

Galaxy Software Services Corporation

Investor Conference 2024 Q4

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GSS 觀揚資訊股份有限公司
Galaxy Software Services



Leading company of enterprise application software development Since 1987



CMMI DEV V3



Disclaimer

- › The predictive information mentioned in this presentation, including business outlook, financial conditions, and business forecasts, is based on the company's information base obtained from internal and external sources, which may differ from future actual results. The causes may include (but not limited to) market risk, market demand, company's ability of the company to continue to launch high-quality products, and other factors or risks beyond the company's control.
- › Forward-looking statements contained in this presentation are expressly qualified by this cautionary statement and reflect our expectations as of the date hereof, and this are subject to change thereafter. The company disclaims any intention or obligation to update or revise any forward-looking statement.

1~3Q 2024 Highlights

highest group revenue

1,233,093

(In Thousands of NTD)

2nd highest Quarterly revenue

447,190

(In Thousands of NTD)

highest group EPS

4.11

(In Dollars of NTD)

New Product

- **2024/3 Vital NetZero ISO 14067**
- **2024/4 Vitals ESP GenAI**

Award

- **2024 Forbes Asia Best Under A Billion**
- **A nominee for 2024 Taiwan BIC Award**
- **SGS IT award**
- **2024 Outstanding Business Entity**
- **2024 CISA Young Award-" Vitals KPIM**
- **2024 Taiwan Excellence Awards - "Vitals ESP"**

- › **Company Profile**
- › Operation Overview
- › Research Development
& Future Prospects

1987 年
公司成立

逾 3,000 家
客戶數

2022 年
北士科研發中心
成立

2020 年
掛牌上櫃

2023 年
高雄研發中心
成立

Capital: Around NT\$ 350 million

Taiwan, China, Japan, Southeast Asia

Galaxy Software Services: GSS

We believe in “Quality and Value” and “Promises Must be Delivered”

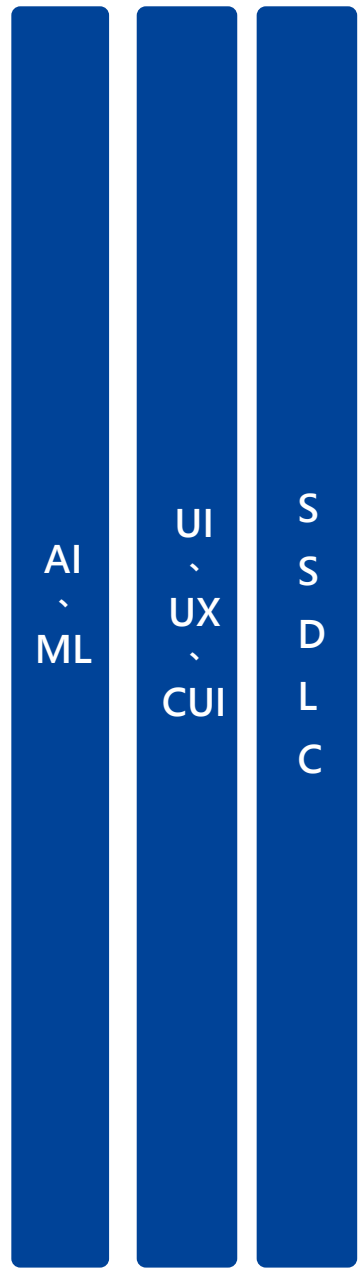
With a team of over 800 employees, we are devoted to providing our customers with diverse products and the highest quality of service. We continuously integrate and successfully obtain various international standard certifications.



- Our entire company is certified with ISO 9001.
- Our project development department has achieved CMMI (CNS 15190) certification.
- All service divisions, business units, and administrative departments have passed ISO 27001 (CNS 27001) certification.
- Vital CRM, Vital BizForm, Vital HCM, all achieved ISO 27018 certification
- SPEED official document approval management system obtained ISO 27701 certification.
- The knowledge management service team has successfully obtained ISO 30401 certification.
- Implementation and Verification of Taiwan Intellectual Property Management System(TIPS) in 2023.

37 Years of Experience in Software Developed Capability in Various Fields

Meet Customer Needs
Application
Development Levels Up
with System
Capabilities



- › Company Profile
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Financial Results for Last 2 Years

(Unit: NT\$ Thousand)

