

Galaxy Software Services Corporation

Investor Conference 2024 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.

2023 & 2024 Q1 Highlights

highest group revenue

1,589,956
(In Thousands of NTD)

highest group EPS

6.14
(In Dollars of NTD)

found

**Kaohsiung
RD Center**

award

**CISA Young Award- “iota
C.ai”**

**SNQ -
“Vitals KPIM”**

**2024
Taiwan Excellence Awards
“Vitals ESP”**

new product

**2024/3
Vital NetZero
ISO 14067**

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

Awards & Honors

2023

- CISA Young Award- "iota C.ai"
- CRIF "Top 5000 - The Largest Corporations in Taiwan" - 6th Place for Software Design Services
- The second-tier ranking in the Corporate Governance Evaluation
- Symbol of National Quality Verified - "Vitals KPIM"



2022

- Taiwan Excellence Award - "Vitals ESP" 
- Gender Mainstreaming Enterprise Model presented by Industrial Development Bureau, MOEA
- Symbol of National Quality Verified - "iota C.ai" 

2021

- Taiwan Excellence Award - "iota C.ai" 
- CRIF "Top 5000 - The Largest Corporations in Taiwan" - 5th Place for Software Design Services

2019

- APICTA Merit Awards (Big Data Analytics)

2018

- Taiwan Excellence Award - "Vital/KM Knowledge Management System"
- Taiwan Excellence Award - "Vital/Customer Relationship Management"



2017

- The 5th National Industrial Innovation Award

2015

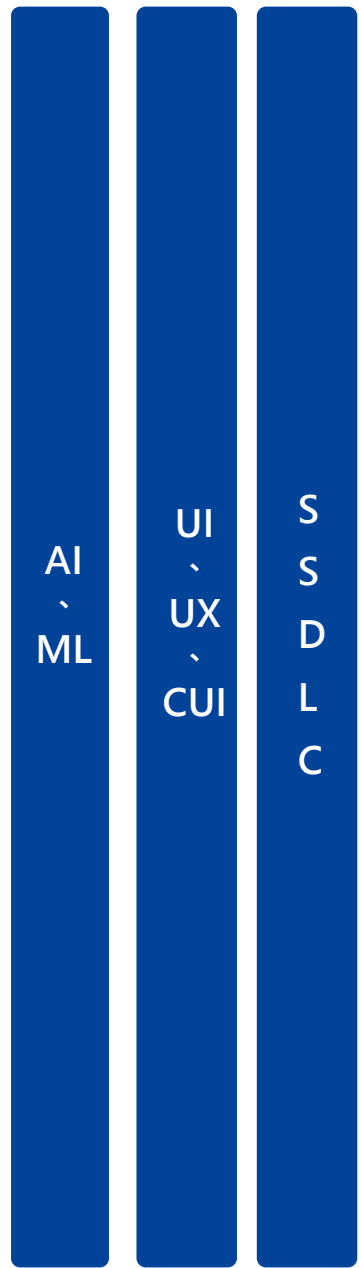
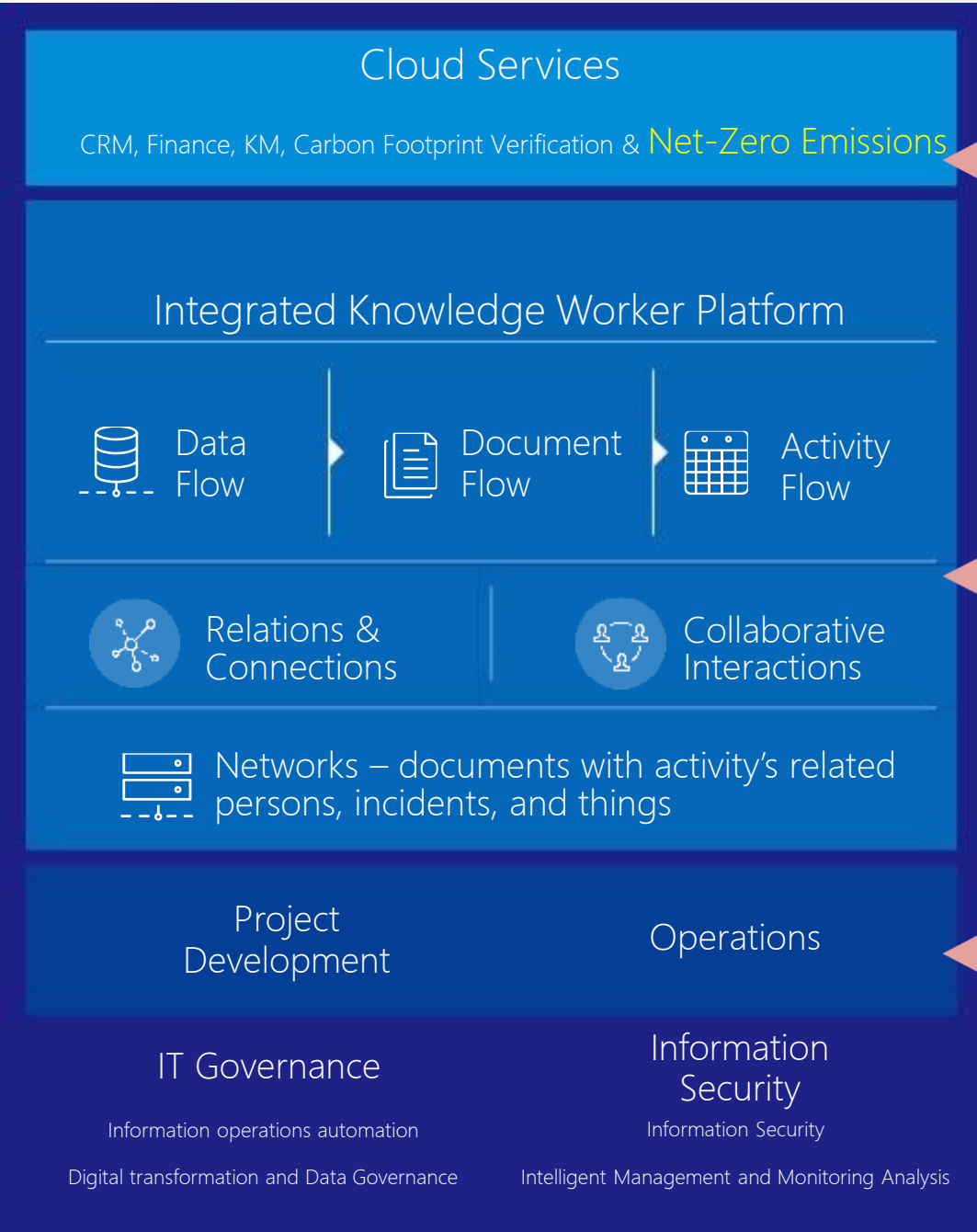
- The 3rd Taiwan Mittelstand Award

