

# Galaxy Software Services Corporation

## Investor Conference 2023 Q3

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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 H1 Highlights

highest group revenue

**739,582**

(In Thousands of NTD)

highest group EPS

**2.70**

(In Dollars of NTD)

new product

**Vital NetZero**

found

**KHH RD Center**

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



✔ Achieve Multiple International Certification, Ensure the Quality of Products and Services.







Galaxy Software Services: GSS

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

With a team of over 700 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.

## Awards & Honors

- 2022
  - 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" 
- 2019
  - CRIF "Top 5000 - The Largest Corporations in Taiwan" - 5th Place for Software Design Services
- 2018
  - APICTA Merit Awards (Big Data Analytics) 
  - Taiwan Excellence Award - "Vital/KM Knowledge Management System" 
- 2017
  - Taiwan Excellence Award - "Vital/Customer Relationship Management"
- 2015
  - The 5th National Industrial Innovation Award
  - The 3rd Taiwan Mittelstand Award
- 2012
  - Taiwan Excellence Award - "Vitals ESP Enterprise Social Platform" 
  - Cloud Computing Innovation Application Award - "Vldegree Customers Relationship Management System"
- 2010
  - Cloud Computing Innovation and Application Award - "Vis-a-Vis Report Management System"
- 2005
  - Taiwan Excellence Award "Vitals/KM Knowledge Management System" 
  - Received The13th Industrial Technology Advancement Award – Outstanding Award

# 36 Years of Experience in Software Developed Capability in Various Fields

Satisfy customer needs, with application and system development





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

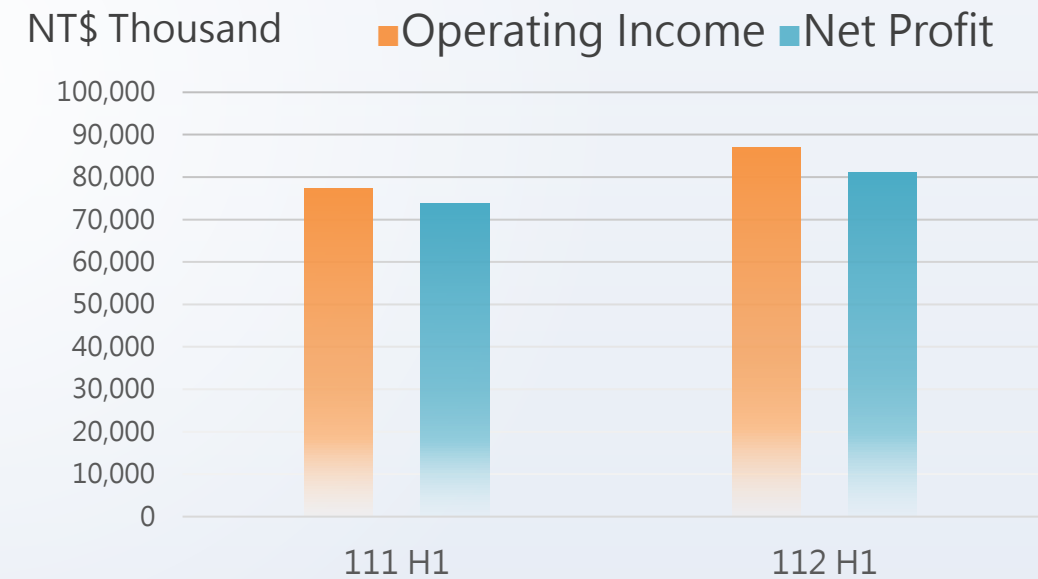
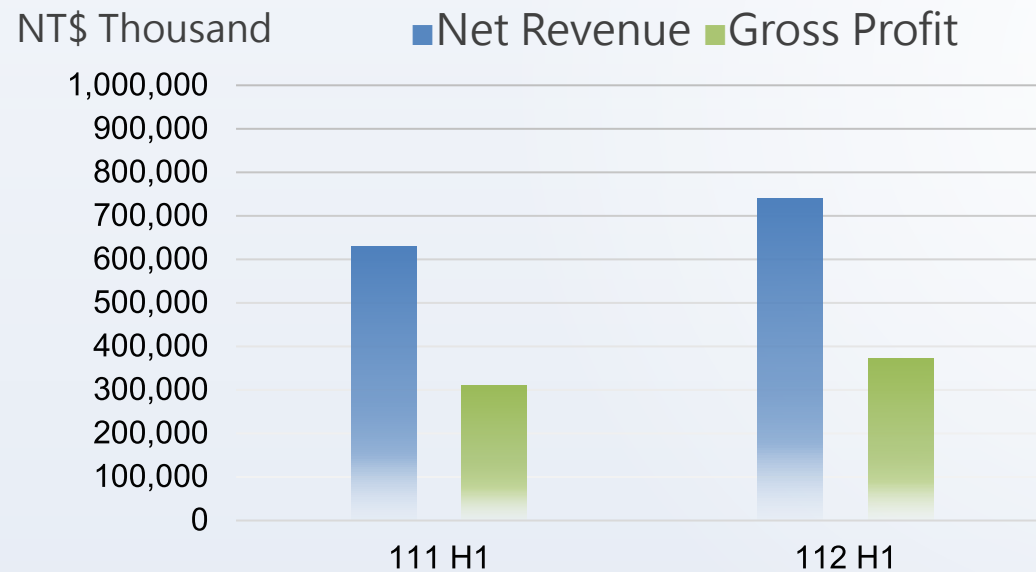