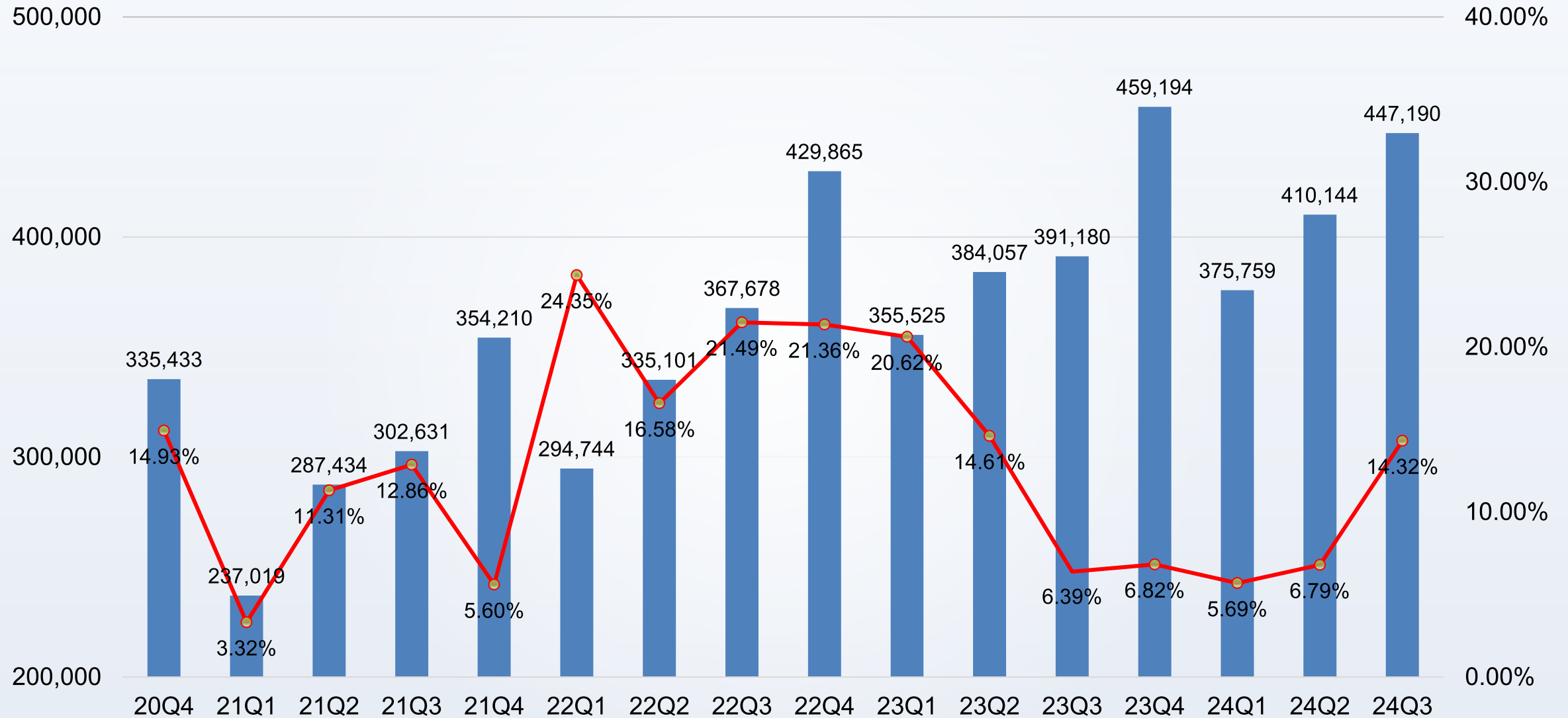
	Net Revenue	Gross Profit	Operating Income	Net Profit	EPS (Dollars)	(Note)
1-3Q 2024	1,233,093	625,238	152,567	144,504	4.11	
1-3Q 2023	1,130,762	580,094	143,489	126,618	3.62	
YoY	+9.05%	+7.78%	+6.33%	+14.13%	+13.54%	
	Gross Margin		Operating Margin	Net Profit Margin		
1-3Q 2024	50.70%		12.37%	11.72%		
1-3Q 2023	51.30%		12.69%	11.20%		
YoY	-0.60%		-0.32%	+0.52%		

Note: due to Capital surplus transferred to common stock on 2024, 2023 EPS adopts retrospective adjustment.