Taiwan Excellence Award - "Vitals ESP Enterprise Social Platform"



36 Years of Experience in Software Developed Capability in Various Fields

Meet Customer Needs
Application
Development Levels Up
with System
Capabilities



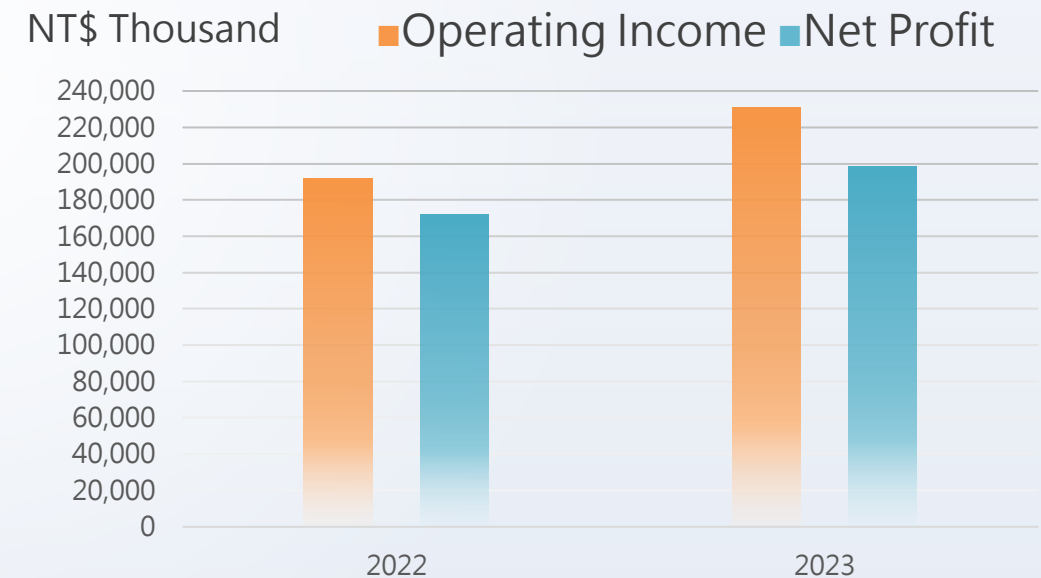
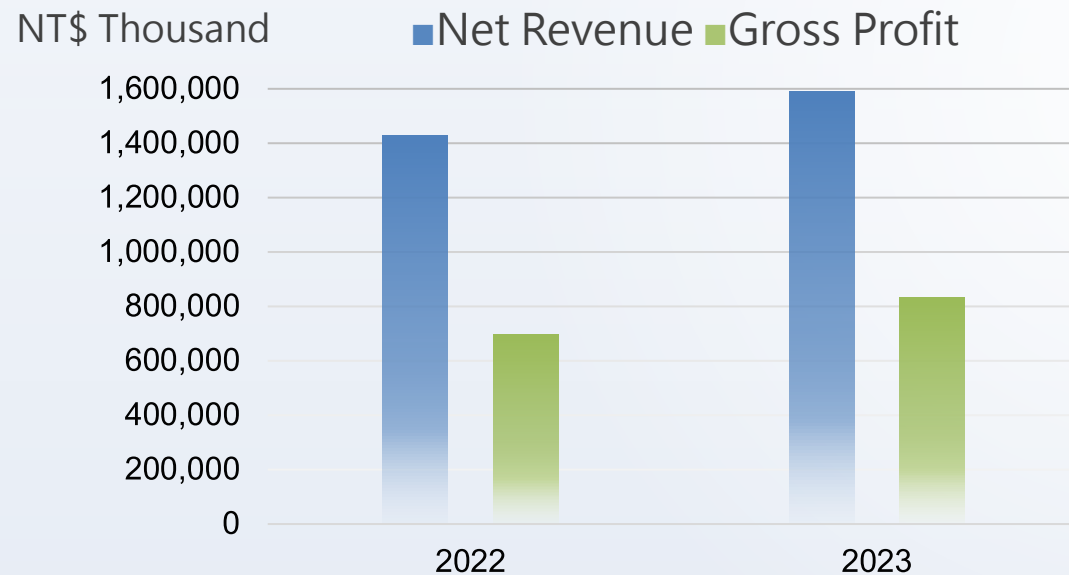
- › Company Profile
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Financial Results for Last 2 Years

(Unit: NT\$ Thousand)

	Net Revenue	Gross Profit	Operating Income	Net Profit	EPS (Dollars)
2023	1,589,956	831,773	231,270	198,819	6.14
2022	1,427,388	697,533	192,117	172,313	5.32 (Note)
YoY	11.39%	19.25%	20.38%	15.38%	15.41%

Note: due to Capital surplus transferred to common stock on 2022, 2021 EPS adopts retrospective adjustment.