# Financial Results for Last 2 Years

(Unit: NT\$ Thousand)

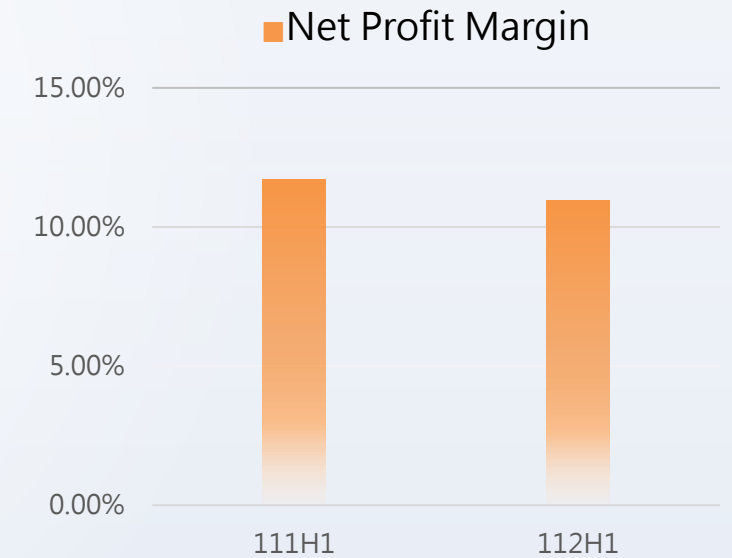
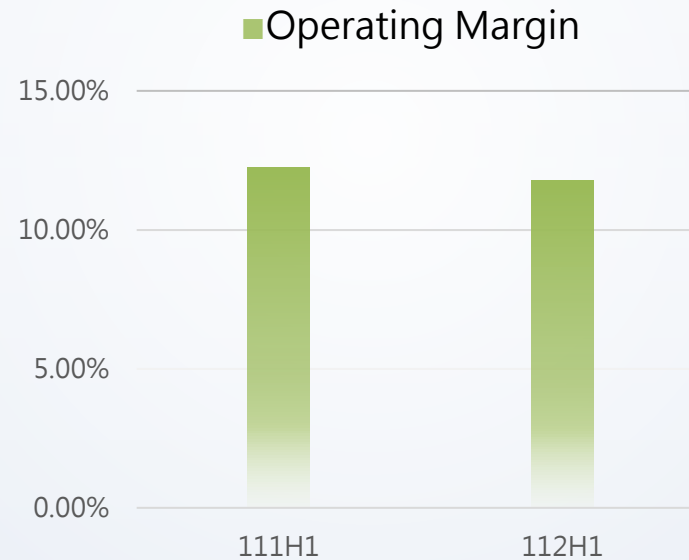
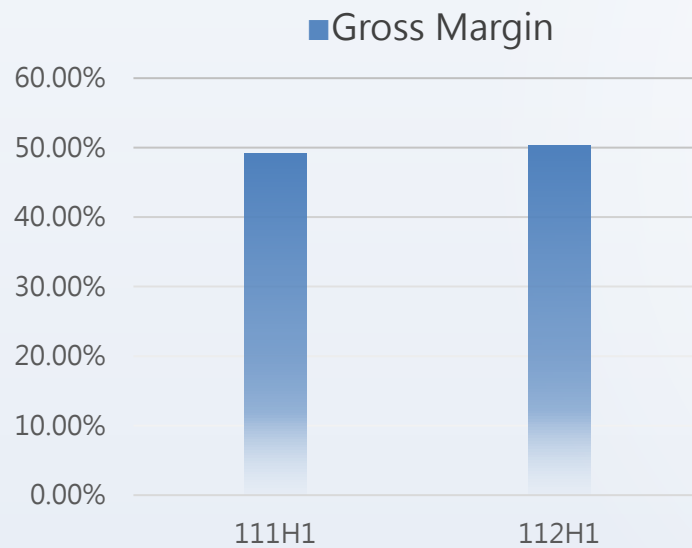
	Net Revenue	Gross Profit	Operating Income	Net Profit	EPS (Dollars)
112H1	739,582	371,841	87,045	81,021	2.70
111H1	629,845	309,761	77,238	73,868	2.46 (Note)
YoY	17.42%	20.04%	12.70%	9.68%	9.78%

