

Galaxy Software Services Corporation

Investor Conference 2025 Q1

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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.

2024 & 2025 Q1 Highlights

highest group revenue

1,735,871
(In Thousands of NTD)

New Product

- **Vitals ESP+ GenAI**
- **Vital Cloud + AI**
 - **InsAI**

Award

- **2024 Forbes Asia Best Under A Billion**
- **SGS IT award**
- **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”

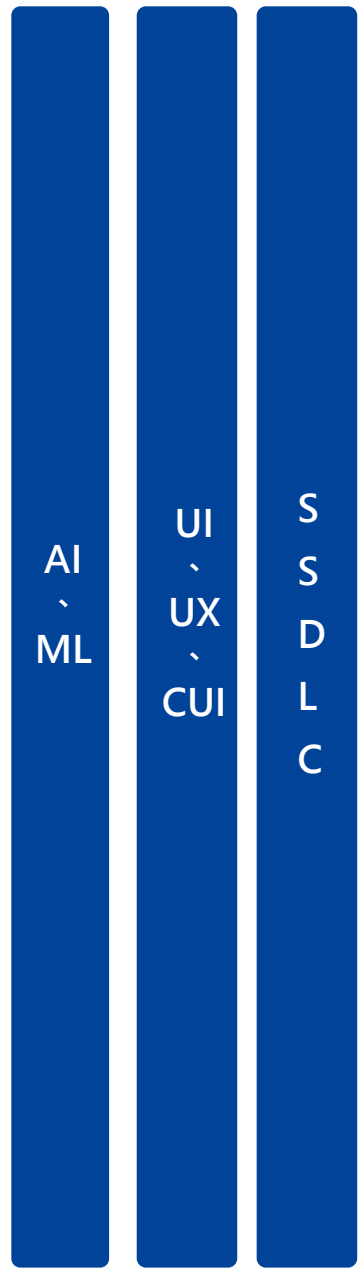
With a team of over 800 employees, we are devoted to providing our customers with diverse products and the highest quality of service. We continuously integrate and successfully obtain various international standard certifications.



- 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.