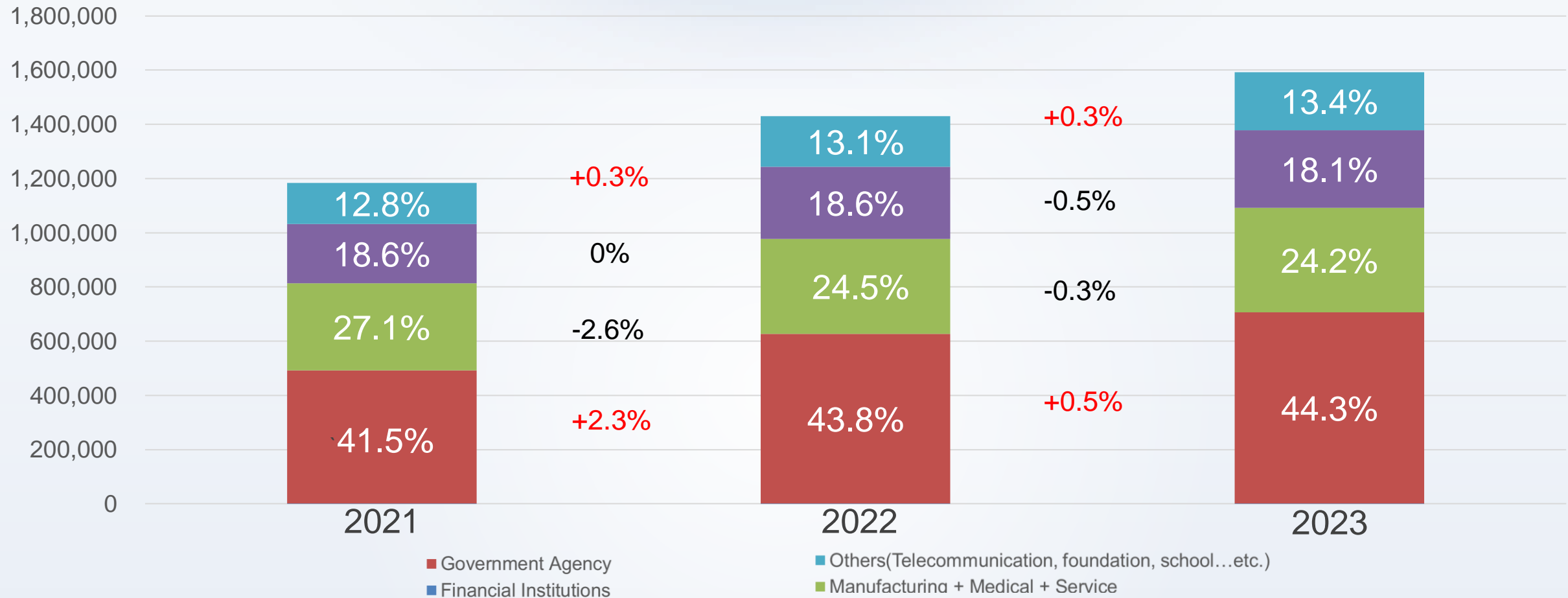


Financial Results for Last 2 Years (3 Margin Analysis)

	Gross Margin	Operating Margin	Net Profit Margin
2023	52.31%	14.55%	12.50%
2022	48.87%	13.46%	12.07%
YoY	+3.44%	+1.09%	+0.43%



Analysis of Revenue – by Industry of Customer



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



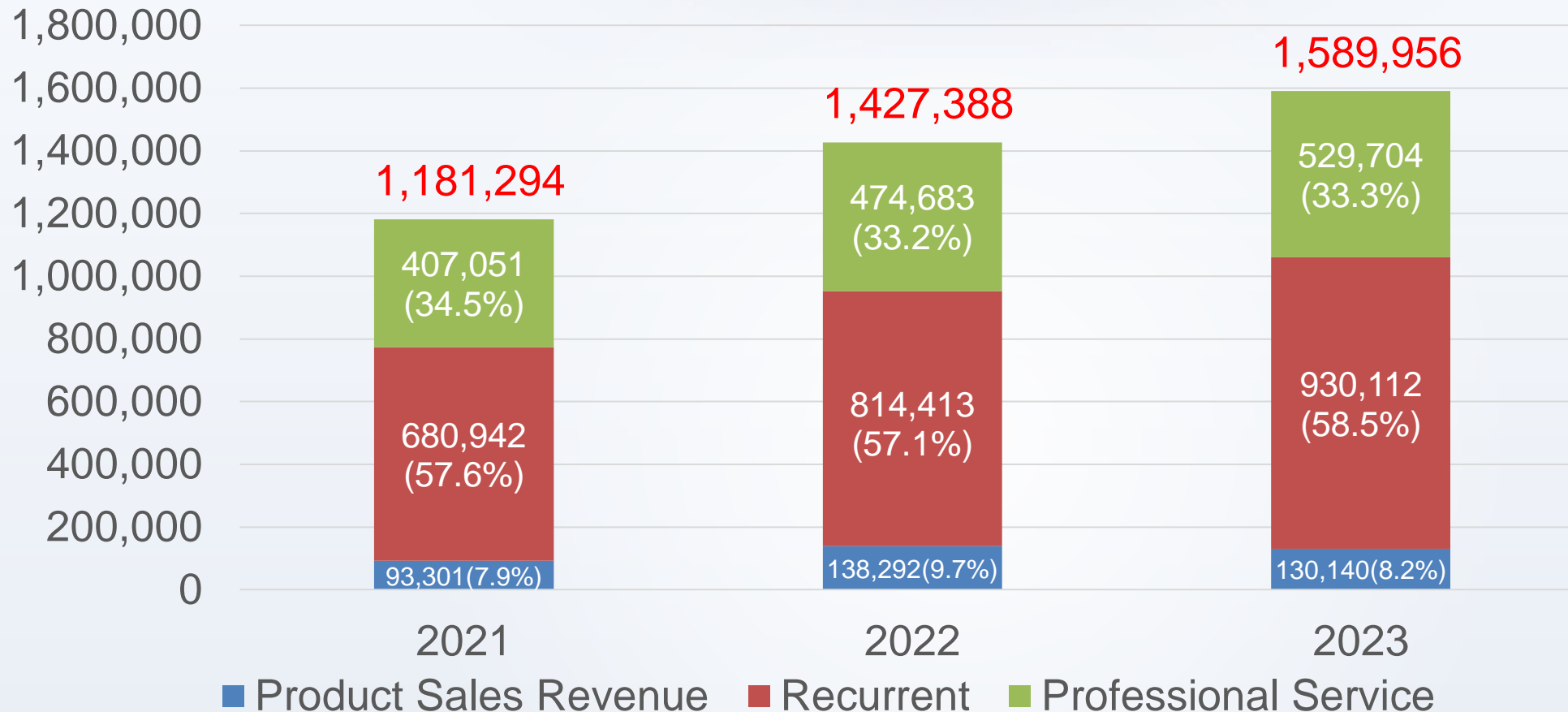
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40,000

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)

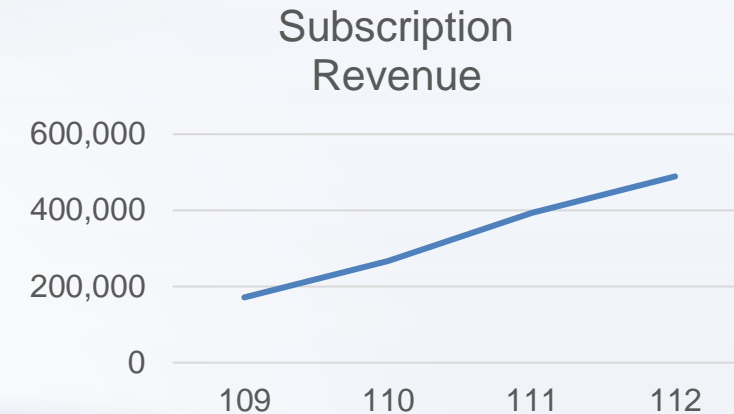
Note: (1) Recurrent revenue includes product term license, maintenance, and outsourcing