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



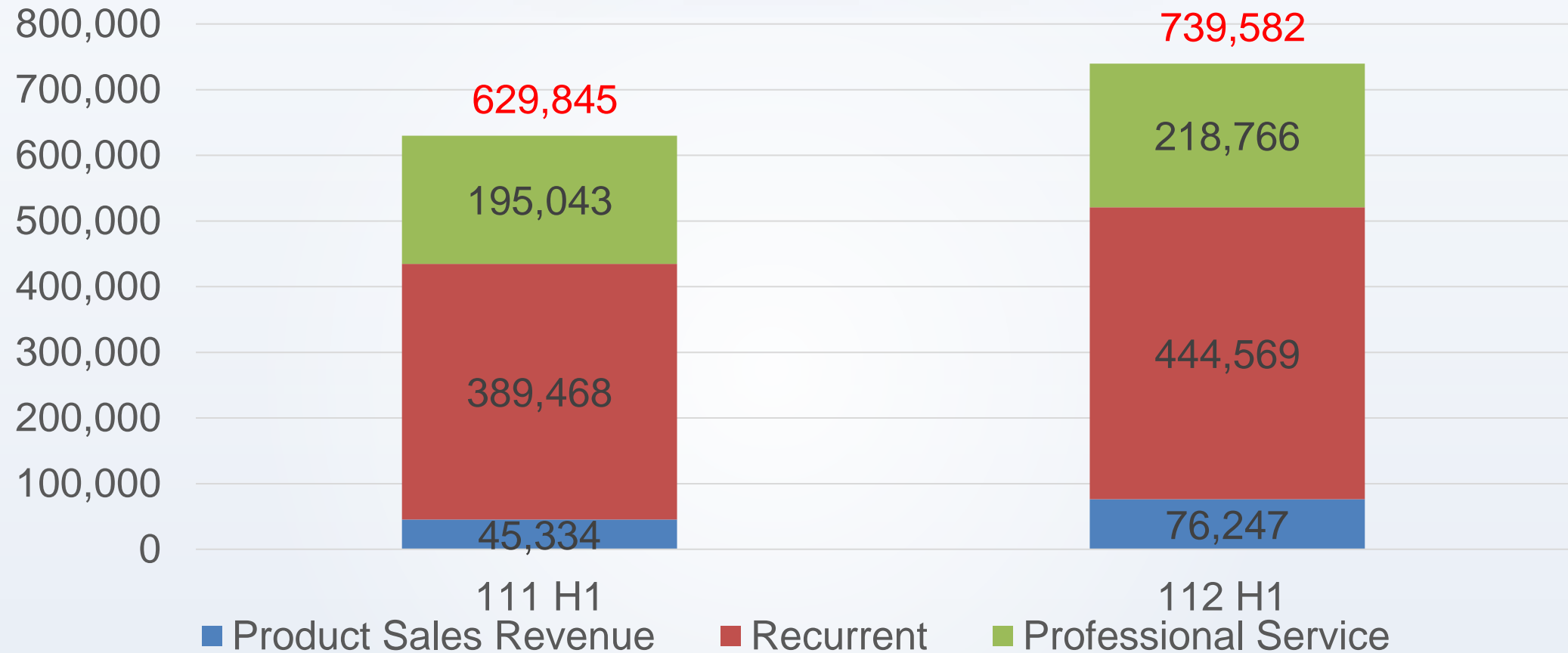
# Financial Results for Last 2 Years (3 Margin Analysis)