Quarterly revenue & YoY

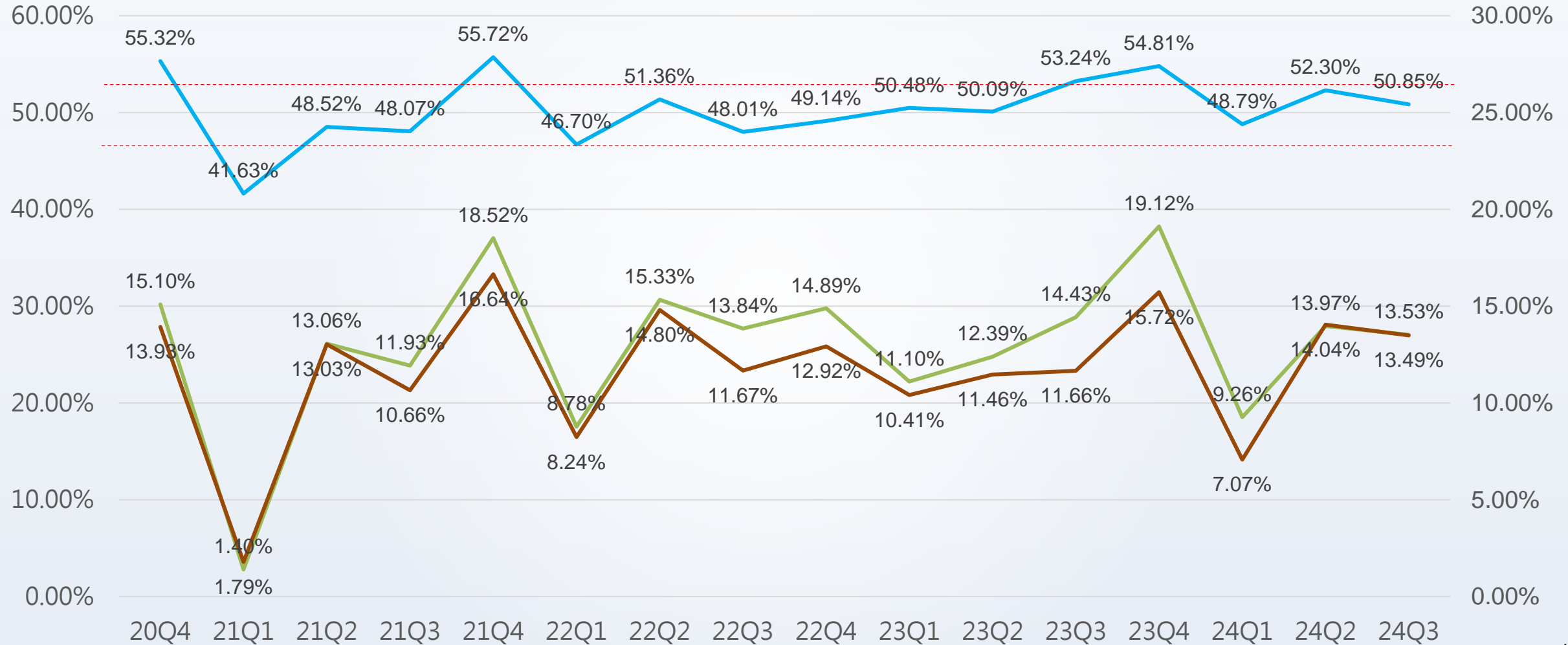
■ Net Revenue ■ YoY

(Unit: NT\$ Thousand)