(2) Product Sales Revenue Model is gradually converting into Term License

Growth Momentum Under Subscription Economy

	Subscription Revenue	Subscription Revenue Percentage
112	489,154	30.77%
111	392,685	27.51%
110	267,701	22.66%
109	171,104	15.68%

(Unit: NT\$ Thousand)

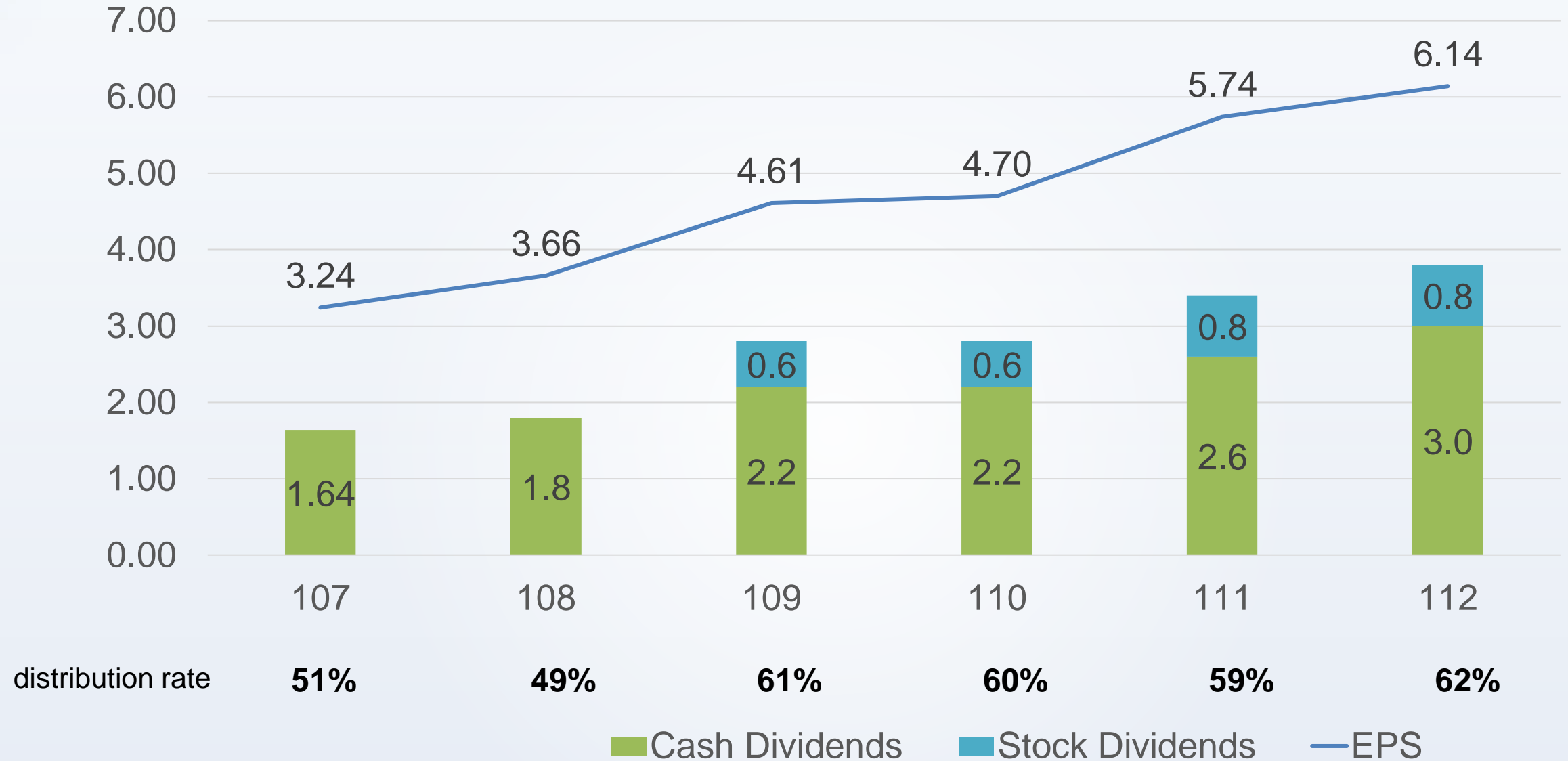


Subscription model has become one of the most important business trends,
subscription service can create stable and predictable income,
and plan for future R&D investment

Information governance and security
tools greatly improved

Cloud services continue to expand
SME customer base

EPS & Dividends



- › Company Profile
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Market trend



