

Galaxy Software Services Corporation

Investor Conference 2025 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 2025 Highlights

highest group revenue

1,439,183

(In Thousands of NTD)

October revenue hit the third-highest
in history

180,833

(In Thousands of NTD)

highest group EPS

5.04

(In Dollars of NTD)

Award

- **Excellence in Corporate Social Responsibility**
- **26th National Healthcare Quality Award(NHQA) – Smart Health Care Category –“Vitals KPIM”**

New Product

- **Vital Cloud + AI**
- **Tracko SecOps**
- **BOLE**

- › **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\$ 371 million

Taiwan, China, Japan, Southeast Asia

Galaxy Software Services: GSS

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

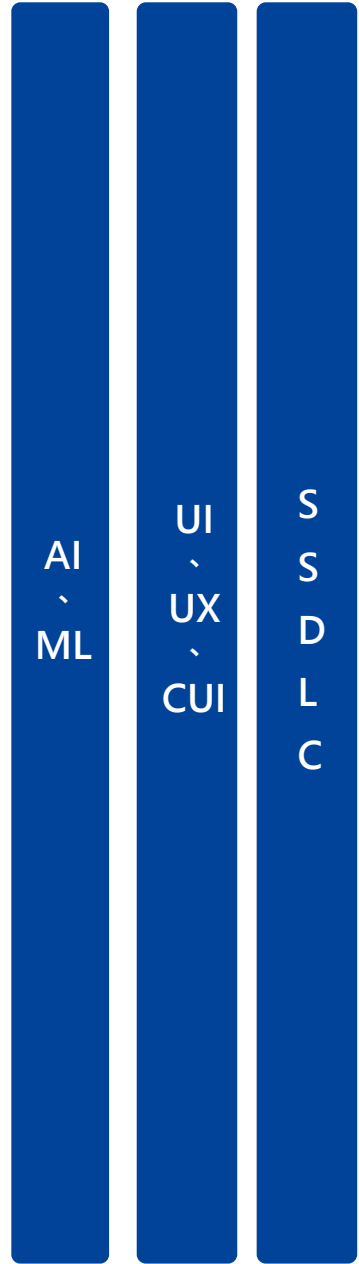
With a team of over 800 employees, we are devoted to providing our customers with diverse products and the highest quality of service. We continuously integrate and successfully obtain various international standard certifications.



- Our entire company is certified with ISO 9001.
- Our project development department has achieved CMMI (CNS 15190) certification.
- Our entire company is certified with ISO/IEC 27001:2022 (CNS 27001)
- Vital CRM and seven other products are certified for ISO 27017 and ISO 27018.
- All business divisions, the Information Service Division, the Marketing Department, and several other management units have 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 2024.

38 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 3 Years

(Unit: NT\$ Thousand)

	Net Revenue	Gross Profit	Operating Income	Net Profit	EPS (Dollars)
1-3Q 2025	1,439,183	707,745	197,461	186,388	5.04
1-3Q 2024	1,233,093	607,855	152,567	144,504	3.91
YoY	+16.71%	+16.43%	+29.43%	+29.98%	+28.90%
1-3Q 2023	1,130,762	580,094	143,489	126,618	3.62
		Gross Margin	Operating Margin	Net Profit Margin	
1-3Q 2025		49.18%	13.72%	12.95%	
1-3Q 2024		50.70%	12.37%	11.72%	
YoY		-1.52%	+1.35%	+1.23%	
1-3Q 2023		51.30%	12.69%	11.20%	