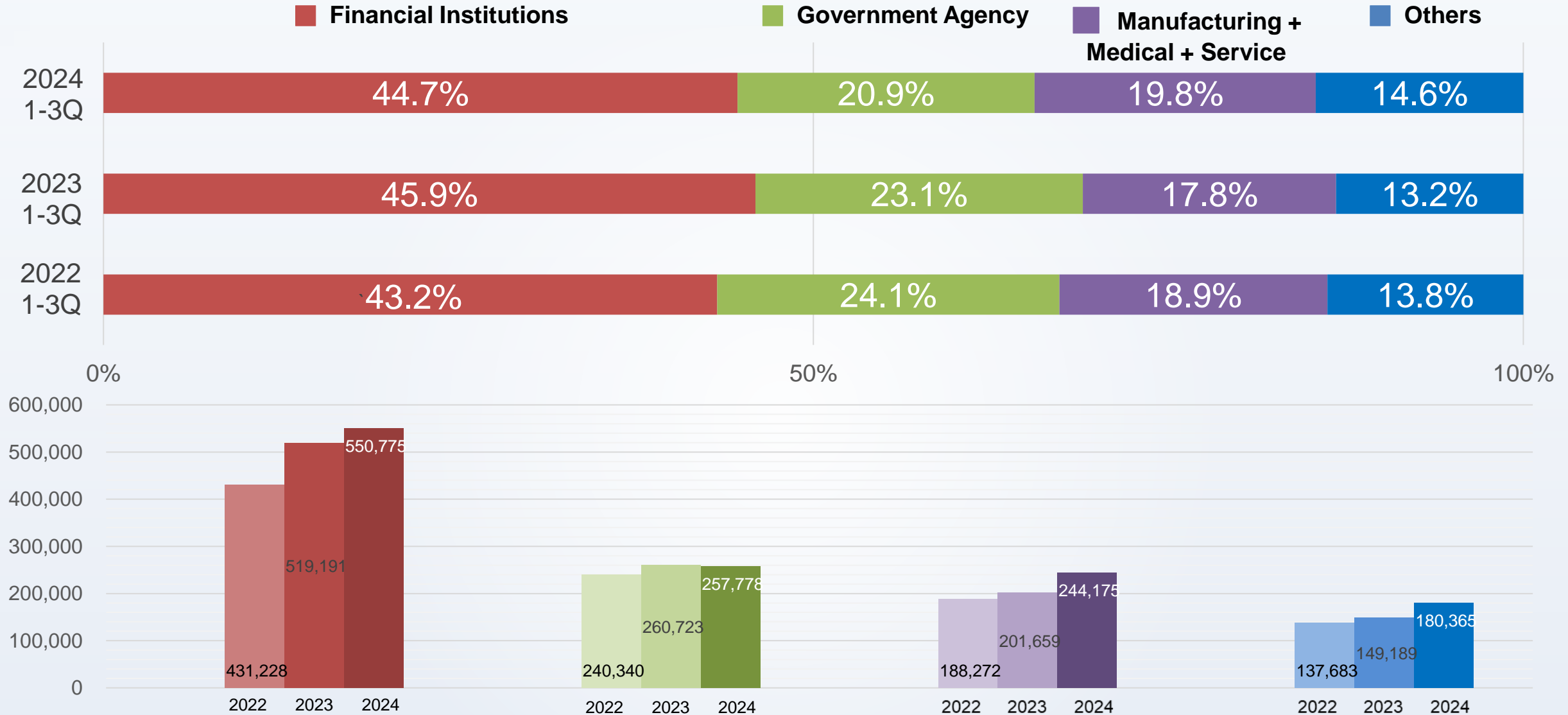
3 Margin Analysis

■ Gross Margin ■ Operating Margin ■ Net Profit Margin



Analysis of Revenue – by Industry of Customer

Note : Others included Telecommunication, foundation, school...etc.



Our company's products have a wide range of applications across various industries, making them less susceptible to fluctuations in a single industry's economic conditions. As a result, our revenue remains stable.

High-Coverage Market Sectors in Taiwan



Banking



Medical
Centers



Central
Governments –
Executive Branch



Local
Governments



>

40,000

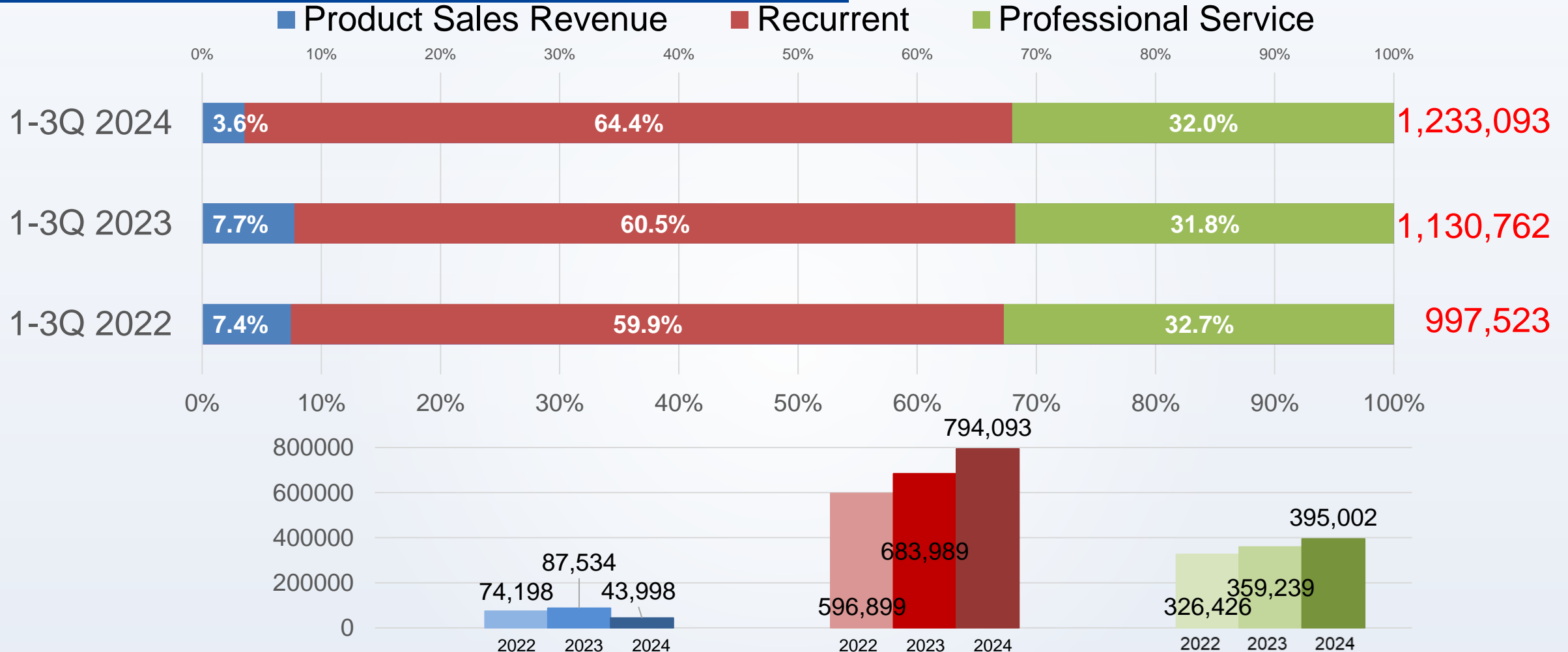
Cloud Services Customers

Financial Results for Last 3 Years (Revenue Analysis)