Digital zero-carbon transformation



Implementation of AI Applications



Increased penetration of cloud services



Increased cyber threats



Comprehensively implement cybersecurity protection

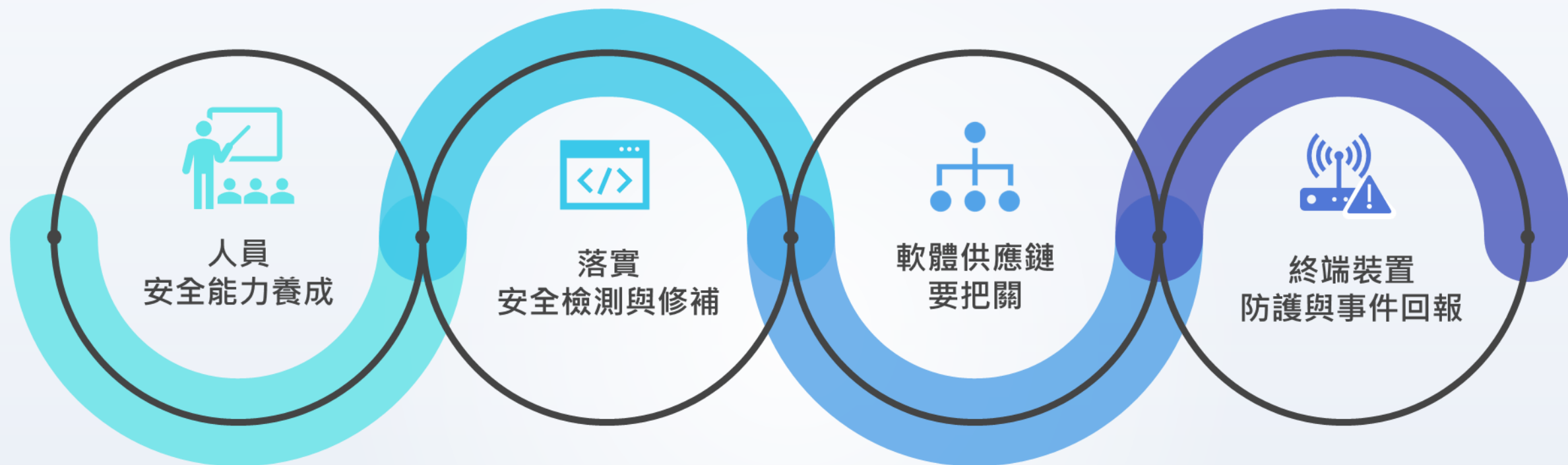


ESG sustainable management

Results of Research & Development



New Technology, New Approaches, Continuous Evolution



Event promotion - [Digital media](#)

一年一度！觀揚資訊第二屆「安全達人養成計劃」活動開跑 報名即享免費試用 Secure Code Warrior 安全程式學習平台

發稿時間：2023/05/04 16:56:51



觀揚資訊第二屆「安全達人養成計劃」活動開跑 報名即享免費試用 Secure Code Warrior 安全程式學習平台

(中央社訊息服務20230504 16:56:51)鑒於國家發展之資安人力需求及「教育部資訊安全人才培育計劃」，同時希望能提升全民對於資訊安全意識以及技術能力為目標，觀揚資訊於2022年正式啟動「安全達人養成計劃」，並得到廣大參與者的熱烈支持和回饋，今年持續舉辦第二屆「安全達人養成計劃暨資安戰士挑戰賽」。即日起至5月12日前完成報名者，可馬上體驗業界領先安全程式學習平台 Secure Code Warrior 至5月31日，越早報名，體驗越久。參加5/17資安戰士挑戰賽與各界資安愛好者一較高下，三場賽程都獲得第一名，將可拿到最高三萬元獎金！

SCW promotion - [iThome](#)

Secure Code Warrior 攜手觀揚資安 為台灣企業注入安全文化DNA

真實程式碼及中文內容助力 一杯咖啡時間輕鬆學資安

文/ 癮癮新聞網 | 2023-06-12 發表



左起為觀揚資訊資安事業處副處長李桂潔、副處長范家祺、Secure Code Warrior APAC Partner Manager Nathan Yau、觀揚資訊資安事業處資深資安工程師張子豪



現今企業爆發資安威脅主因，多半源自軟體應用系統漏洞所致。耕耘台灣資安市場多年的觀揚資訊，2022年起便引進深受全球用戶肯定的 Secure Code Warrior 學習平台，助台灣開發人員以簡單有效方式，持續提升整體資安意識，進而改善軟體開發專案品質。

鑑於現今資安威脅來源，有超過 75% 源自於軟體應用系統層的漏洞，因此若能強化開發人員的資安思維，即可大幅減少遭到惡意程式入侵的機率。為此，致力扮演臺灣公私部門最佳資安夥伴的觀揚資訊，從 2022 年起舉辦「安全達人養成計劃暨資安戰士挑戰賽」，所有報名人士都能免費使用「Secure Code Warrior 安全程式學習平台」，以實際行動響應政府資安人才培訓的相關政策，同時推動資安意識及安全程式撰寫的技能，進而協助企業落實安全文化。

觀揚資訊資安直屬事業處副處長范家祺指出，在全球資安人才不足的狀況下，過去幾年教育部大舉投資在資安人才培育工作上。觀揚資訊耕耘資安市場多年，希望能從根本問題著手，所以推動「安全達人養成計劃暨資安戰士挑戰賽」，透過開放免費使用 Secure Code Warrior 平臺達 40 天的方式，讓不論是企業人士，或是大專院校學生們都能免費學習資安知識，為強化臺灣整體資安防護盡一份心力。我們也與主管機關討論合作，未來可能讓學校使用 Secure Code Warrior 學習平臺於教學環境之中，從學生階段培養基礎資安知識。

Secure Code Warrior APAC Partner Manager Nathan Yau 說，我們觀察到開發人員在大學階段學習撰寫程式碼過程中，重點在學習寫出功能正常運作的程式，但缺少了程式碼造成漏洞的安全意識。Secure Code Warrior 能夠協助開發人員彌補該領域的知識差距，因為若能在軟體開發過程就融入安全思維，自然能減少應用程式的弱點與漏洞。

專為軟體開發人員量身打造 輕鬆學習最新資安知識

創立於 2015 年的 Secure Code Warrior，營運總部位於澳洲，員工人數約達 250 人以上，創辦人暨首席執行長 Pieter Danhieux 曾經擔任多年 SANS



專題報導



2023最新資安人才趨勢大公開



2023臺灣資安大會特別報導：給1000位資安長的上手指引



Tournament - [Newspaper](#)

觀揚推動「安全達人養成計劃」 助開發人員建構資安意識

文 蔡淑芬 2023.05.18



資安戰士們勇闖資安戰士挑戰賽，資安能力向上一級。圖／觀揚提供



觀揚資訊去（2022）年首度開放民眾免費使用國際線上安全培訓學習平台 Secure Code Warrior 21天，舉辦首屆「安全達人養成計劃暨資安戰士挑戰賽」，引起資訊界熱烈迴響，超過400人參與，今年再度免費開放 Secure Code Warrior 40天，並於5月17日舉辦資安戰士挑戰賽，今年破了去年紀錄，報名參與平台學習人數近600人，且逾100人從台灣各地齊聚台北參加資安戰士挑戰賽。