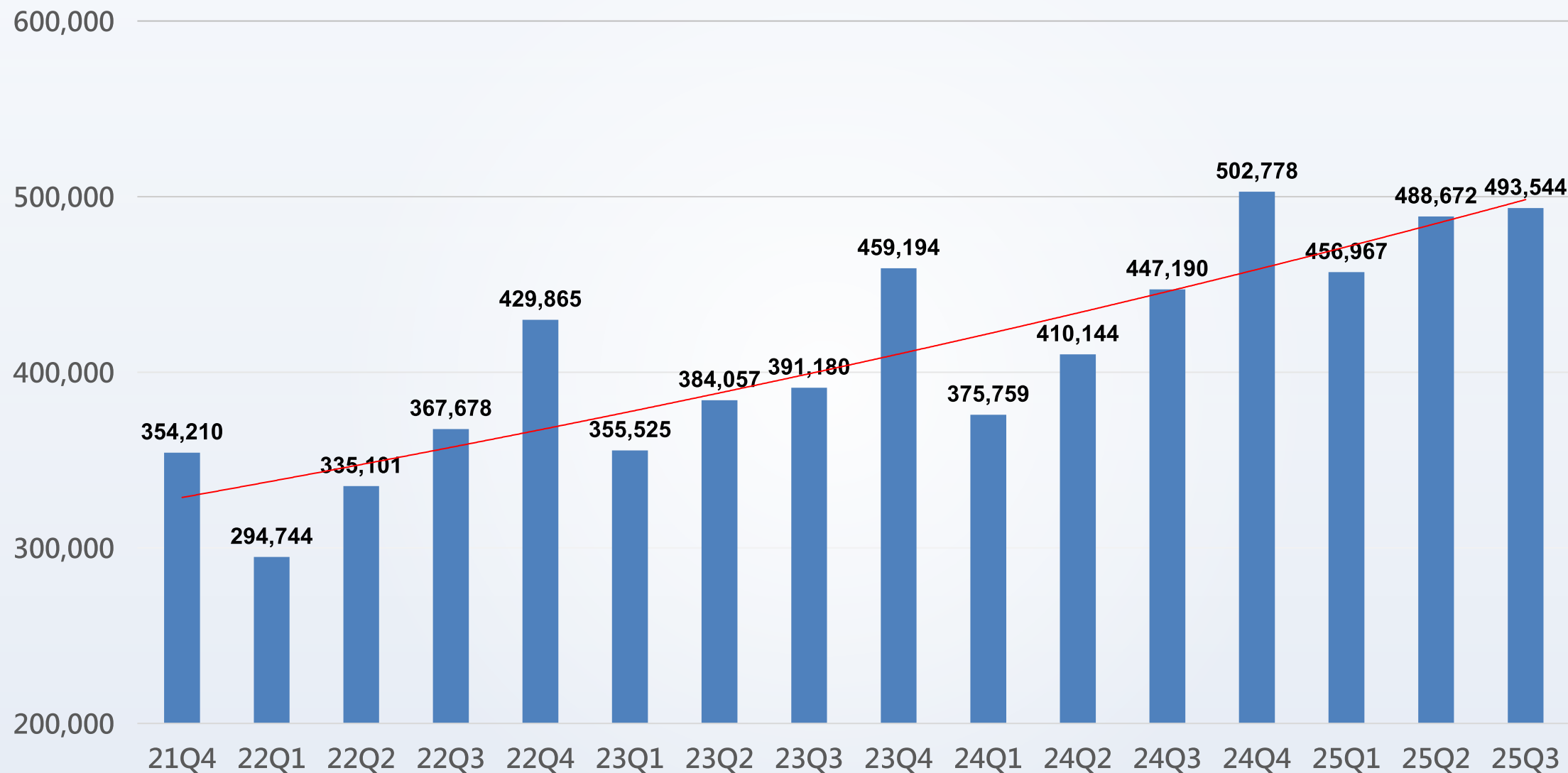
(Note)

Note: due to Capital surplus transferred to common stock on 2025, 2024 EPS adopts retrospective adjustment.