Revenue Model

1. Product perpetual license + maintenance
2. Subscription Model (Product Term License、Cloud services)

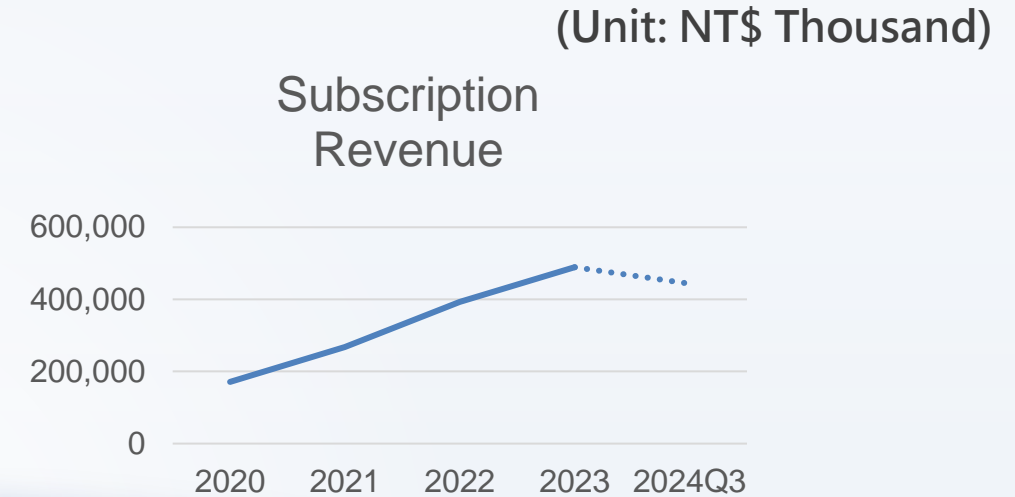
(Unit: NT\$ Thousand)



Note: (1)Recurrent revenue includes product term license, maintenance, and outsourcing
 (2)Product Sales Revenue Model is gradually converting into Term License

Growth Momentum Under Subscription Economy

	Subscription Revenue	Subscription Revenue Percentage
1~3Q 2024	443,502	35.97%
2023	489,154	30.77%
2022	392,685	27.51%
2021	267,701	22.66%
2020	171,104	15.68%



Subscription model has become one of the most important business trends,
subscription service can create stable and predictable income,
and plan for future R&D investment

Information governance and security
tools greatly improved

Cloud services continue to expand
SME customer base

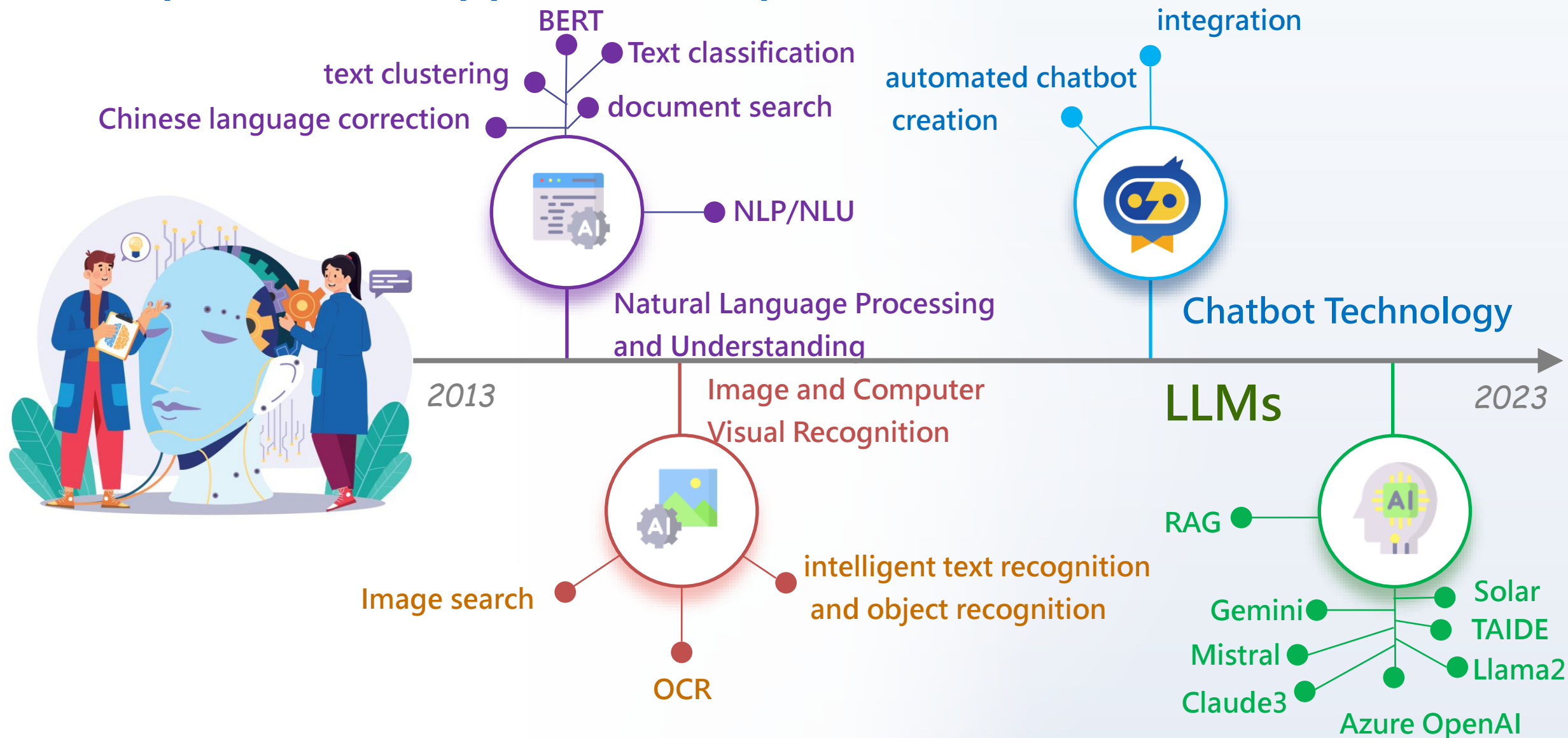
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Results of Research & Development