38 Years of Experience in Software Developed Capability in Various Fields

Meet Customer Needs
Application
Development Levels Up
with System
Capabilities



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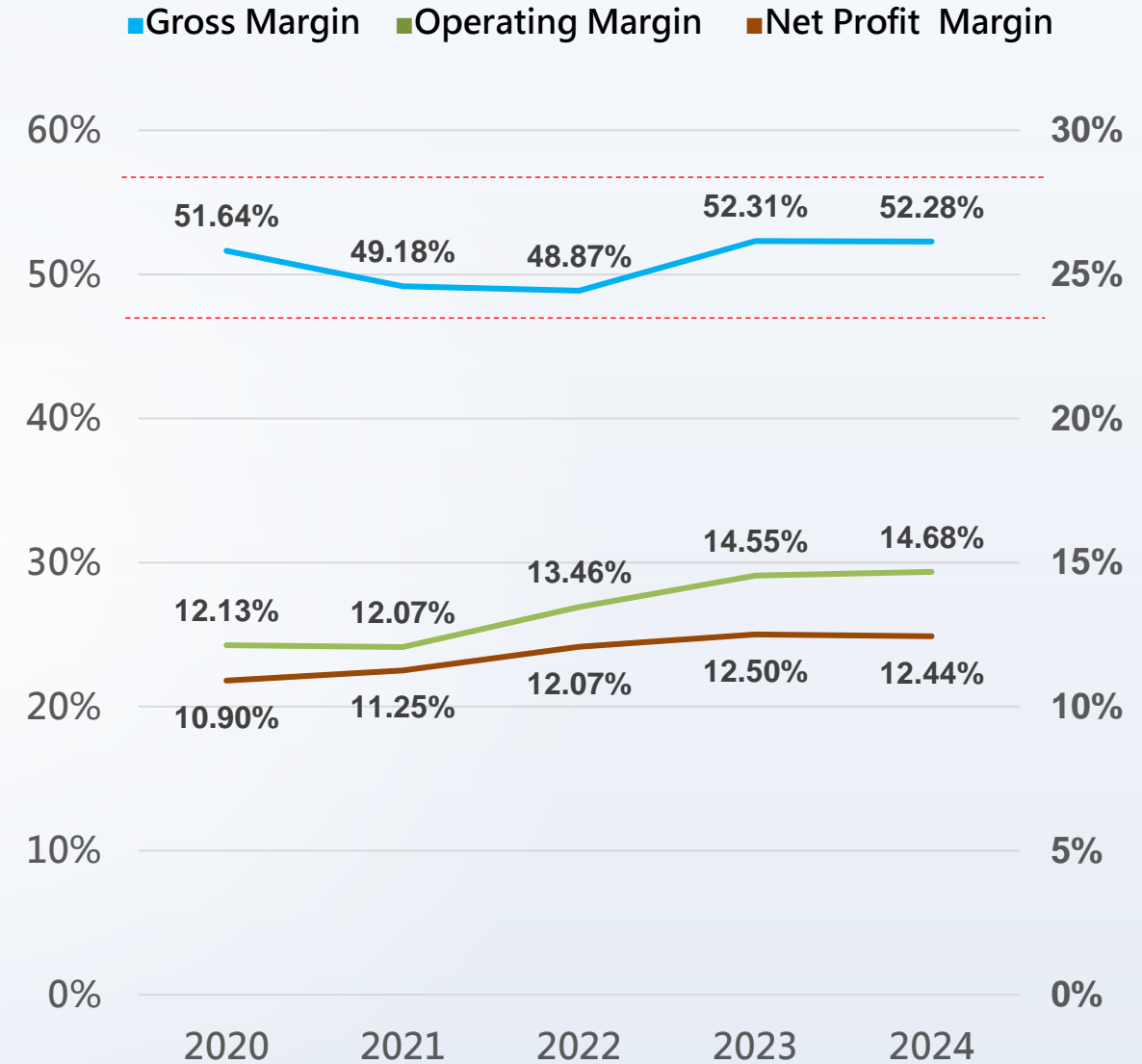
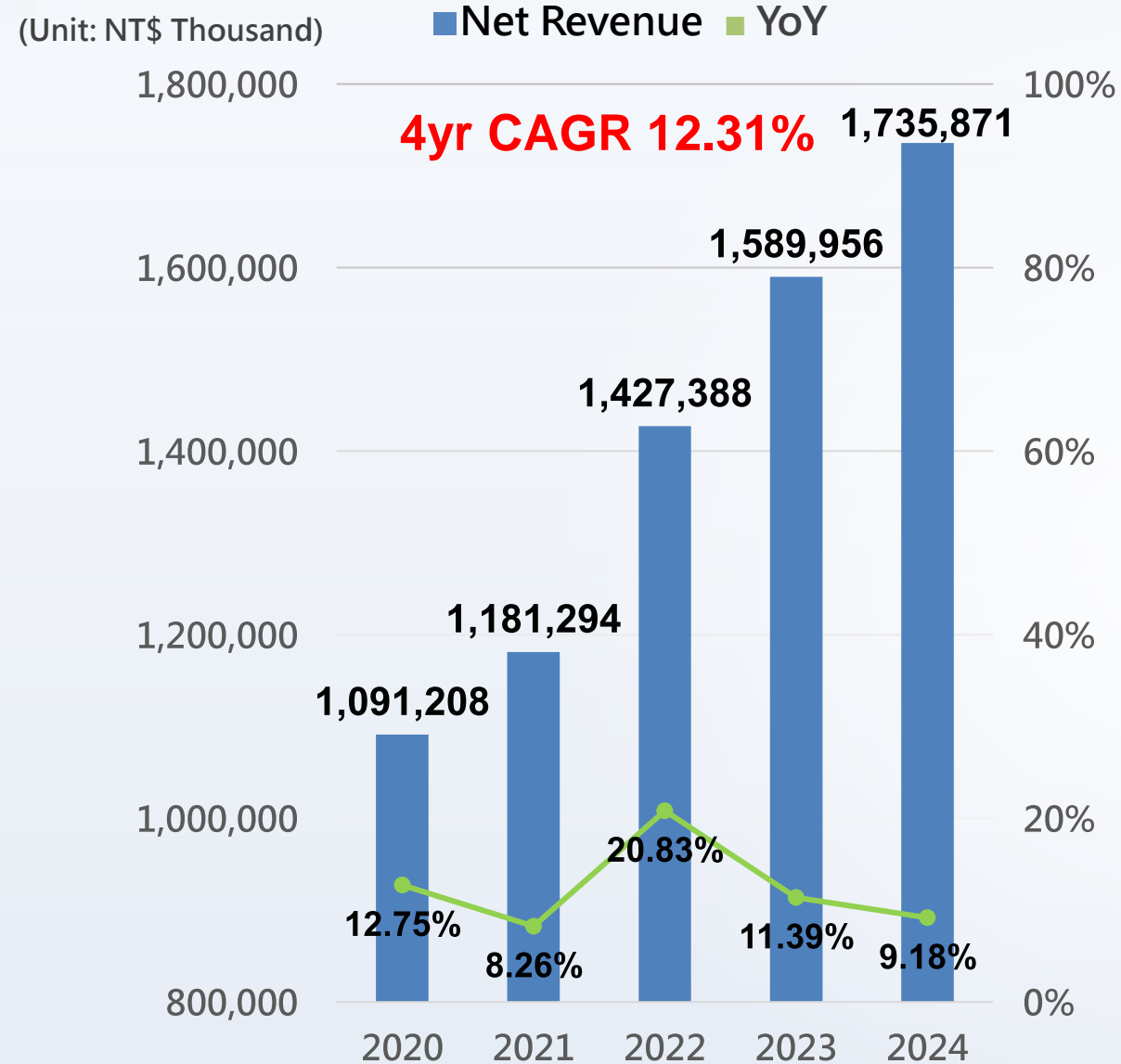
Financial Results for Last 2 Years