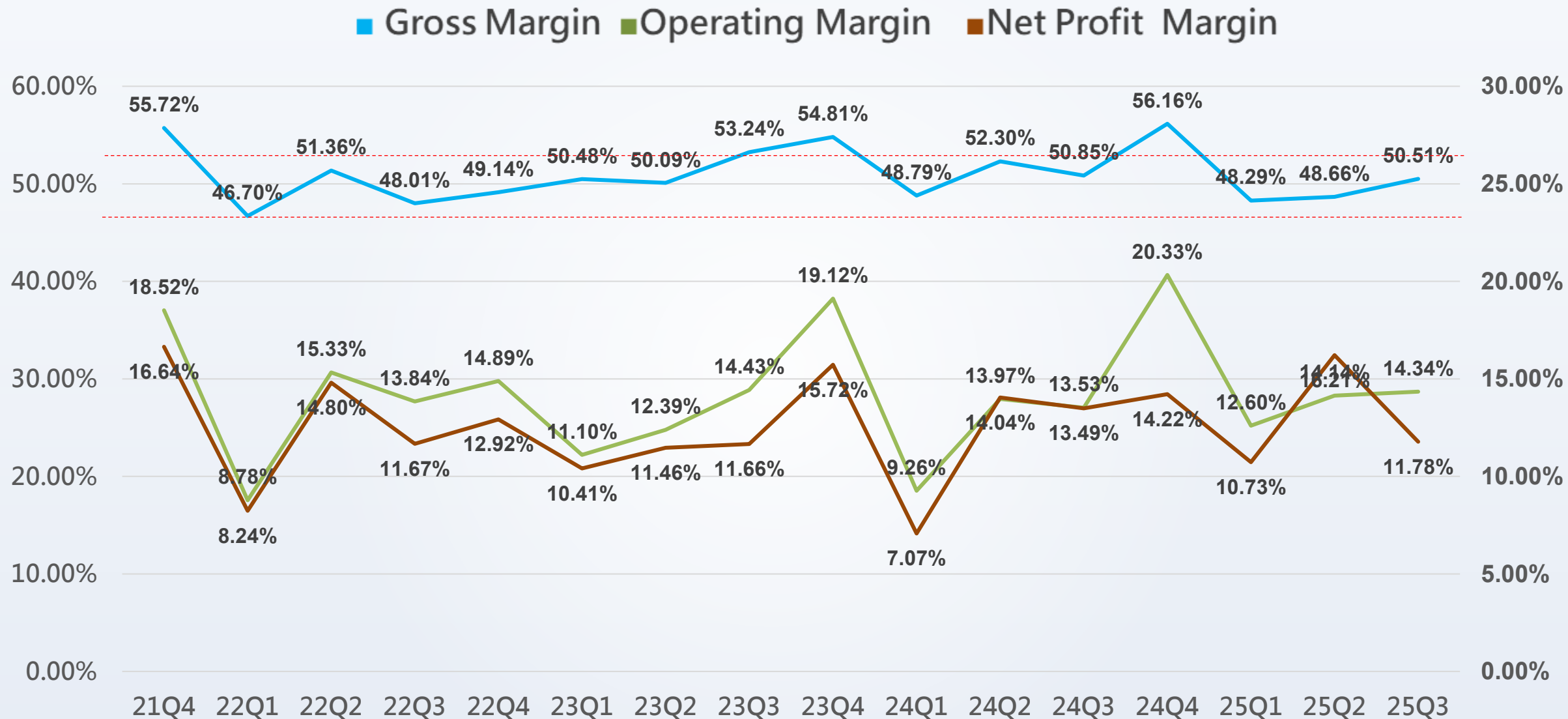
Quarterly revenue

■ Net Revenue

(Unit: NT\$ Thousand)

