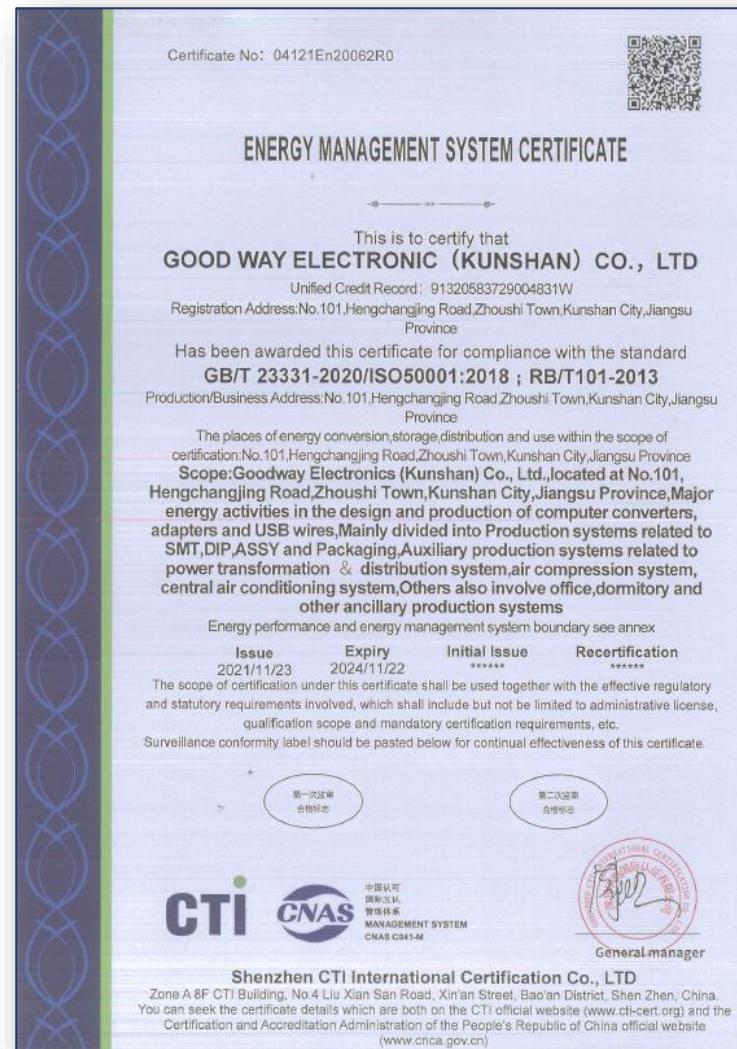
**To verify this award, send an email to FOC@responsiblebusiness.org*