	Gross Margin	Operating Margin	Net Profit Margin
112H1	50.28%	11.77%	10.95%
111H1	49.18%	12.26%	11.73%



# Financial Results for Last 2 Years (Revenue Analysis)

(Unit: NT\$ Thousand)

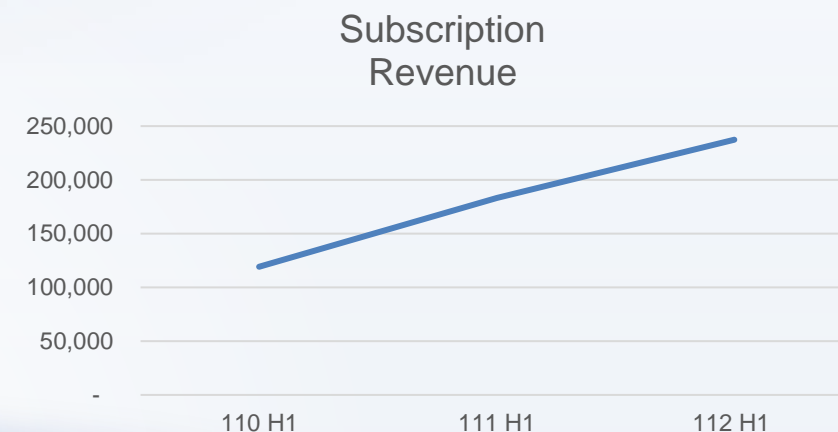


Note: (1) Recurrent revenue includes term license, maintenance, and outsourcing  
(2) Product Sales Revenue Model is gradually converting into Term License

# Growth Momentum Under Subscription Economy

(Unit: NT\$ Thousand)

	Subscription Revenue	Subscription Revenue Percentage
112H1	237,228	32.08%
111H1	183,275	29.10%
110H1	119,004	22.69%