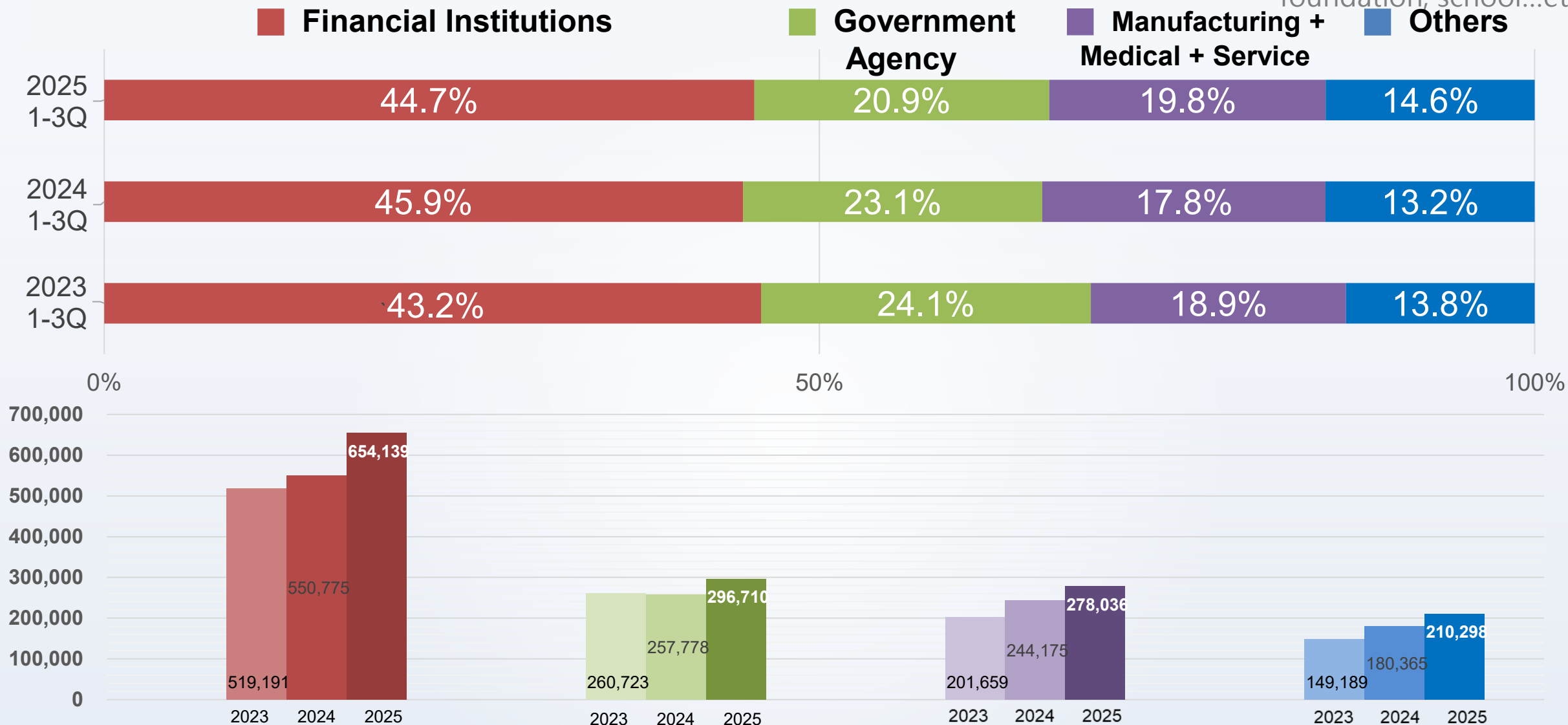


3 Margin Analysis



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



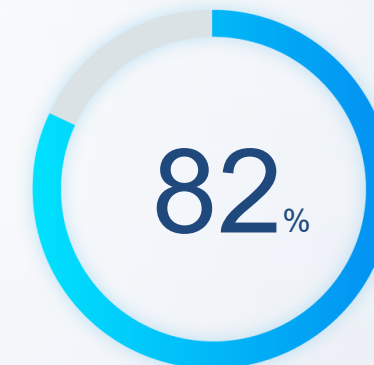
Banking



Medical Centers



Central Governments – Executive Branch



Local Governments



>

40,000

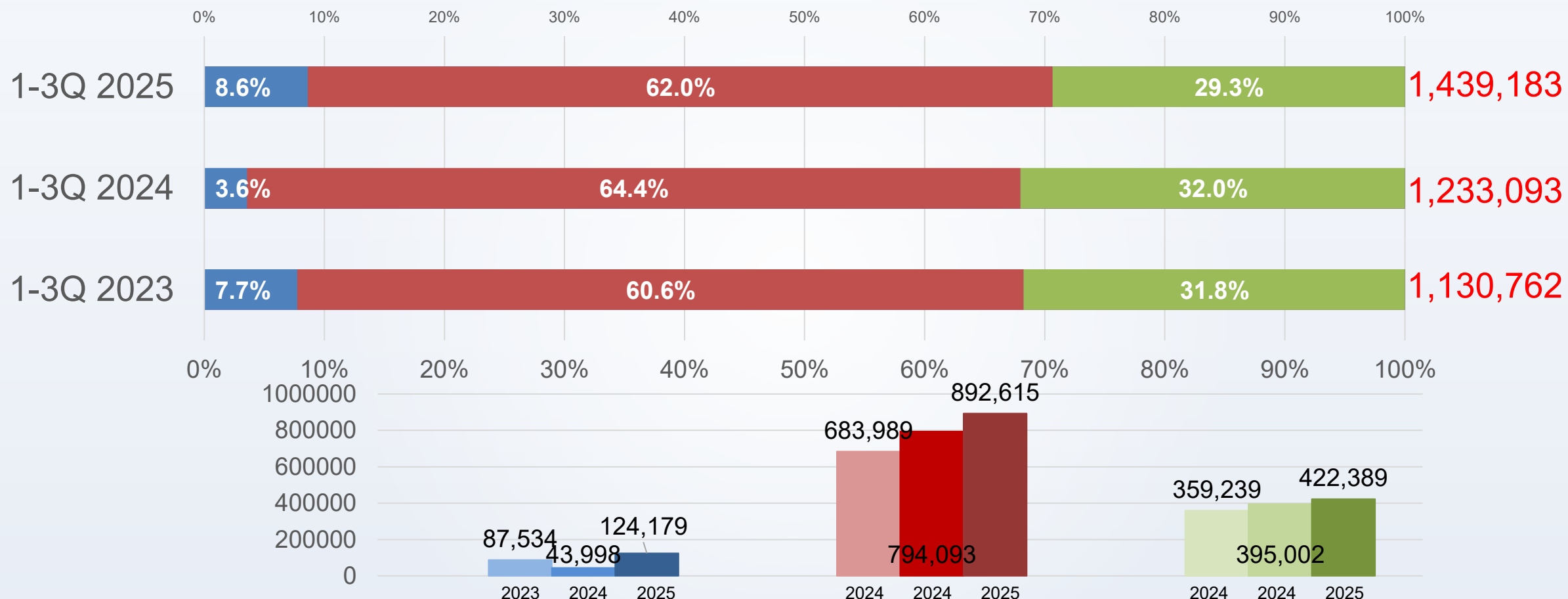
Cloud Services Customers

Financial Results for Last 3 Years (Revenue Analysis)