(Unit: NT\$ Thousand)

	Net Revenue	Gross Profit	Operating Income	Net Profit	EPS (Dollars)	(Note)
2024	1,735,871	907,573	254,765	216,002	6.14	
2023	1,589,956	831,773	231,270	198,819	5.68	
YoY	+9.18%	+9.11%	+10.16%	+8.64%	+8.10%	
	Gross Margin		Operating Margin	Net Profit Margin		
2024	52.28%		14.68%	12.44%		
2023	52.31%		14.55%	12.50%		
YoY	-0.03%		+0.13%	-0.06%		

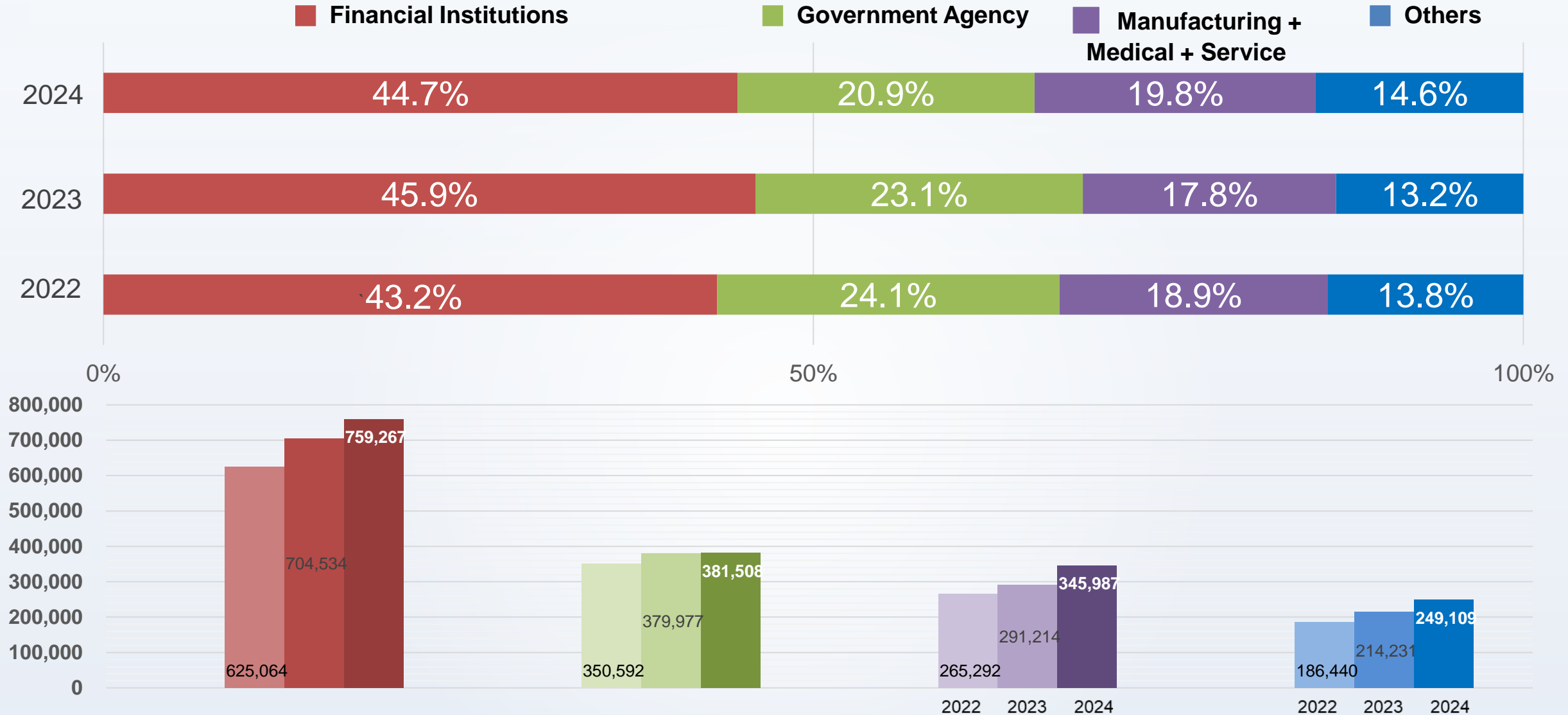
Note: due to Capital surplus transferred to common stock on 2024, 2023 EPS adopts retrospective adjustment.