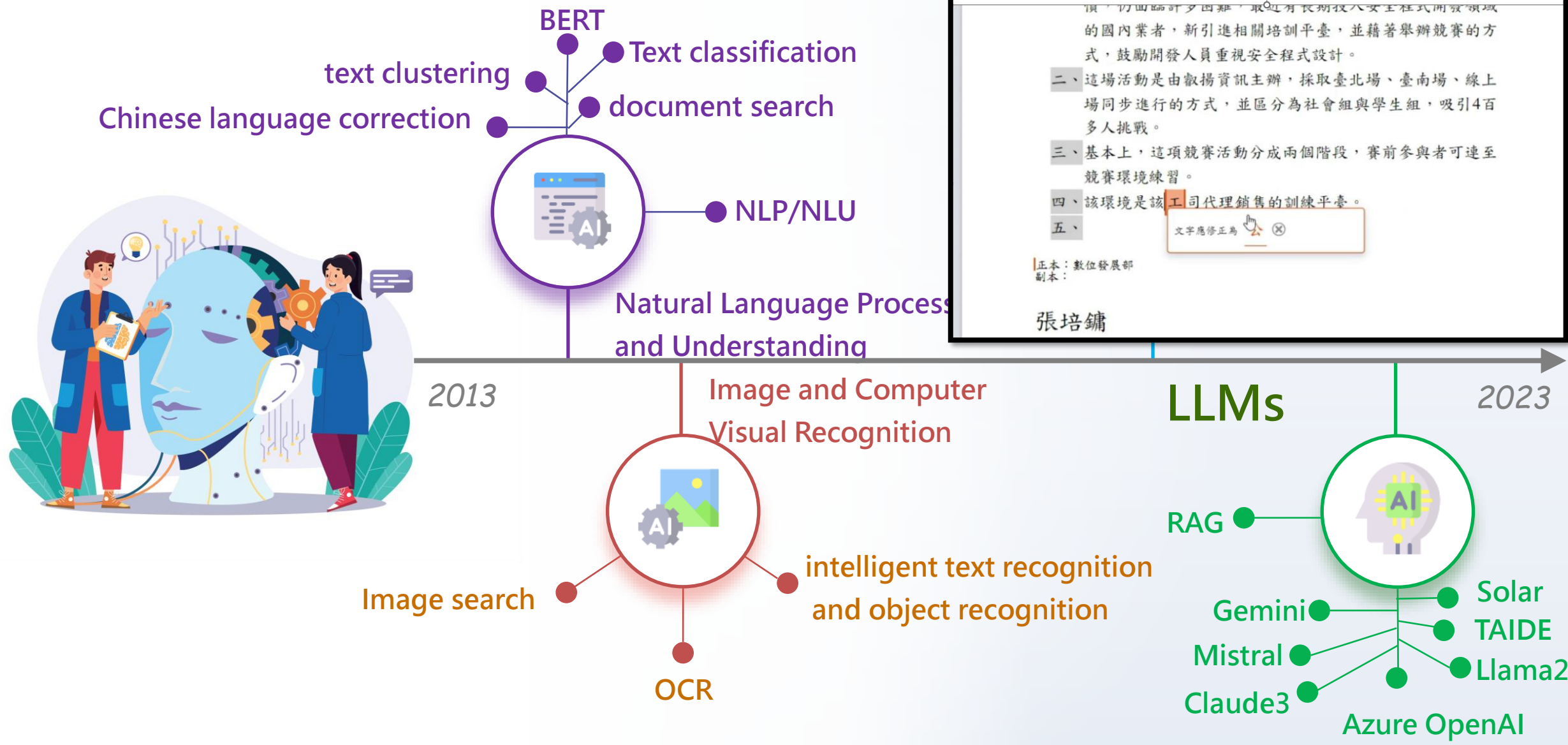


New Technology, New Approaches, Continuous Evolution

10 Years of AI Achievements: Development and Application Capabilities



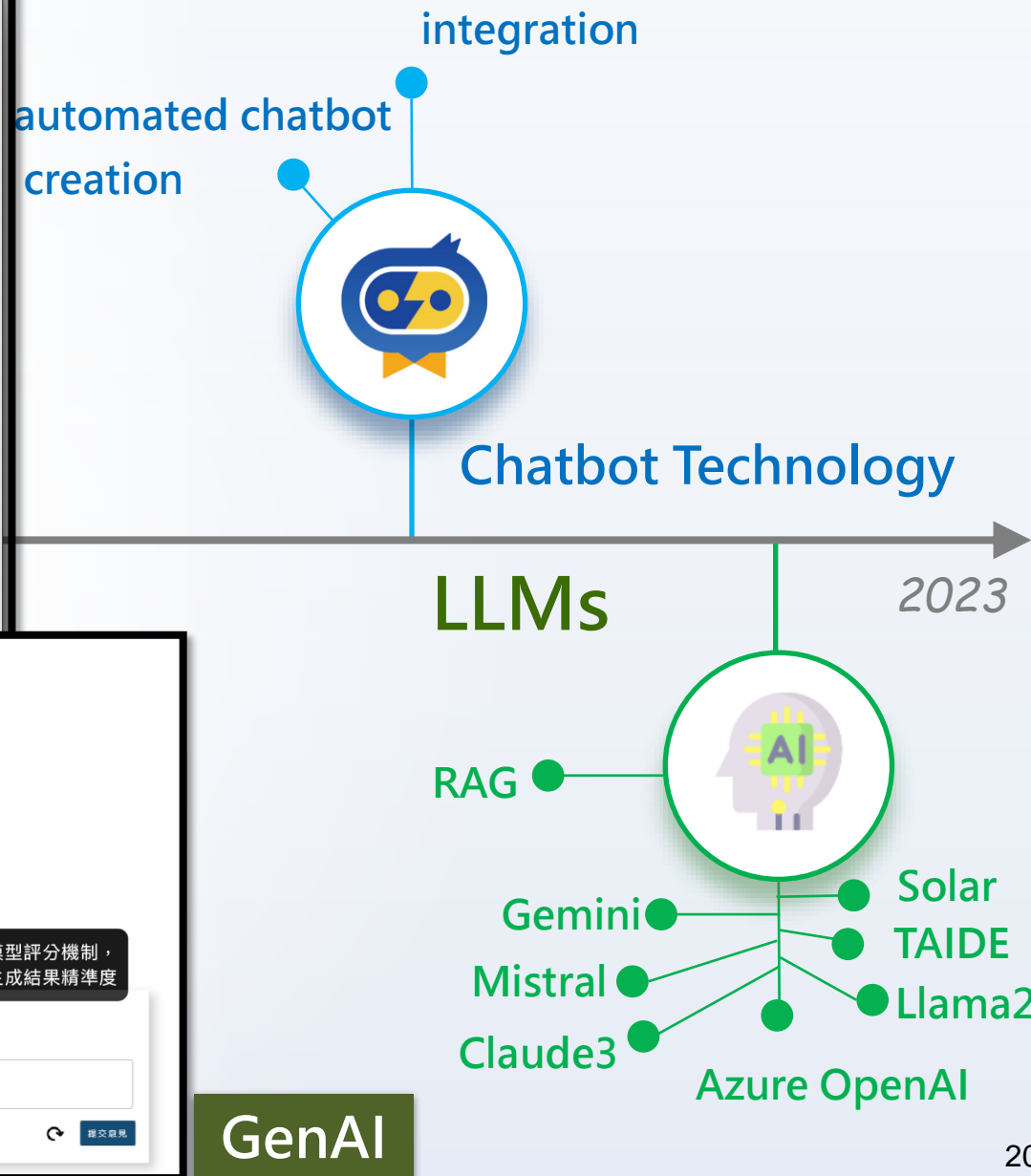