(Unit: NT\$ Thousand)

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

■ Product Sales Revenue ■ Recurrent ■ Professional Service



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 2025	525,652	36.52%
2024	605,108	34.86%
2023	489,154	30.77%
2022	392,685	27.51%
2021	267,701	22.66%
2020	171,104	15.68%

(Unit: NT\$ Thousand)



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

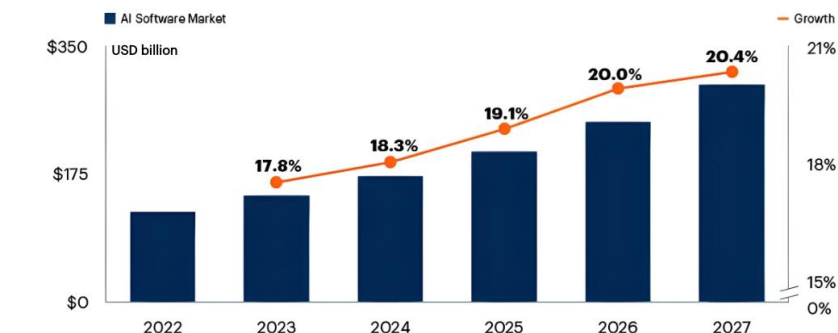
Information governance and security
tools greatly improved

Cloud services continue to expand
SME customer base

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Market Growth Trends in AI and Cybersecurity

Growth trajectory of AI software spending



Source: Gartner

Gartner. Figure 1
Digital Markets

Generative AI Forecast Spend as a Proportion of AI Software with Generative AI Software Growth (%)

Generative AI Forecast Spend as a Proportion of AI Software With Generative AI Software Growth

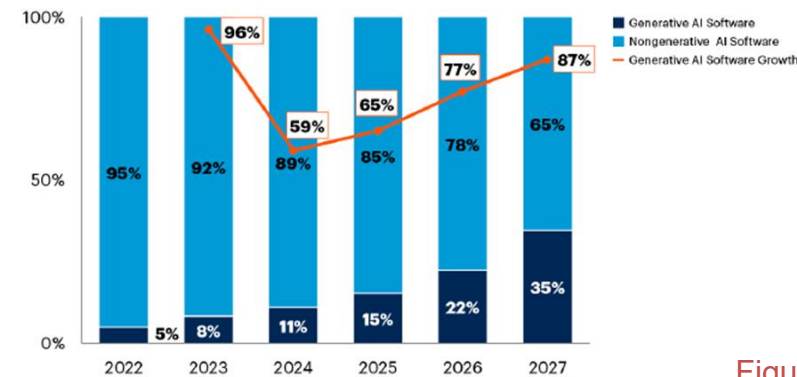
Source: Gartner
788700_C

Figure 2

Information Security Spending by Subsegment (Gartner 2024-2026)