Financial Results(Revenue & 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



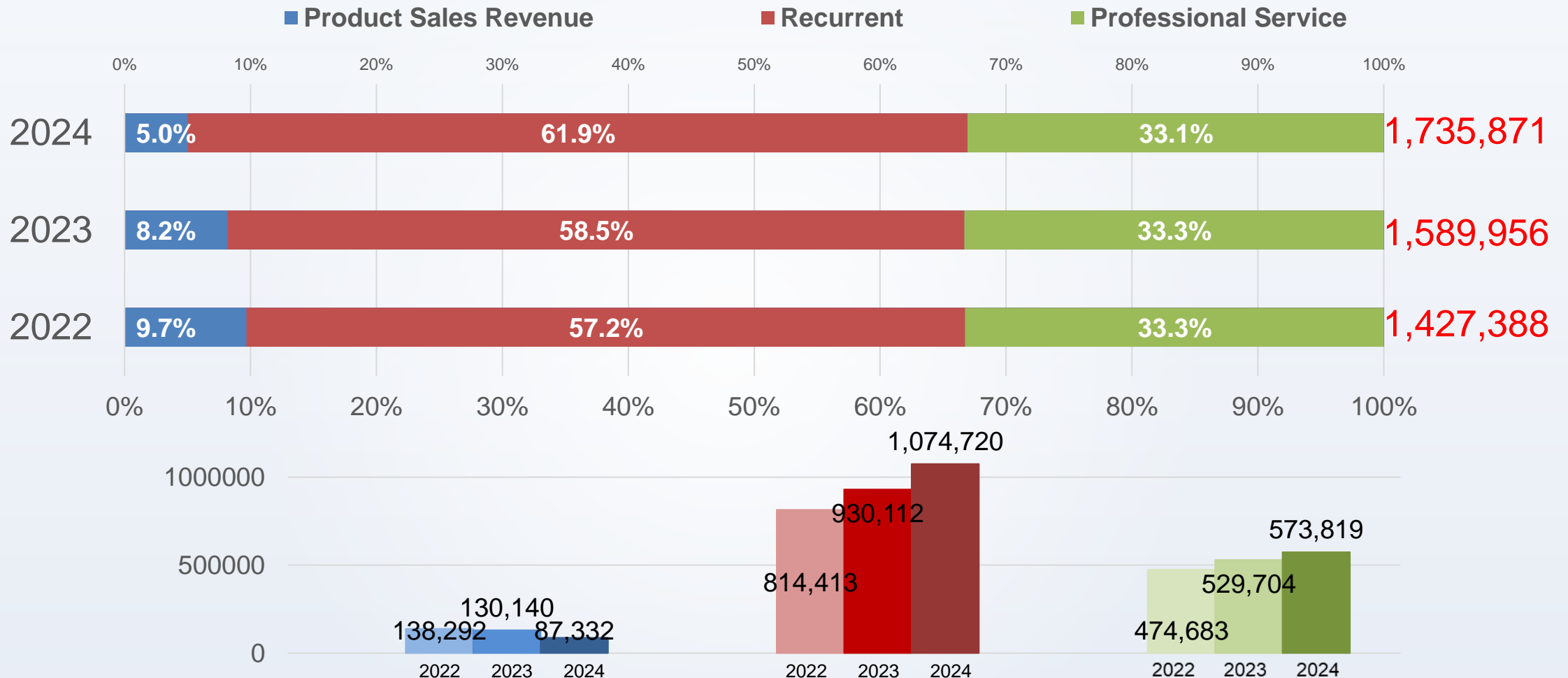
> 40,000 Cloud Services Customers

Financial Results for Last 3 Years (Revenue Analysis)