KS Factory: ISO 14064 / 50001 / 45001

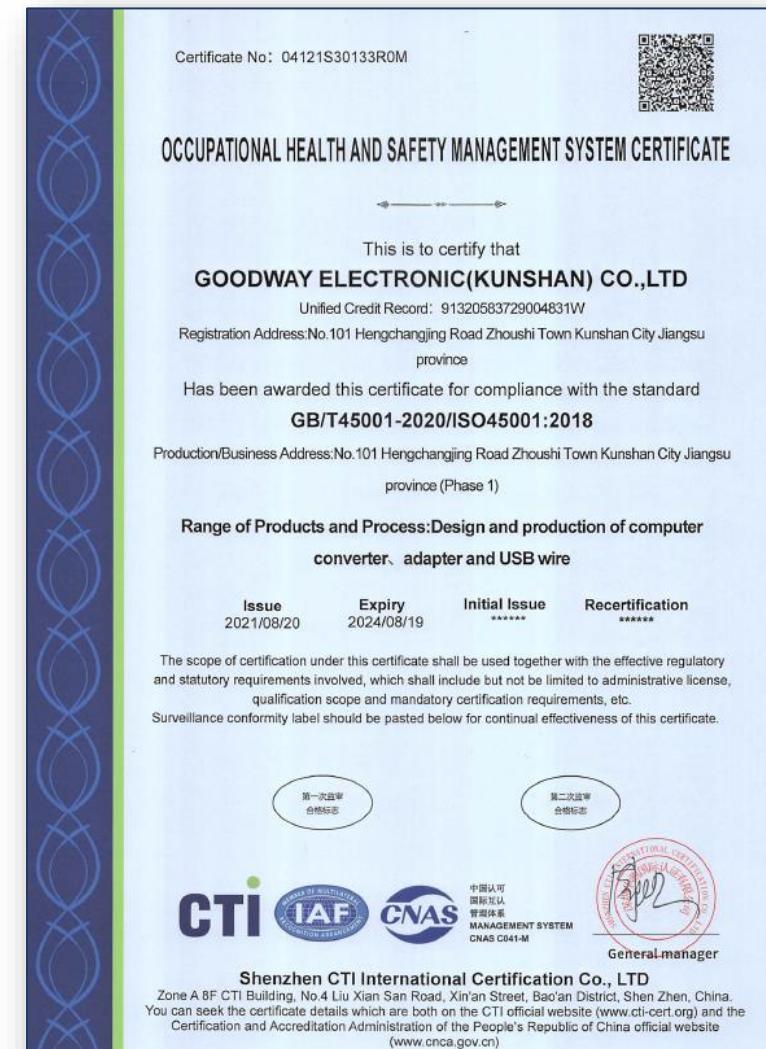
ISO 14064



ISO 50001



ISO 45001



Taipei Factory: ISO 14064 / 50001 / 45001

ISO 14064

TÜVNORD

OPINION

Greenhouse Gases Verification Opinion
ISO 14064-1 : 2018

Gives to
GOOD WAY TECHNOLOGY CO., LTD.

Office Address
3F, No. 135, Ln. 235, Baociao Rd., Sindian Dist.,
New Taipei City 231, Taiwan

The quantity of Greenhouse Gas of the above organization and found to be in accordance with ISO 14064-3:2019. (detailed information please refer to next page)

Report Year : 2023
Greenhouse Gases
 Direct Emissions : 78.4623 CO2-e Tonnes/ year
 Energy Indirect Emissions (Category2) : 828.3117 CO2-e Tonnes/ year
 Other Indirect Emissions (Category3-6) : 305.7101 CO2-e Tonnes/ year
 Sum : 1,212.4841 CO2-e Tonnes/ year
 Materiality : 5%
Reasonable Assurance : Direct and Energy Indirect Emissions
Limited Assurance : Category3-6

Opinion No.: GHG-243473034
Version:
Verify Date: 2024-03-28

Issue Date: 2024-05-01

Verification Body
at TÜV NORD Taiwan Co., Ltd.

TÜV NORD Taiwan Co., Ltd.
Room A1, 9F, No.333, Sec.2,
Tun Hua S. Rd.
Taipei 10699 Taiwan, R.O.C.

Further clarifications regarding the scope of this opinion and the applicability of the standard may be obtained by consulting the organization

TÜV NORD Taiwan Co., Ltd. Room A1, 9F, No. 333, Sec. 2, Tun Hua S. Rd., Taipei, Taiwan www.tuv-nord.com/tw/en

Page 1 of 3

ISO 45001

TÜVNORD

Certificate

Management system as per
ISO 45001: 2018

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.
3-4F, No. 43, Zhongxing Rd., Xizhi Dist.,
New Taipei City 221, Taiwan

operates a management system in accordance with the requirements of ISO 45001 : 2018 and will be assessed for conformity within the 3 year term of validity of the certificate.

Scope
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. 44 126 24 82 0149
Valid from 2024-07-22
Audit Report No. 2.5-0342/2024
Valid until 2027-07-21
Initial certification 2024-07-22



Visit our database to verify the validity of this certificate.

Taipei, 2024-07-22
Lia-Teng Chang
Certification Body at TÜV NORD CERT GmbH.

TÜV NORD CERT GmbH
Am TÜV 1, 45307 Essen
tuv-nord-cert.de



TÜV®

ISO 50001

CERTIFICATE

Management System as per
ISO 50001 : 2018

In accordance with TÜV NORD TAIWAN procedures, it is hereby certified that

Good Way Technology Co., Ltd.

**3F.,4F., No. 43, Zhongxing Rd., Xizhi Dist.,
New Taipei City 221, Taiwan**

applies a management system in line with the above standard for the following scope

**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.

Valid until

Audit Report No.

Initial Certification

Certification Body
at TÜV NORD Taiwan Co., Ltd.

Taiwan,

This certification was conducted in accordance with the TÜV NORD Taiwan auditing and certification procedures and is subject to regular surveillance audits.

www.tuvnord.com.tw

TÜVNORD

Recent Major Events

2024	Events
Q1	Issuance of NTD300mn CB3
Q1	Beginning construction works on Vietnam Factory
Q2	Completed Carbon Footprint of a Product
Q2	Awarded 1.5C Certification by CommonWealth Magazine
Q2	Re-election of Board Members
Q3	Completed 3 rd party verification of ESG Report
Q3	Completed Ecovadis Ranking
Q3	Awarded Carbon Disclosure Award
Q3	Launch of updated Corporate Website: www.goodway.com.tw
Q3	Awarded Commonwealth CSR Citizenship Award
Q4	Issued 3mn shares of ESOP

Note: For detailed information, please access the corporate website and release of significant information on MOPS

INDEX

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- 2 Industry Status
- 3 Operations & Financial Status
- 4 Future Prospects
- 5 Others
- 6 Q&A

THANK YOU !