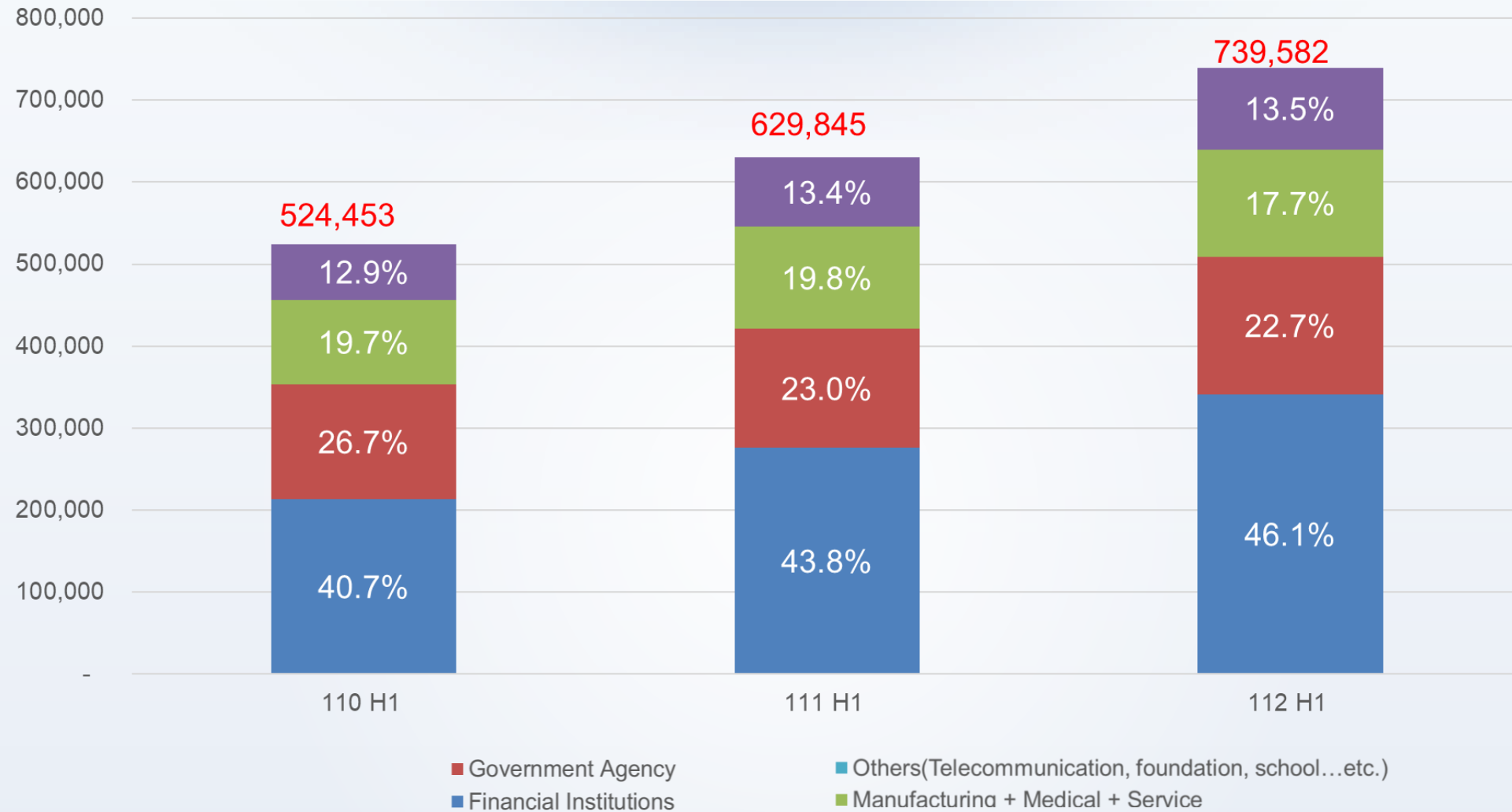


Subscription model has become one of the most important business trends,  
subscription service can create stable and predictable income,  
and plan for future R&D investment

