

# Galaxy Software Services Corporation

## Investor Conference 2021 Q1

2021.03.19



Since 1987

Leading company of enterprise application software development

- › 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.

# Company Profile

6752

**Founded:** 1987.03.16

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**Chairman:** Pei-Yung, Chang

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**General Manager:** Shih-An, Chen

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**Capital:** NT\$ 267 Million

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**Address:** 5F., No.9, Dehui St., Zhongshan District, Taipei

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**Total Employee:** Around 600

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**CMMIDEV / 3™**  
DEV. PROCESS MODEL - APPROPRIATE FOR



# Milestones

6752

- 1987 Galaxy Software Services Corporation was founded
- 1998 Passed **ISO9001 Certification** still effective today
- 2002 Received The 10th Industrial Technology Advancement Award – Outstanding Award
- 2005 Received The 13th Industrial Technology Advancement Award – Outstanding Award
- 2007 Passed **CMMI-DEV V1.2 Maturity Level 3** still effective today
- 2013 Acquired **ISO27001 Certification**  
Passed CNS 15190
- 2015 Awarded **Taiwan Excellence Award** from Ministry of Economic Affairs
- 2017 Awarded **The 5th National Industrial Innovation Award** from Ministry of Economic Affairs
- 2020 **Officially listed on the TPEX**



# Agenda

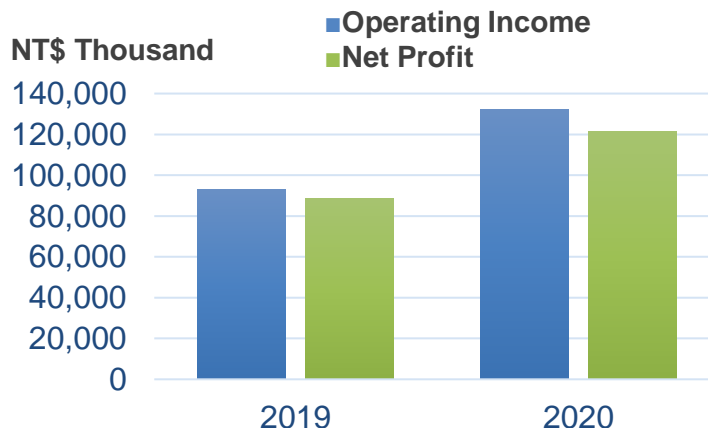
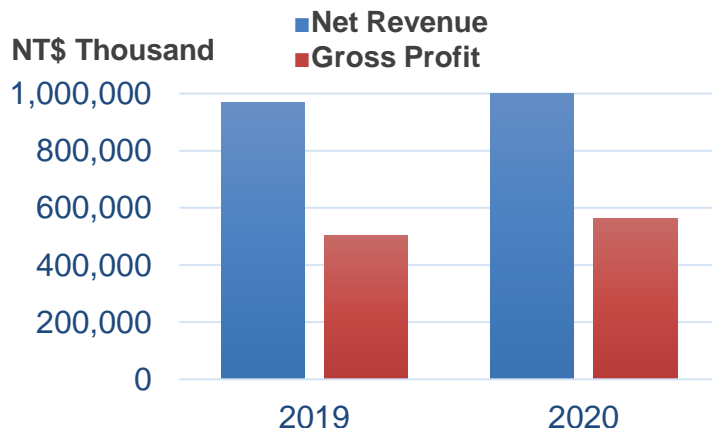
## Operation Overview

# Financial results for the last 2 years

6752

(Unit: NT\$ Thousand)

Year	Net Revenue	Gross Profit	Operating Income	Net Profit	EPS (Dollars)
2020	1,091,208	563,520	132,376	121,724	4.88
2019	967,847	504,114	92,932	88,492	3.66
Growth%	12.7%	11.8%	42.4%	37.6%	33.3%

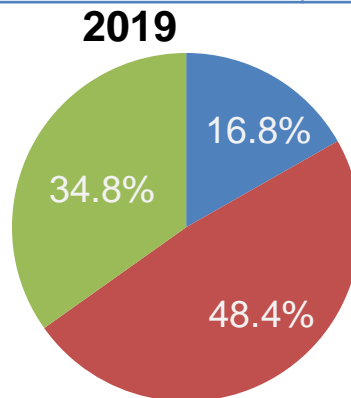
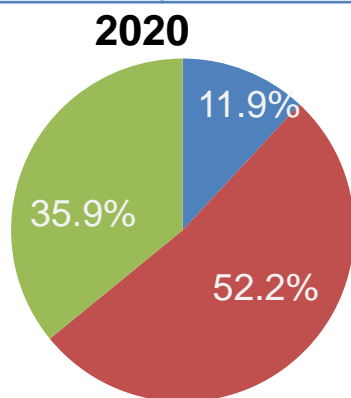