10 Years of AI Achievements: Development and Application Capabilities



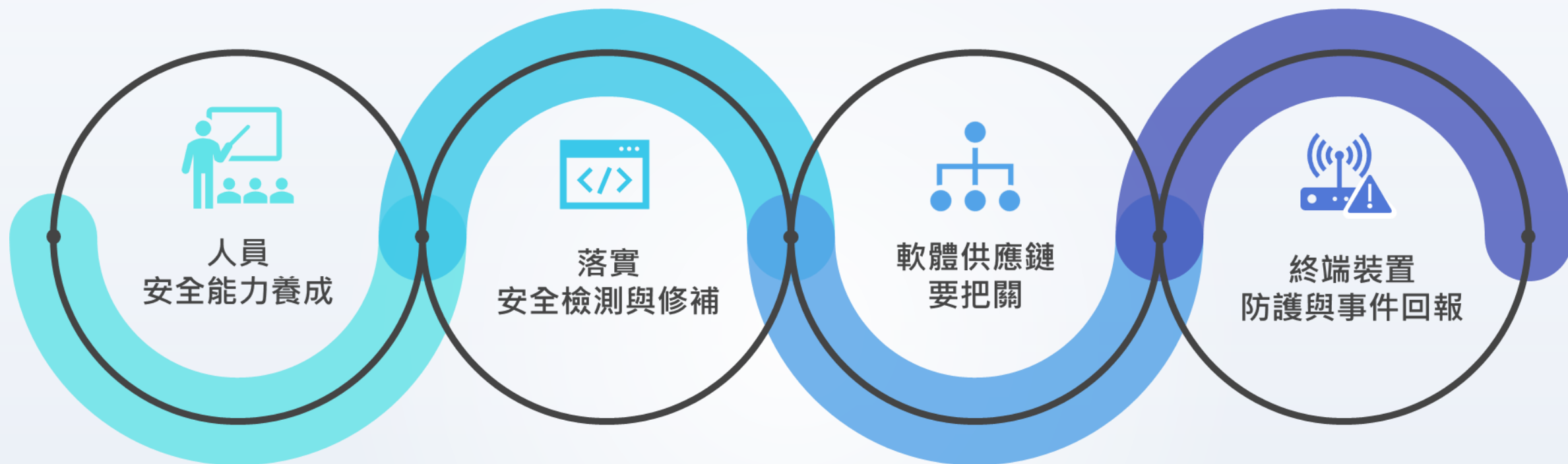
10 Years of AI Achievements: Development and Application Capabilities