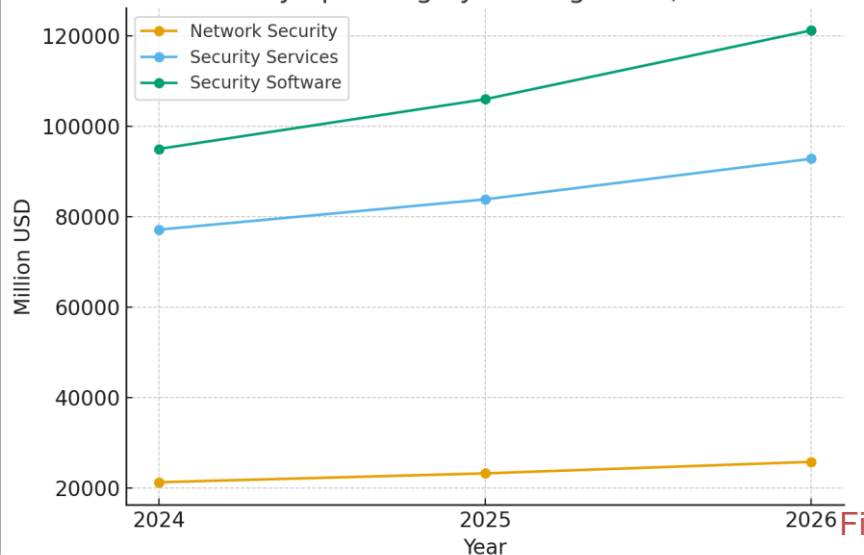
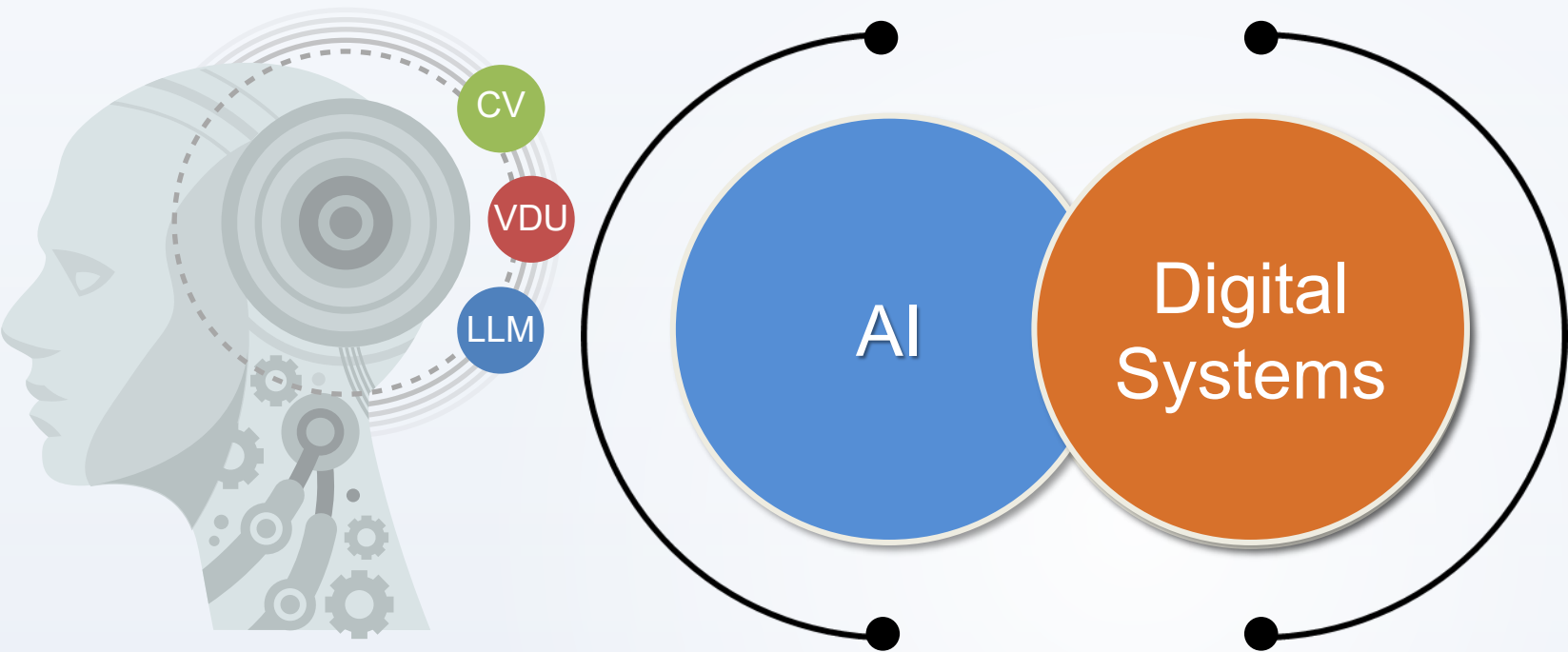