# Financial results for the last 2 years

6752

(Unit: NT\$ Thousand)

Year	Sales Revenue	Technical Service Revenue		Total
		Recurrent	Professional Service	
2020	130,103	569,332	391,773	1,091,208
2019	162,412	468,330	337,105	967,847



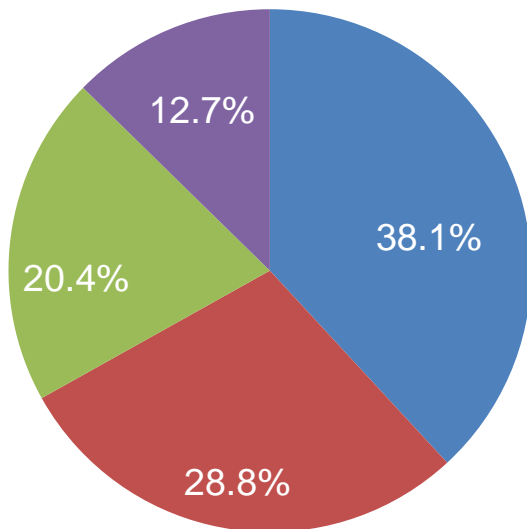
- Sales Revenue
- Recurrent
- Professional Service

Note: Recurrent revenue includes term license, maintenance, and outsourcing.

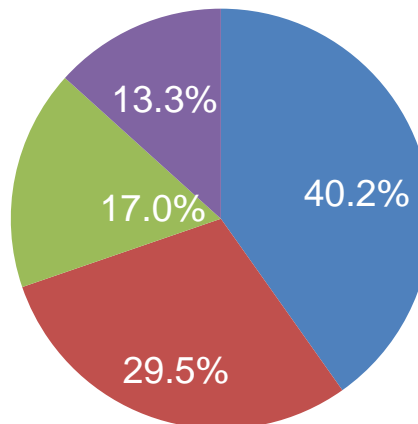
# Analysis of revenue - by industry of customer

6752

2020



2019



- Financial Institutions
- Government Agency
- Manufacturing + Medical + Service
- Others  
(Telecommunication, foundation, school...etc.)



# Dividends Payout

**6752**

(Unit: NT\$ Thousand)

	2020	2019
EPS(weighted average shares outstanding)	4.88	3.66
EPS(end-of-year shares outstanding) <b>a</b>	4.46	3.54
Dividends <b>b</b>	2.8	1.8
Cash	2.2	1.8
Stock	0.6	0.0
Payout Ratio <b>c=b/a</b>	62.8%	50.8%

Note: Distribution for the earnings of 2020 was approved by the Board of Directors meeting held on March 15, 2021.

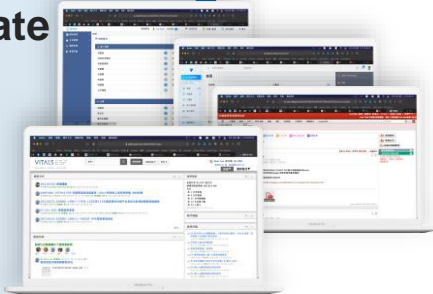
## Continue to Innovate

Official Correspondence Management

Human Resource System

Credit Risk and IFRS Asset Impairment Assessment :

Enterprise Social Platform



Cloud Platform & Service

New Technology



AI & deep learning

Enterprise Instant Messaging

Chatbot, bot builder

Smart dyeing & finishing, system change management tool

Continue to refine, deepen, and expand the effectiveness

# 30 years of TOPCO creates second growth curve by digital transformation

The four territories –

semiconductors, environmental protection, food, sports



Dr. Robert Lai:

- › Digitalization, digital innovation, and transformation are the basics, which further includes innovations for product and service, process, business model and others.
- › With thousands, cross-regional enterprise customers, there is an urgent need for efficient tool, and found Vital CRM which was ready to use, enhancing success rate of business promotion from 40% to 50%.
- › Anyong Fresh grasps the best timing: precise marketing was great upon implementation of Vital CRM!