Revenue Model

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

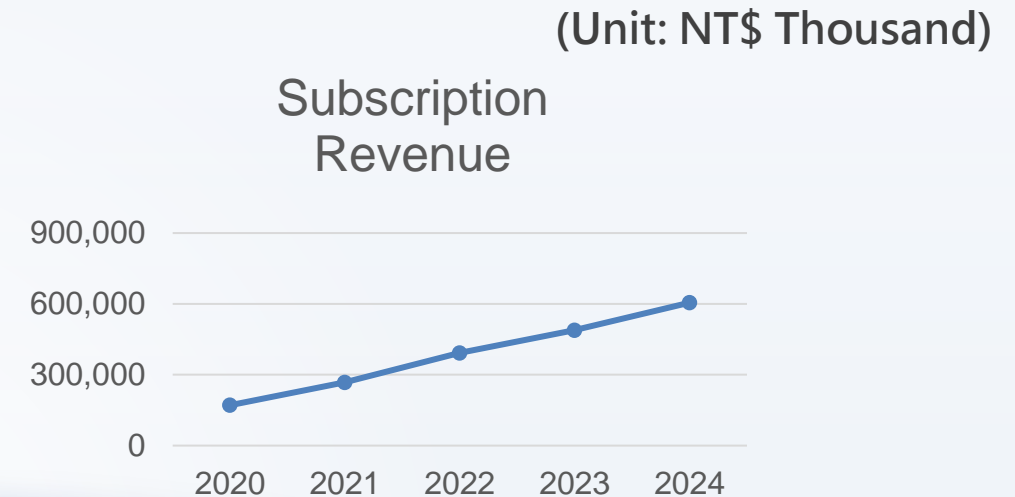
(Unit: NT\$ Thousand)



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
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%

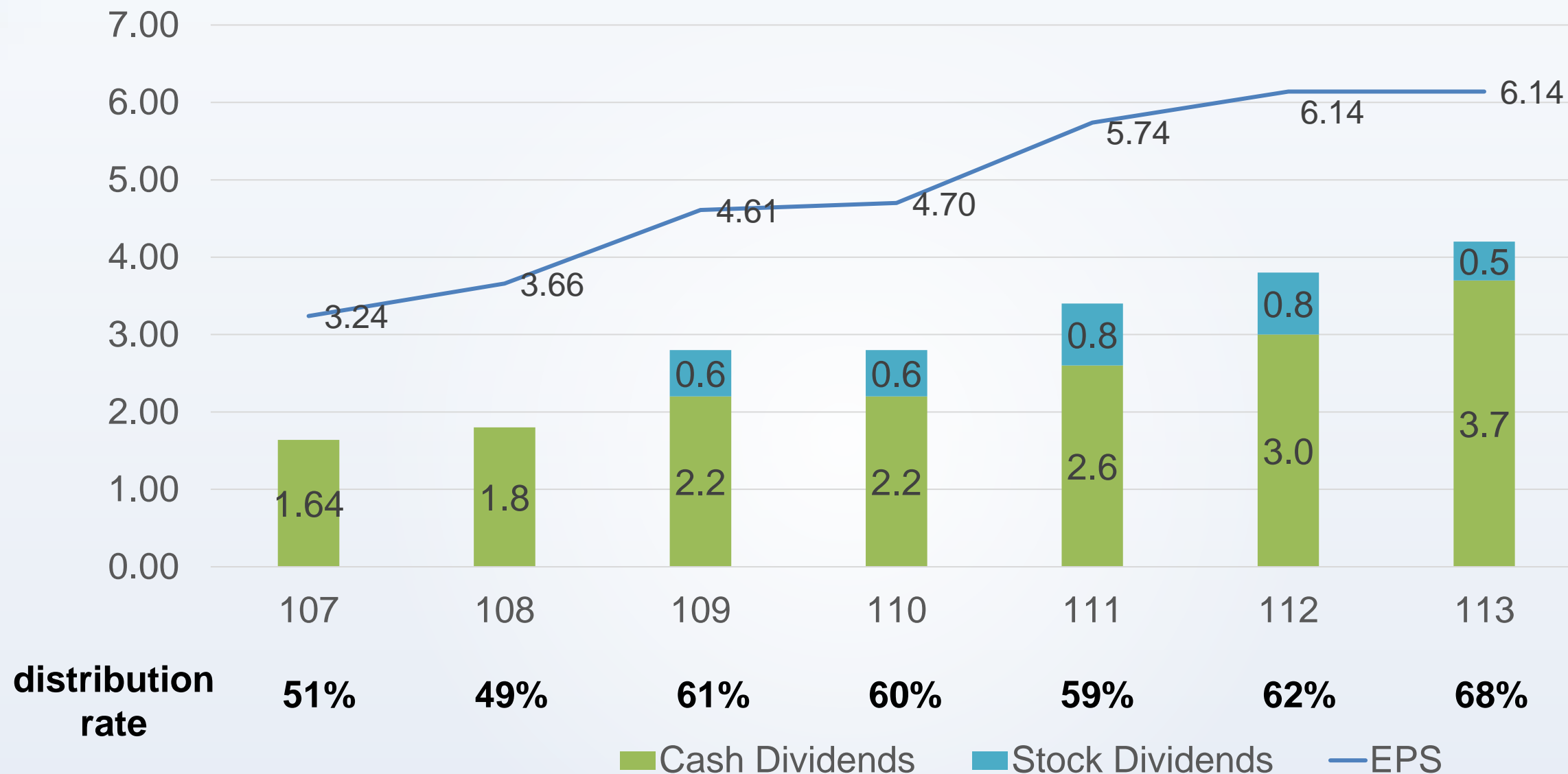


Subscription model has become one of the most important business trends,
subscription service can create stable and predictable income,
and plan for future R&D investment