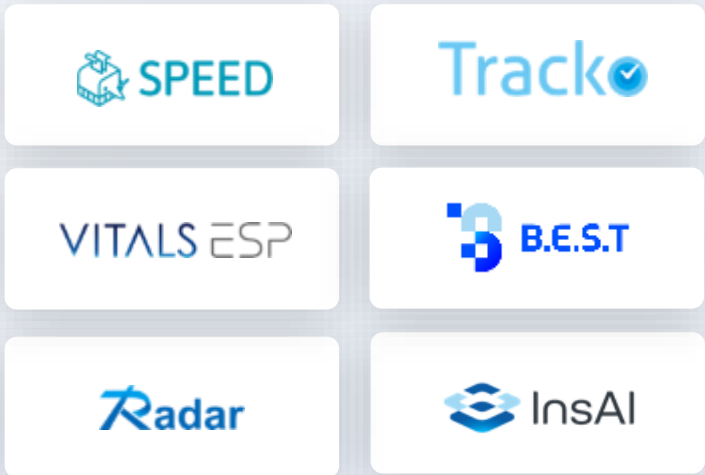
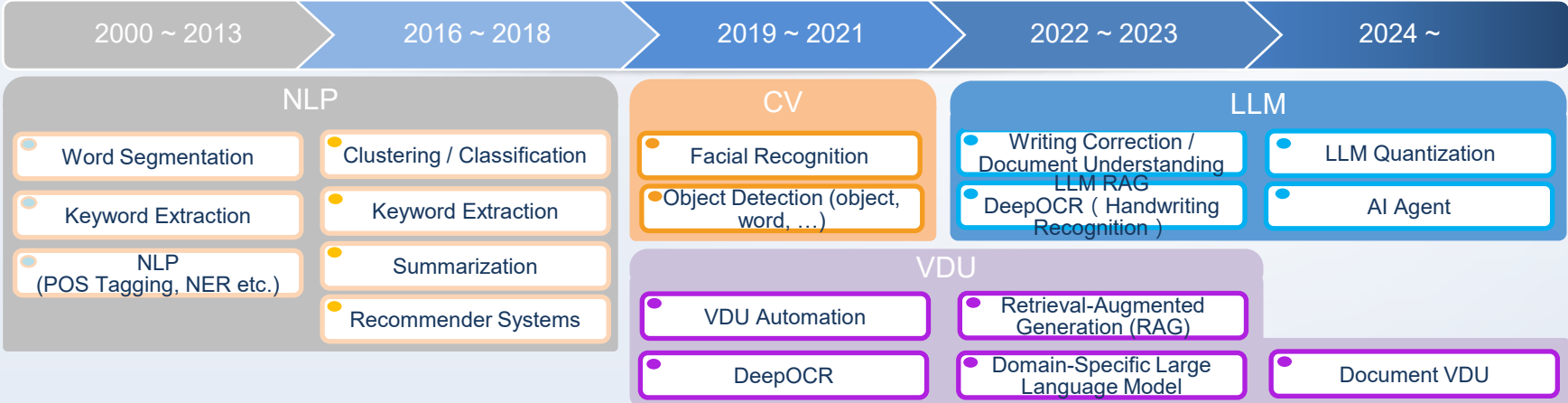