Chairman, TOPCO SCIENTIFIC CO., LTD  
Dr. Robert Lai

# Agenda

## Market Trends

&

## Paths of Growth

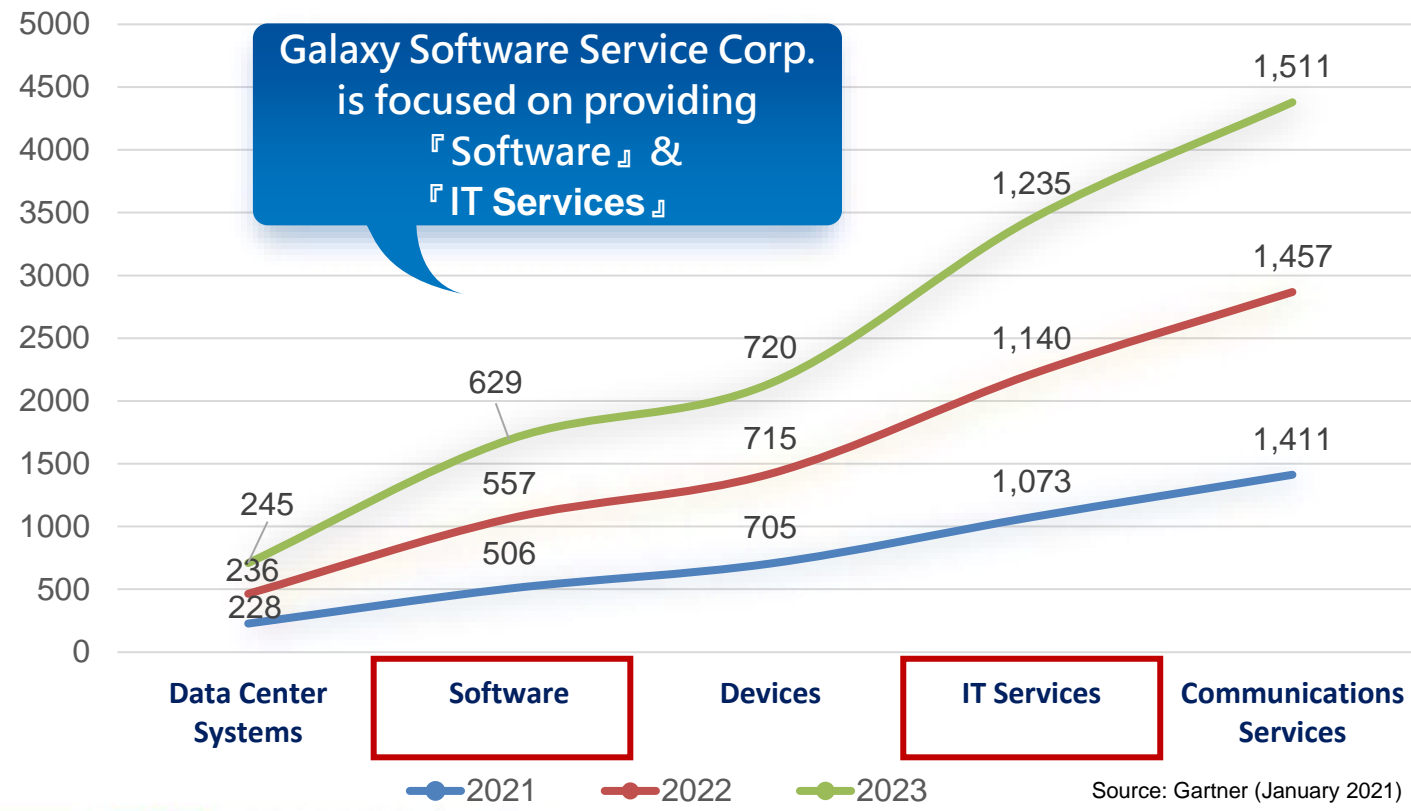
# Market Overview 1/2

## Worldwide IT Spending Forecast

6752

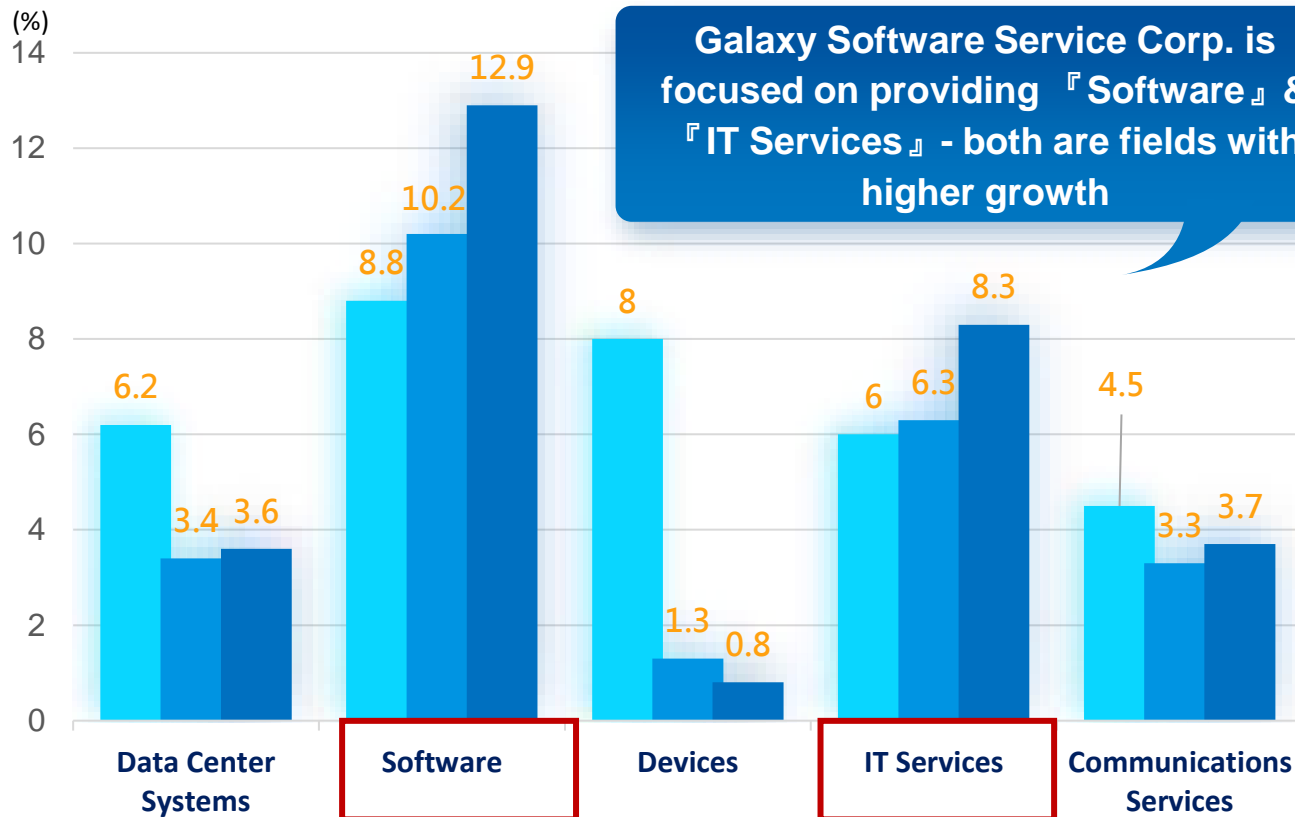
(Billions of U.S. Dollars)

Galaxy Software Service Corp.  
is focused on providing  
『Software』 &  
『IT Services』



## Market Overview 2/2

## Worldwide IT spending growth rate Forecast



# Market Overview - Stacked Digital Armament

6752

New technology on web AP enhances the value & competitive

- Well-founded **existing digital workplace platform**
- New technology embodied in existing products, new experience & values



Information  
Security



UIUX



Chatbot



AI

Autonomous  
Business

Value  
Autonomous  
Business

Algorithmic  
Business

Digital  
Business

Digital  
Marketing

Digital  
Workplace

Browser + Commercial internet  
open the new era of change  
replace propriety systems  
& networks

web + Internet  
New business  
operation  
E-Business

Digital  
Marketing

數位化的商品  
Digital  
Business

資料分析 – 大數據  
Algorithmic  
Business

Autonomous  
Business

Web

95

00

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20

Time

New Technology & New Method to evolve

Source: Gartner

# Market Overview - Stacked Digital Armament

6752

New technology on web AP enhances the value & competitive

- Well-founded **existing digital workplace platform**
- New technology embodied in existing products, new experience & values



Information  
Security



UI/UX



Chatbot



AI

Autonomous  
Business

Human resource system, official correspondence management, enterprise social platform, credit review and risk management for banks

Cloud – services mentioned above, including CRM, accounting, forms...etc.

Newly introduced monday.com project management and others satisfy customer's needs.