Information governance and security
tools greatly improved

Cloud services continue to expand
SME customer base

EPS



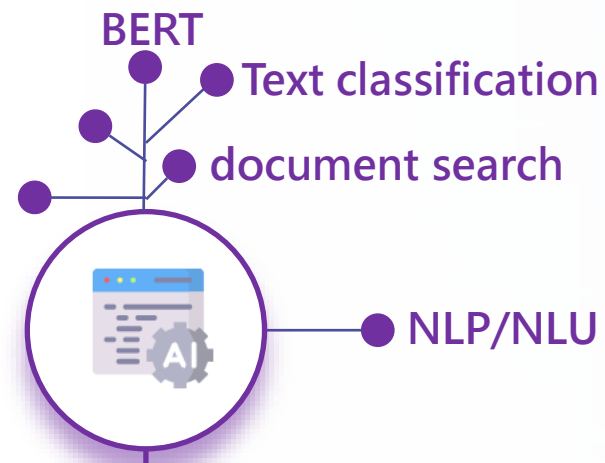
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Results of Research & Development



New Technology, New Approaches, Continuous Evolution

10 Years of AI Achievements: Development and Application Capabilities



integration
automated chatbot
creation



Chatbot Technology

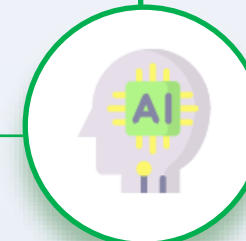
專屬的精準生成結果，可追溯資料來源避免超譯或資訊錯誤



LLMs

2023

RAG



Gemini
Mistral
Claude3
Solar
TAIDE
Llama2
Azure OpenAI

GenAI

The future development and evolution of AI applications

Rise of Dedicated Small and Medium-Sized Language Models

Collaboration Between Large Models and Small & Medium Models

Increasing Demand for GPUs; AI Training and Inference Architectures Will Focus More on Balancing Performance and Cost

Algorithm optimization, model compression, quantization techniques, cloud computing platform capabilities

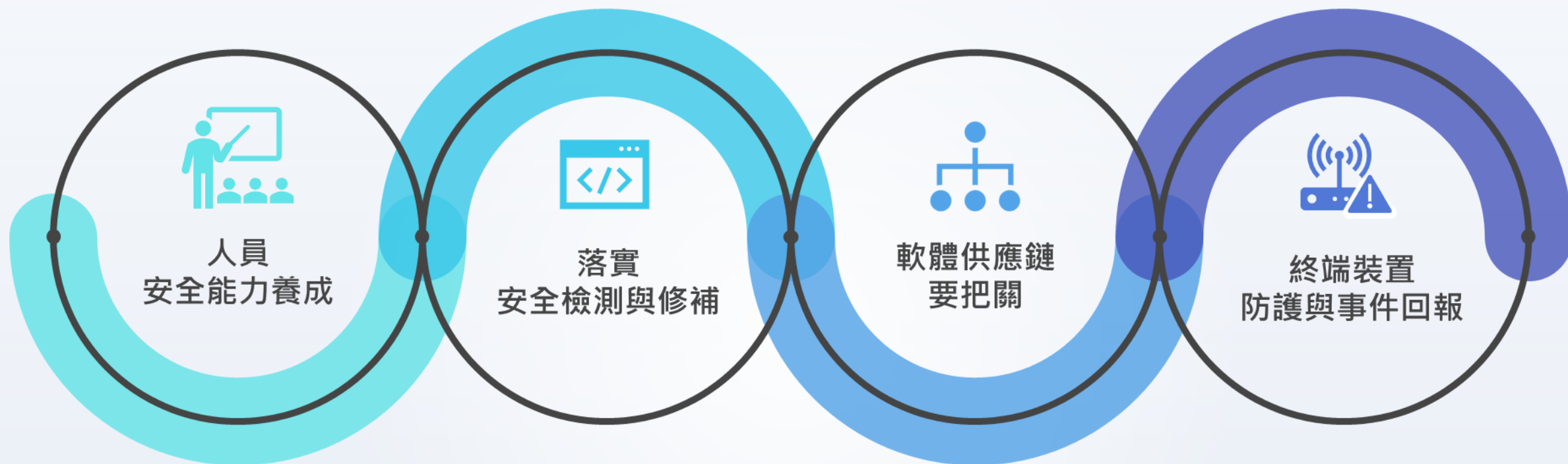
LLM Gateway Launched, Providing the Following Core Functions:

- 1 Centralized management of language models
- 2 Standardized API
- 3 Centralized model permission management
- 4 Prompt logging and querying
- 5 Token statistics and cost estimation



As AI hardware costs continue to decline, the adoption of AI applications will further accelerate, enabling both enterprises and individuals to obtain high-efficiency AI services at lower costs.

Information Security Solutions



觀揚
資安學程



SaaS Cloud Service



觀揚資訊股份有限公司

Stock Code | 6752

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

Vital 雲端服務 Since 2009

 VITAL CRM
客戶關係管理

 VITAL Knowledge
協同知識管理

 VITAL BizForm
智慧表單

客戶經營 協同管理

 VITAL CMP
驗證管理

 VITAL HCM
人力資源管理

 VITAL OD
公文管理

 VITAL NetZero
零碳雲

 VITAL Finance
財務會計管理

基礎營運 高效管理

碳盤查 淨零排放

統一的 UI/UX 風格
單一帳號登入使用

Vital NetZero

Completed ISO 14064-1 software validation AUP verification by SGS and ARES, and more than 20 Ruiyang colleagues have obtained international certifications for sustainability/carbon inventory (BSI, SGS, etc.), accumulating rich professional consulting power for product introduction.

Since its launch, our clients span over 20 industries, including electronics, semiconductors, chemicals, metals, hospitals, schools, and more. We have collaborated with multiple consulting firms, distributors, and energy IoT partners. Many of our clients have used Vital NetZero to pass third-party verification and certification by SGS, BSI, AFNOR, ITRI (Industrial Technology Research Institute), and other organizations.

National Taipei University of Business has pioneered the "ESG and Digital Carbon Management Industry Master's Program," collaborating with companies such as VitalSys and others. This program has successfully assisted 20 students and faculty members in obtaining international carbon management certifications. Additionally, it has engaged in corporate carbon management projects, cultivating sustainable management professionals with practical expertise for businesses.



Gain recognition from customers in various industries



碩隆精密工業

使用服務 Vital CRM Vital Knowledge Vital NetZero
車用扣件廠隱形冠軍：碩隆用數位化推動流程改造，攜手叢揚雲端邁向永續經營



臺灣車用扣件廠隱形冠軍：碩隆精密工業，是本田、豐田、福特、富豪、福斯、山葉、光陽、佳能等國際知名汽車廠的二階供應商(照片來源：碩隆)



怡凌股份有限公司 / 台灣怡凌染化紡織集團-蔡董事長

使用服務 Vital NetZero
從「零」開始，Vital NetZero 三步幫助怡凌染化紡織拆解淨零碳排任務

蔡明宏 怡凌股份有限公司 董事長

“選擇數位化碳盤查系統的重點－
「能減少人員作業時間與出錯率」”



瑞昱半導體

雙系統對接，效率大升級！

透過Vital NetZero API，自動化匯入瑞昱公司全集團各地的碳排放活動數據資料，3個月完成公司集團國內外16個據點的溫室氣體盤查與驗證



新光醫院 通過溫室氣體盤查

叢揚資訊零碳雲系統助攻 全台首家

2024.08.09 / 03:00 / 工商時報 黃淑芬

使用服務 Vital NetZero
大型醫院導入 Vital NetZero 零碳雲，邁向綠色醫療永續發展目標



永寬化學股份有限公司

使用服務 Vital NetZero
永寬化學搶進綠色供
NetZero 零碳雲取得

陳國器 永寬化學股份有限公司 專案工程師

將試算表上的碳盤查數據成功轉入系統，通過 ISO 14064-1 法國標準協會



使用服務 Vital NetZero

政府計畫助力！大學教授聯手輔導
11 家企業完成碳盤查，成功導入叢揚 Vital NetZero 零碳雲，實踐永續淨零未來

臺中教育大學拾已襄教授、朝陽科技大學陳博舜教授 數位製造管理加值計畫-碳盤查應用加值



使用服務 Vital NetZero

從淨水王者到永續先鋒，溢泰借力 Vital NetZero 展現高效率碳管理

碳盤管理團隊 溢泰實業股份有限公司

2025年02月25日星期二

藉由 Vital NetZero 與 Google 地圖 API 的便捷串接，人資部門在短短 15 分鐘內便完成計算臺灣廠高達 1,000 名員工的通勤碳排放數據，與傳統手動計算一個月的時間相比，效率倍增。