醫院視訊問診



Information Security Solutions



觀揚
資安學程



From Small-Medium to Medium-Large, Hybrid Cloud that combines enterprise information



Vital NetZero

Its customers already cover 20 industries including electronics, semiconductors, chemicals, metals, machinery, textiles, shipping, hospitals, schools, educational institutions, legal, consulting companies etc.

More than 20 staff have passed the carbon verification consultant certification.

Published the first digital tool book of Carbon Footprint Verification in Taiwan.

Shin Kong Hospital is the first hospital in Taiwan to sign the "Hospital Sustainable Development Initiative" with the Foundation of TAISE. In collaboration with ISO consulting organizations such as the MIRDC and carbon inventory service provider GSS, the hospital passed the "ISO 14064-1:2018" greenhouse gas inventory in July this year, achieving the goal of becoming a green hospital.



資料來源：工商時報

新光醫院 通過溫室氣體盤查
叡揚資訊零碳雲系統助攻 全台首家



ESG Solution

The creation of electronic documents has saved the planet over 4.4 billion sheets of paper, which is equivalent to the height of more than 900 Taipei 101 buildings.

Protection of Trees Project Review and Management

VITAL NetZero
Carbon Emissions Management

VITALS ESP
Enterprise Social Platform (Cloud / on-premise)

VITAL BizForm
Smart Form

Online Application and Assessment

VITAL CRM
Customer Relationship Management

SPEED
Official Document Management System (cloud / on-premise)

Tracko
Multi-source Intelligent Tracking Platform

BoDms
Board of Director Management System

VITAL Finance
Financial Accounting Management

Vitals CMP
Compliant Management Platform



Radar
Human Resources Management System (Cloud / on-premise)

Vitals PSMS
Problem Solving Management System

iota
Conversational Platform

VITAL CRM
Customer Relationship Management

B.E.S.T.
Banking Executive Strategy & Tactics

Vitals Forum

AVC
Application Vulnerability Correlations

Vitals Survey

Information Governance and Security



觀揚資訊與臺北科技大學合作，舉辦 Coding 365 活動



- Awards from Taipei City Foreign and Disabled Labor Office
- Awarded a certificate of appreciation by Taipei City for two consecutive years (2022 and 2023) for promoting the "Green Procurement Program for Private Enterprises and Organizations."
- Joined the "Taiwan ICT Sustainability Green Team" established by Microsoft Taiwan, striving towards Taiwan's 2050 net-zero carbon emission vision.

Till today

1,000

Involved with

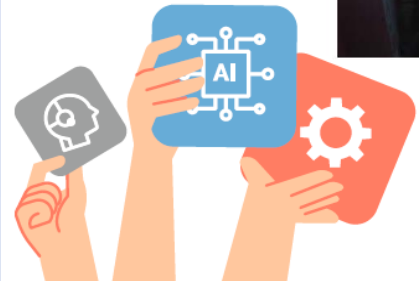
School talks

Hosted

100

Local & foreign organizations

- Continuing to contribute the extensive experience and influence of GSS in nurturing talent over the years, enhancing the adaptability and competitiveness of young students as they transition from graduation to the workforce.
- Co-hosted a summer hackathon competition for college students with Microsoft Taiwan.
- Charity donations, school software, and cloud services
- Employee birthday rewards & various donations
- Supports B Corporation & NPO products.
- Certified for ISO 27001, 27018, and 27701, as well as achieving A-level certification in the Taiwan Intellectual Property Management System (TIPS).
- Ranked in the top 6% to 20% in corporate governance evaluations for both 2022 and 2023.
- Awarded the Silver Prize at the 2nd 金恆獎 organized by the ESGWD & CIO Taiwan.
- Recognized as a Gold-Level Partner in the ESG audit for suppliers by CHT.
- Joined the ESG Initiative Partners of E.SUN FHC.





Thank You!



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Vital 雲端服務家族



Q & A



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