Figure 3

- Gartner forecasts that the global AI market is entering a clear high-growth cycle. The AI software market is expected to grow at an annual rate of 17%–20% from 2023 to 2027 (Figure 1). Generative AI is becoming a major driver (Figure 2), increasing its share from about 5% in 2022 to 35% by 2027.
- Global cybersecurity spending continues to grow, with security software expanding the fastest (Figure 3). As GenAI, cloud services, and zero-trust adoption accelerate, enterprises face a more complex attack surface and must invest more in detection, defense, and identity management. As AI tools are deployed more rapidly, cybersecurity demand rises in parallel, making security a critical foundation for AI expansion.

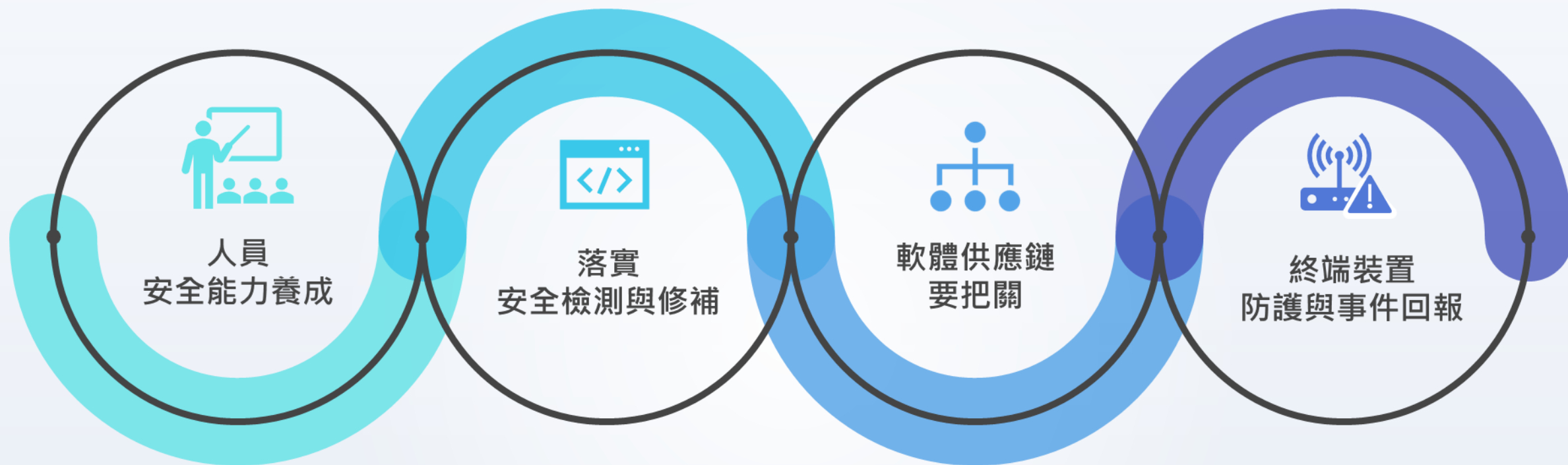


Integrating a Range of Services



On-Premises

Information Security Solutions



Checkmarx



Quokka



azul

digital.ai



Openfind.

PROMON



BITSIGHT

CODESonar

wizlynx group

SaaS Cloud Service

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


Cloud Biz Solution

GSS Cloud

Vital Family Since 2009 AI 賦能 · 智領未來

 **VITAL CRM 客戶關係管理**
掌握客戶關係、創造長銷效益

台灣精品 2018
TAIWAN EXCELLENCE

 **VITAL Knowledge 協同知識管理**
企業雲端智慧知識工作圈，
智能搜尋知識傳承最全面

台灣精品 2018
TAIWAN EXCELLENCE

 **VITAL CMP 驗證管理**
一平台滿足所有驗證需求

 **VITAL OD 公文管理**
即時線上辦公文，與政府溝通更順利

 **VITAL HCM 人力資源管理**
考勤計薪易上手，法規遵循不遺漏

 **VITAL NetZero 零碳雲**
數位化碳管理，支持 ISO 50001、
ISO 14064-1、ISO 14067 國際標準

 **VITAL BizForm 智慧表單**
企業表單在雲端，設計簽核最簡單

 **VITAL Finance 財務會計管理**
會計總帳結合應收付帳款，
輕鬆掌握財務數據

 **VITAL VDU AI 辨識**
告別手動輸入，智慧辨識超省心



統一的 UI / UX 風格
單一帳號登入使用

ESG Solution

Nearly 2,000 customers use our official document system, saving 4.5 billion sheets of A4 paper, equivalent to reducing 450 million tons of CO₂ emissions and preserving 204,000 trees.

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

InsAI

The diagram is a circular 'ESG Wheel' with 'ESG' in the center. It is divided into three main colored segments: Environment (green), Social (purple), and Governance (blue). Each segment contains several sub-topics, each with a representative icon.

- ENVIRONMENT (E)**
 - Natural Resources (Icon: Hand holding a plant)
 - Carbon Emissions (Icon: Factory with smoke)
 - Environmental Opportunities (Icon: Lightbulb)
 - Climate Change (Icon: Cloud with rain)
- SOCIAL (S)**
 - Human Resources Management (Icon: Three people silhouettes)
 - Product Safety and Quality (Icon: Box with a checkmark)
 - Information Security and Personal Privacy (Icon: Computer monitor with a lock)
 - Financial Product Safety (Icon: Dollar sign with a shield)
 - Communication Channels (Icon: Two speech bubbles)
- GOVERNANCE (G)**
 - Accounting and Auditing (Icon: Clipboard with a dollar sign)
 - Board of Directors (Icon: Castle tower)
 - Corporate Governance (Icon: Bar chart)

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

Vitals PSMS
Problem Solving Management System

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

Vitals KPIM

20



數揚資訊榮獲『2024 年金恆獎』銀獎殊榮



「推動民間企業與團體綠色採購計畫」
113 年感謝狀



臺北市環境保護局_113 年表揚大會

- Awards from Taipei City Foreign and Disabled Labor Office
- Awarded a certificate of appreciation by Taipei City for three consecutive years .
- 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

- Through the iPAS Talent Development Program and the T Ambassador Program, we deepen industry-academia collaboration to cultivate intelligent and innovative talent. We continue to contribute our long-standing experience and influence in nurturing professionals, helping young students enhance their adaptability and competitiveness as they transition from graduation into the workforce.
- Charity donations, school software, and cloud services
- Employee birthday rewards & various donations
- Together with the Taipei Wild Bird Society, we are holding volunteer events to safeguard bird habitats.
- Certified for ISO 27001, 27018, and 27701, as well as achieving A-level certification in the Taiwan Intellectual Property Management System (TIPS).
- Ranked within the top 6%–20% in the Corporate Governance Evaluation for three consecutive years.
- 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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卓越中堅企業獎

www.gss.com.tw



GSS 叡揚資訊



Vital 雲端服務家族



Q & A



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