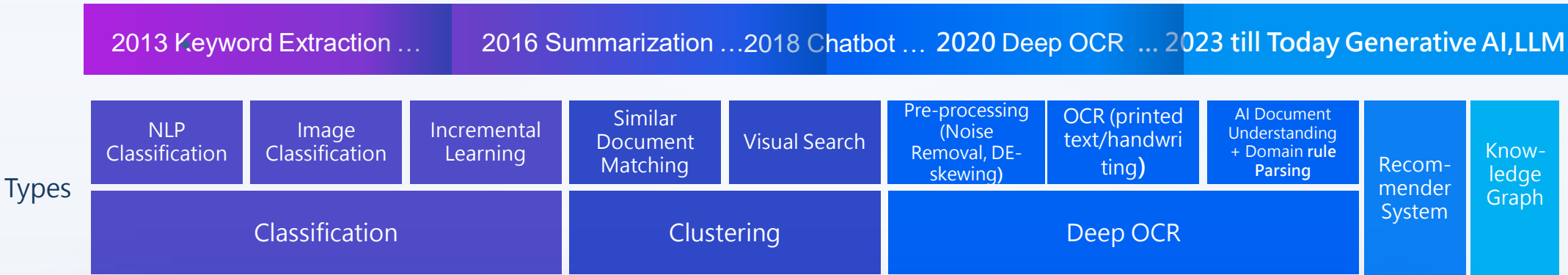


觀揚資訊陳志雄策略長（左起）、前國立台北商業大學校長暨現任觀揚資訊數位轉型大使張瑞雄先生、數位部副部長暨觀揚資訊副總經理、Secure Code Warrior Partner Manager Nathan Yau、觀揚資訊總經理林建雄

SaaS Cloud Service

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





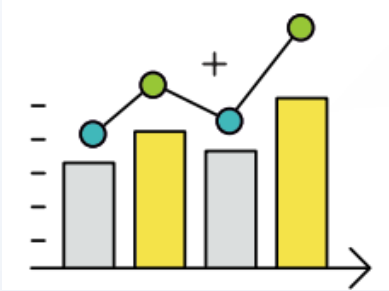
- IDP-Intelligent Document Processing : Combine CV + Deep OCR + DL + NLP + RPA
- Natural Language Processing & Natural Language Understanding
- Visual and CV Recognition
- Chatbot : Bot Builder
- Various Applications : repetitive publications, financial statement - AI OCR ...

Roadmap for Net Zero Emissions

Step 1

Carbon Footprint Verification

now



盤查及鑑別排放熱點

【高碳】

SBTi
科學基礎減量目標倡議

ISO 14064-1
組織型溫室氣體盤查

ISO 14067
產品碳足跡

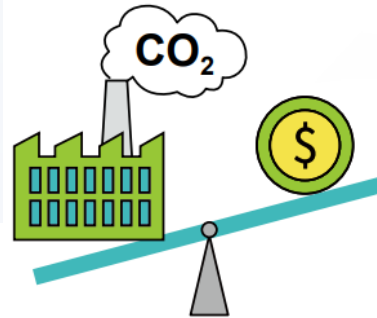
ISO 50001
能源管理系統

ESG 永續報告書

Step 2

~2030

Carbon Reduction(Green Transitions)