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

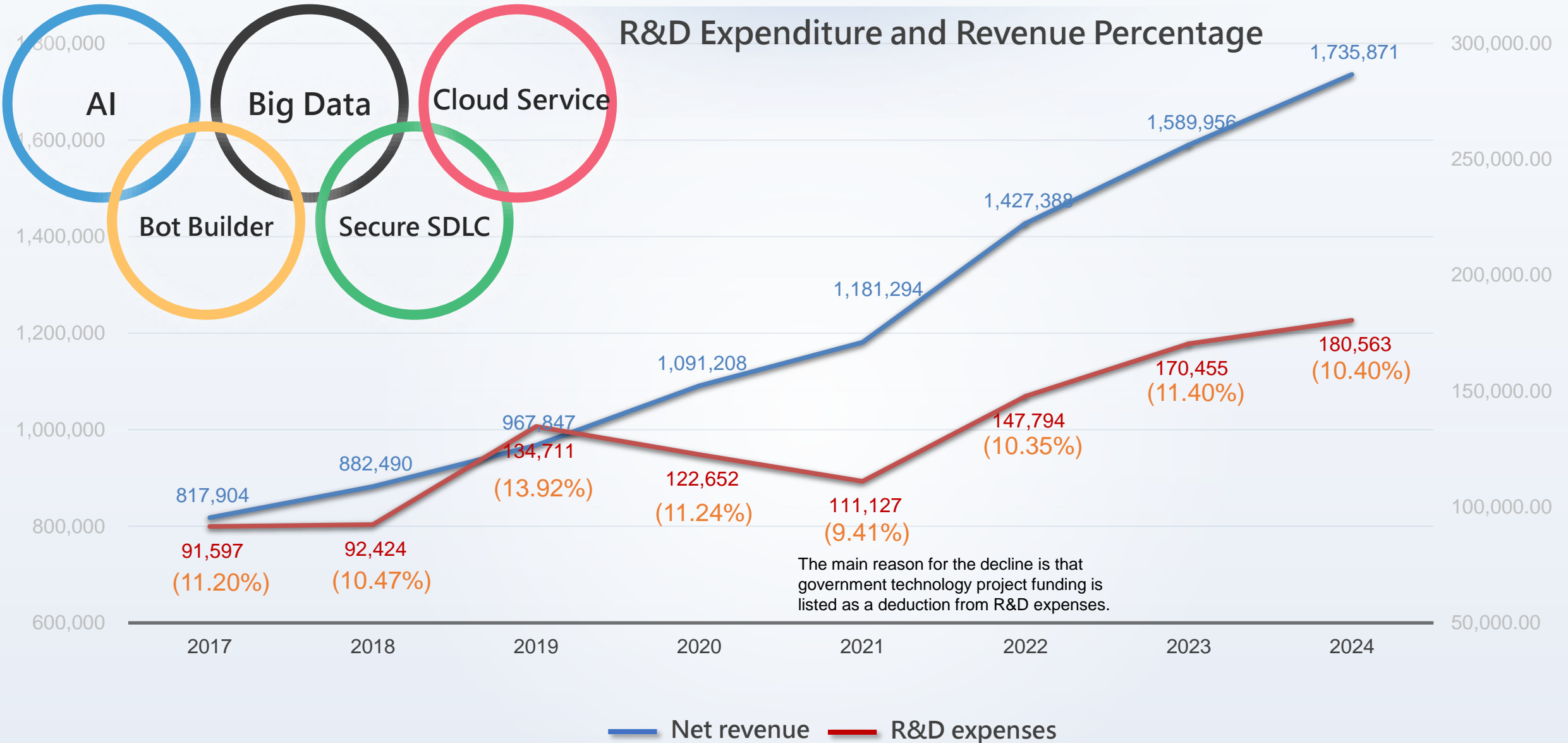
Vitals Forum

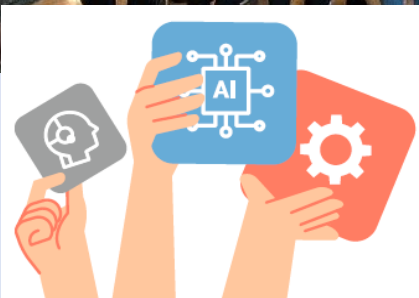
AVC
Application Vulnerability Correlations

Vitals Survey

Information Governance and Security

R&D Investments Trend and Benefit





- 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
- 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 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!



國家產業創新獎
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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