Value  
Autonomous  
Business

Algorithmic  
Business

Digital  
Business

Digital  
Marketing

Digital  
Workplace

Browser + Commercial Internet  
open the new era of change  
replace proprietary system  
& networks

web + Internet  
New business  
operation

Digital  
Marketing

E-Business

Business

daily necessities in digital world

Web

95

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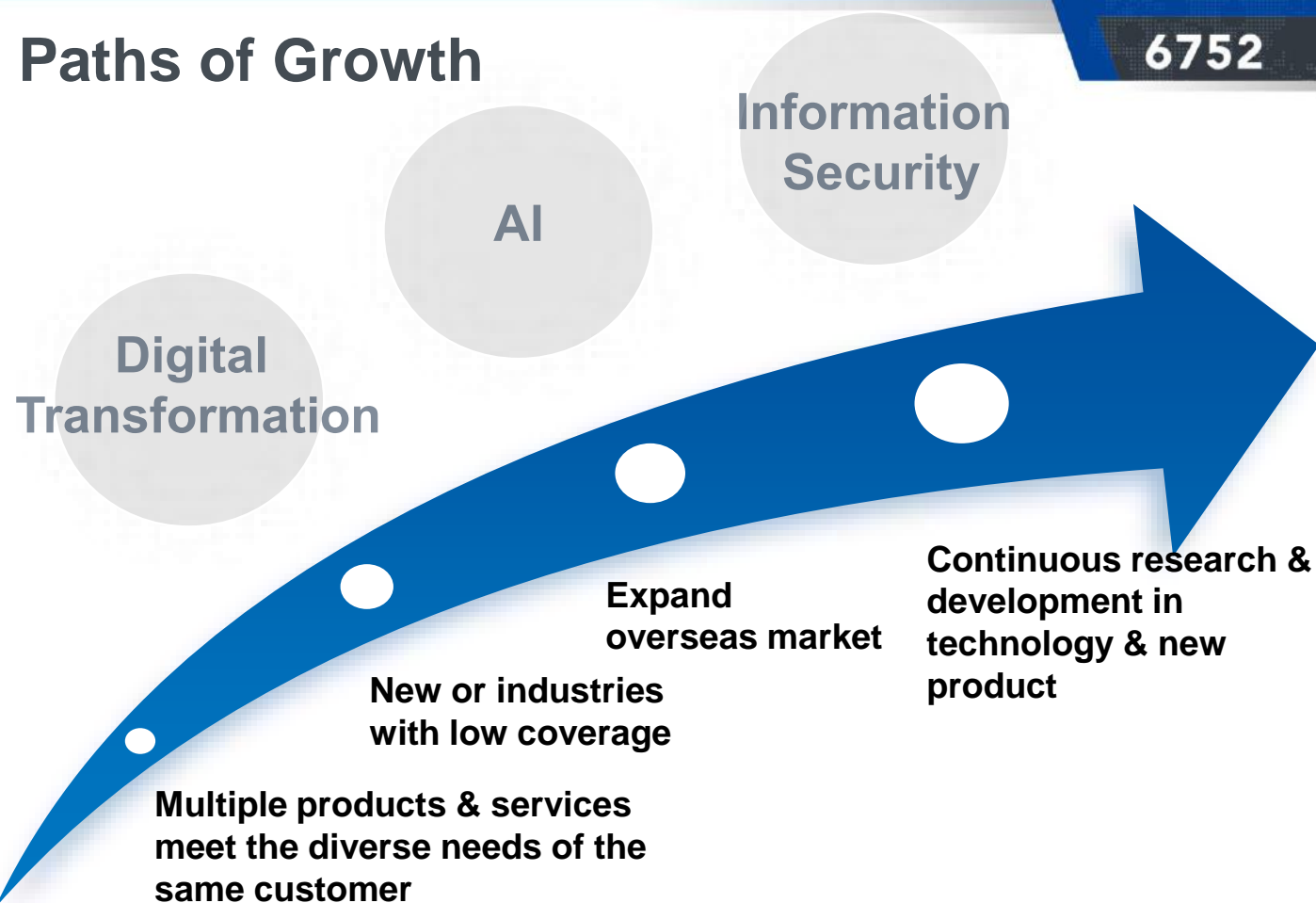
Time

New Technology & New Method to evolve

Source: Gartner



# Paths of Growth





Thank You ~



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卓越中堅企業獎

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Vital Cloud  
Services Family