採用綠色能源

RE 100

EP 100

提升能源績效

【低碳】

綠色採購
原物料

Step 3

~2050

Carbon Neutrality



碳權交易



碳稅/碳費

【零碳】

Vital NetZero

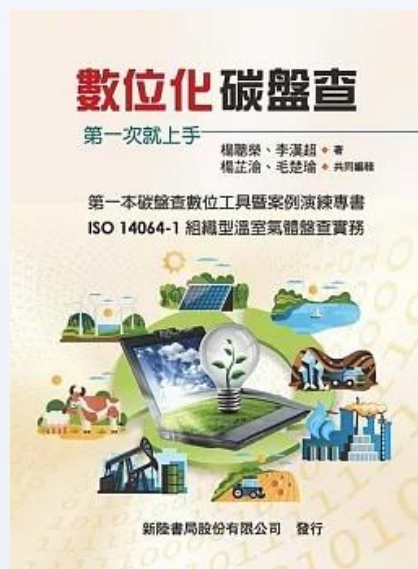


Use cloud tools to implement carbon management and accelerate carbon reduction



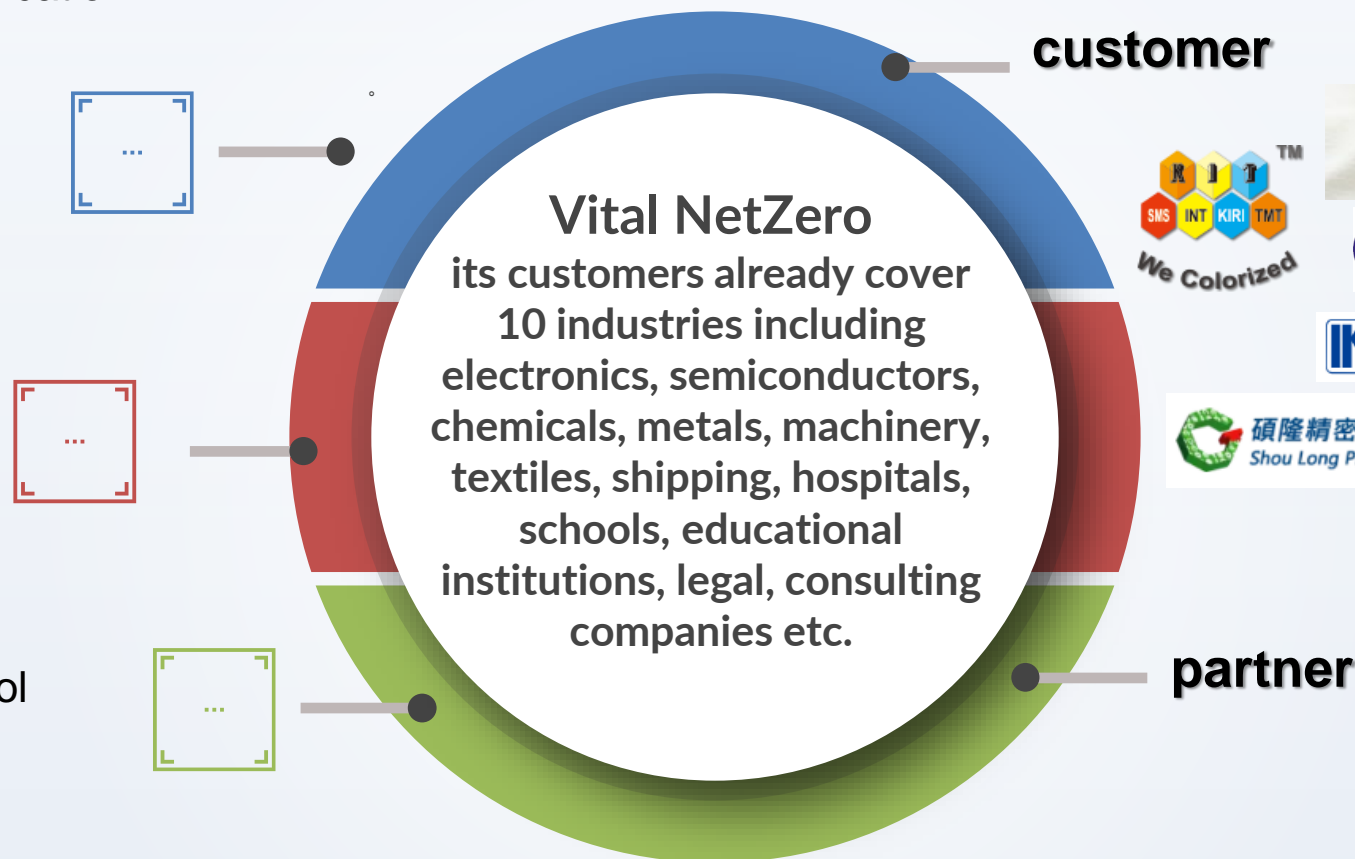
Vital NetZero

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



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

Collaborate with the Computer Skills Foundation to provide competency assessment for software application professionals in the sustainable development field.



企業電子化永續領域軟體應用師
(e-Enterprise Sustainability Application Engineer Certification)
ISO 14064-1 溫室氣體盤查 (叢書)
GCV



ESG Solution

公司

Stock Code | 6752

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



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

Vitals PSMS
Problem Solving
Management System

iota **Q**
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

Inter-entity Supply Contract

The number of product increases year by year



數位部：今年估上架9千產品 帶動資服業新增採購逾65億

2024.03.07 / 10:04 / 工商時報 曹悅華

立法院交委會7日邀請數位部進行業務報告。在創造軟體業者友善且透明採購環境部分，數位部預期，今年預計上架逾9,000項產品、服務，供各政府機關選用，帶動套裝軟體、雲端服務及資訊服務（含資安）等業者新增營收採購金額超過65億元。

大軟體計畫 業者提3期許

迎接黃金十年 盼政府協助 1.提升研發能量 2.人才培育 3.海外擴展

軟體業者對大軟體計畫的三大期待

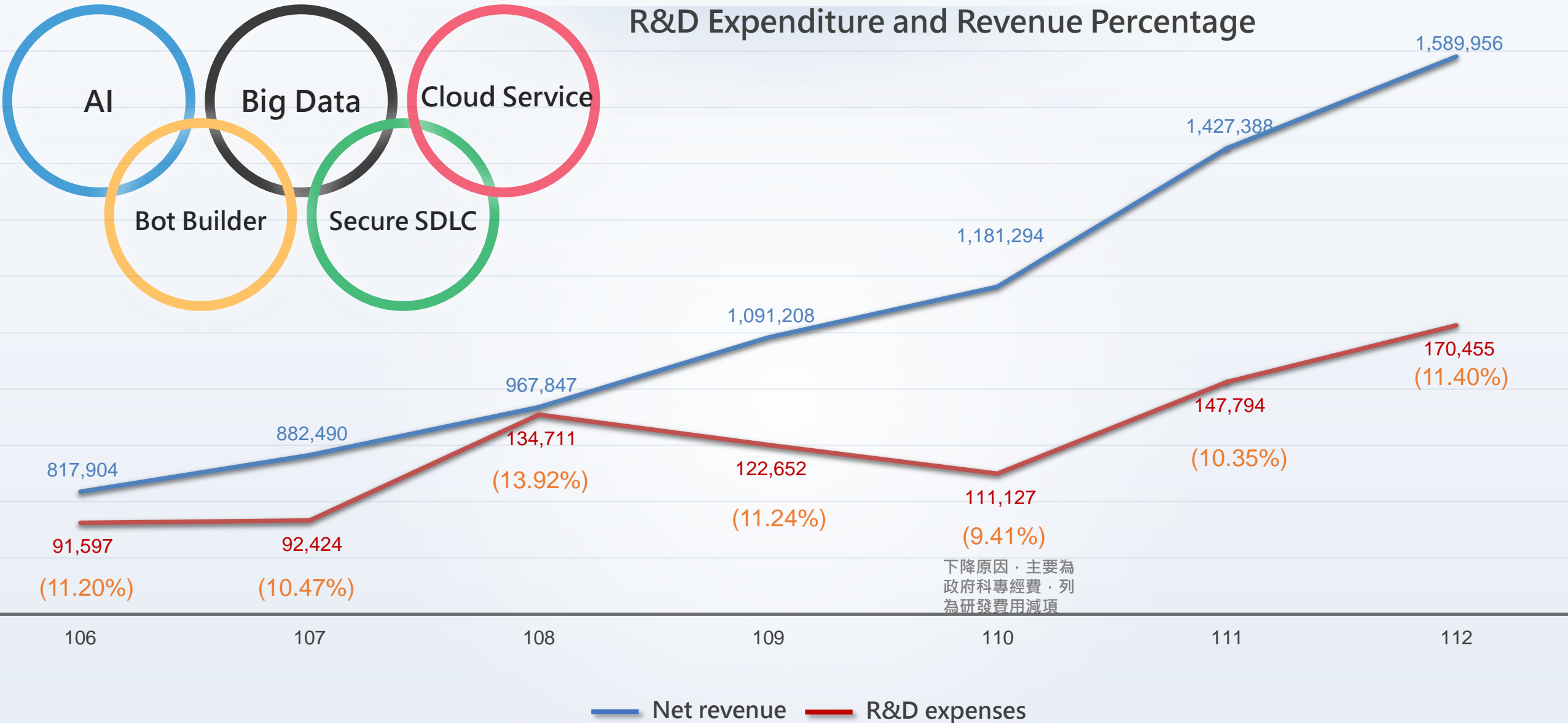
- | | |
|-----------|-----------------------------------|
| 一、技術及研發升級 | 希望政府透過法人機構，盤點國外關鍵技術，並爭取技轉國內廠商的機會。 |
| 二、海外擴展 | 軟體標準化為國際化的大前提，希望政府給予更多資源。 |
| 三、軟體人才培育 | 軟體人才長期供需失衡，AI世代需求更緊缺，政府需正視。 |

資料來源：業者

製表：何英煒

軟體業者對大軟體計畫的三大期待

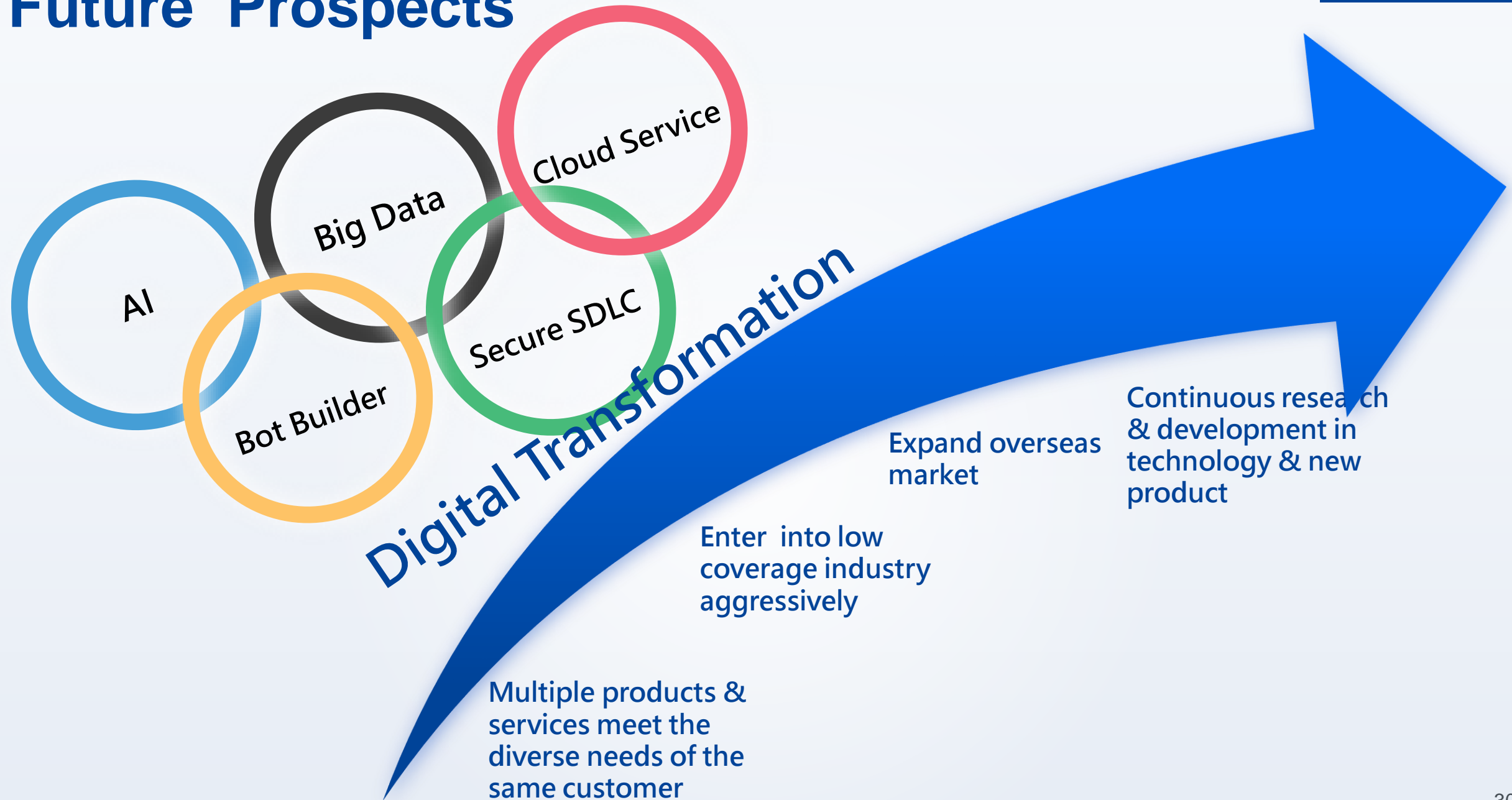
R&D Investments Trend and Benefit



Competitive Advantages



Future Prospects



Corporate Social Responsibility

School lectures
& Visits

Sharing our knowledge and experiences in project development and software engineering. Our aim is to cultivate and nurture software talent in Taiwan.

Till today

Involved with

1,000

School talks

Hosted

100

Local & foreign
organizations

Academy
Donation

Donation

- Charity donations, school software, and cloud services
- Employee birthday rewards & various donations
- Supports B Corporation & NPO products.

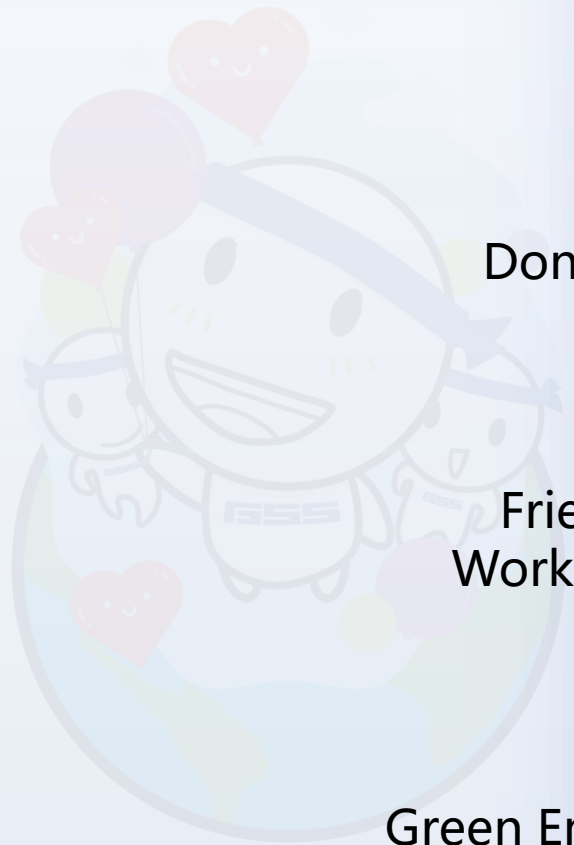
Friendly
Workplace

- Male/Female employ ratio around **1:1**
- Awards from Taipei City Foreign and Disabled Labor Office
- Gender Mainstreaming Enterprise Model presented by Industrial Development Bureau, MOEA

Friendly
Workplace
Low Carbon

Green Energy
Environment

- Used low-carbon equipment & expendables





Thank You!



國家產業創新獎
卓越中堅企業獎

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Vital 雲端服務家族



Q & A



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