Information governance and security  
tools greatly improved

Cloud services continue to expand  
SME customer base

# 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

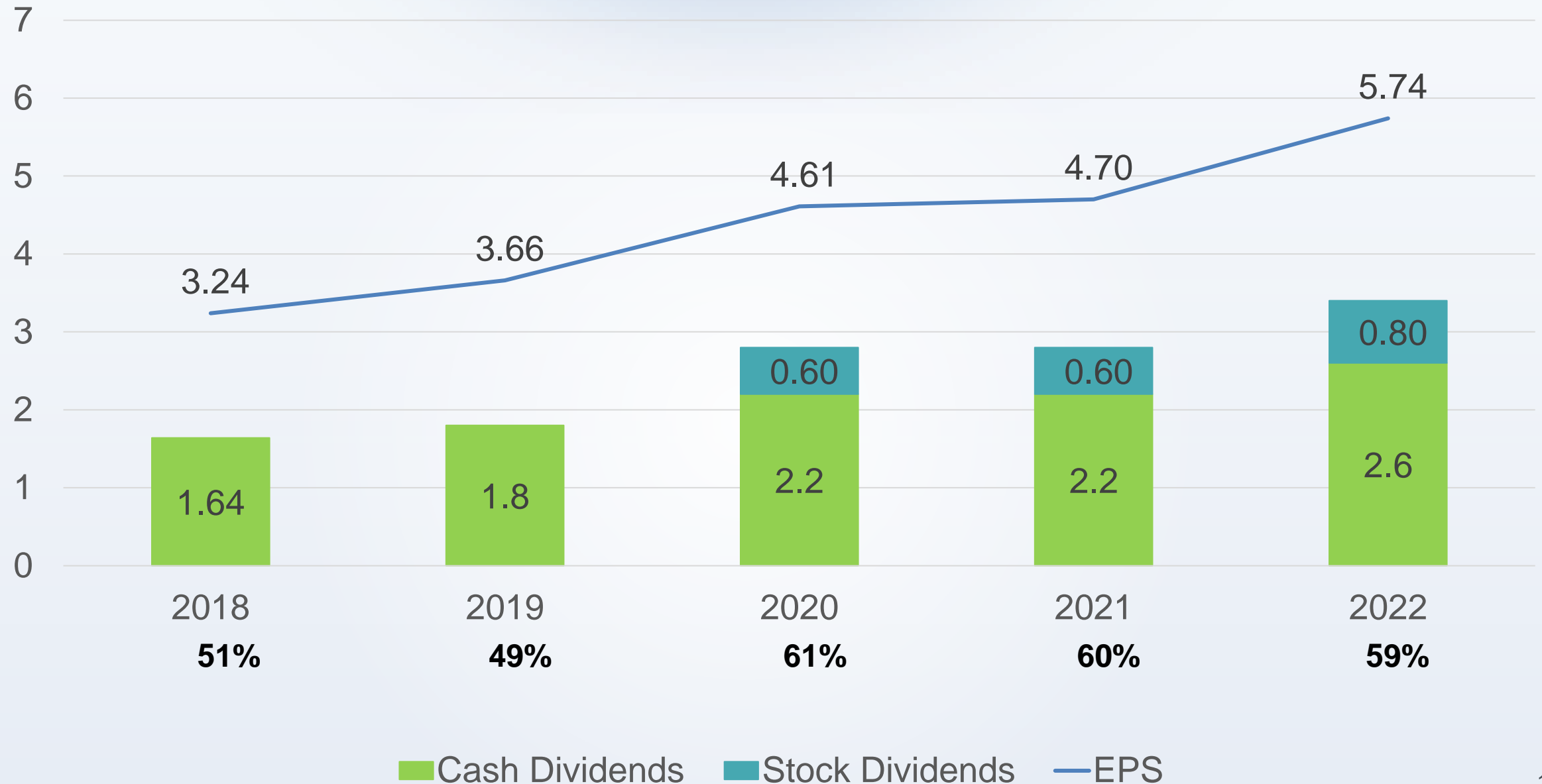


Local  
Governments



> 40,000 Cloud Services Customers

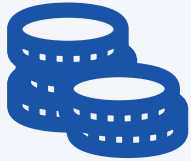
# EPS & Dividends





- › Company Profile
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# Market trend



**Digital Transformation  
& Increased system  
requirements in the  
post-Covid 19**



**Implementation  
of AI  
Applications**



**Increased  
penetration of  
cloud services**



**Increased cyber  
threats**



**Listed companies  
need to set up the  
information security  
unit**



**ESG, GHG  
inventory**

# Results of Research & Development



New Technology, New Approaches, Continuous Evolution

110年政府機關重大資安事件通報				
項次	通報時間	通報機關	事件說明	事件根因
1	110/1/25	教育體系	網站遭外部使用者不當存取方式，下載約1.3萬筆個人資料。	人為疏失
2	110/2/3	地方政府	廠商於活動網站發布抽獎資訊時，誤放連結使民眾資料外洩。	人為疏失
3	110/2/24	司法體系	資料庫服務中斷，超過可容忍中斷時間。	設備問題
4	110/3/26	教育體系	承辦人未將敏感資料進行遮罩即將包含個資資料上傳至網站。	人為疏失
5	110/3/26	教育體系	承辦人未將敏感資料進行遮罩即將包含個資資料上傳至網站。	人為疏失
6	110/4/16	教育體系	網站存在程式漏洞遭外部使用者不當利用，下載約650筆個人資料。	人為疏失
7	110/4/22	教育體系	來自國外異常連線以AP管理者帳號登入網頁，惟該職員休假中，疑似因弱密碼導致入侵。	人為疏失
8	110/5/10	中央機關	涉及CI維運系統服務中斷。	設備問題
9	110/6/4	教育體系	因線上報名程式漏洞導致部份個資外洩。	人為疏失
10	110/8/25	教育體系	線上表單權限設定不當導致學生填報。	人為疏失
11	110/9/6	教育體系	線上表單權限設定不當導致填報資料。	人為疏失
今年至今尚無入侵事件，多為人為疏失造成個資外洩，已要求加強資料的保護				

Source: iThome News



Poor system design

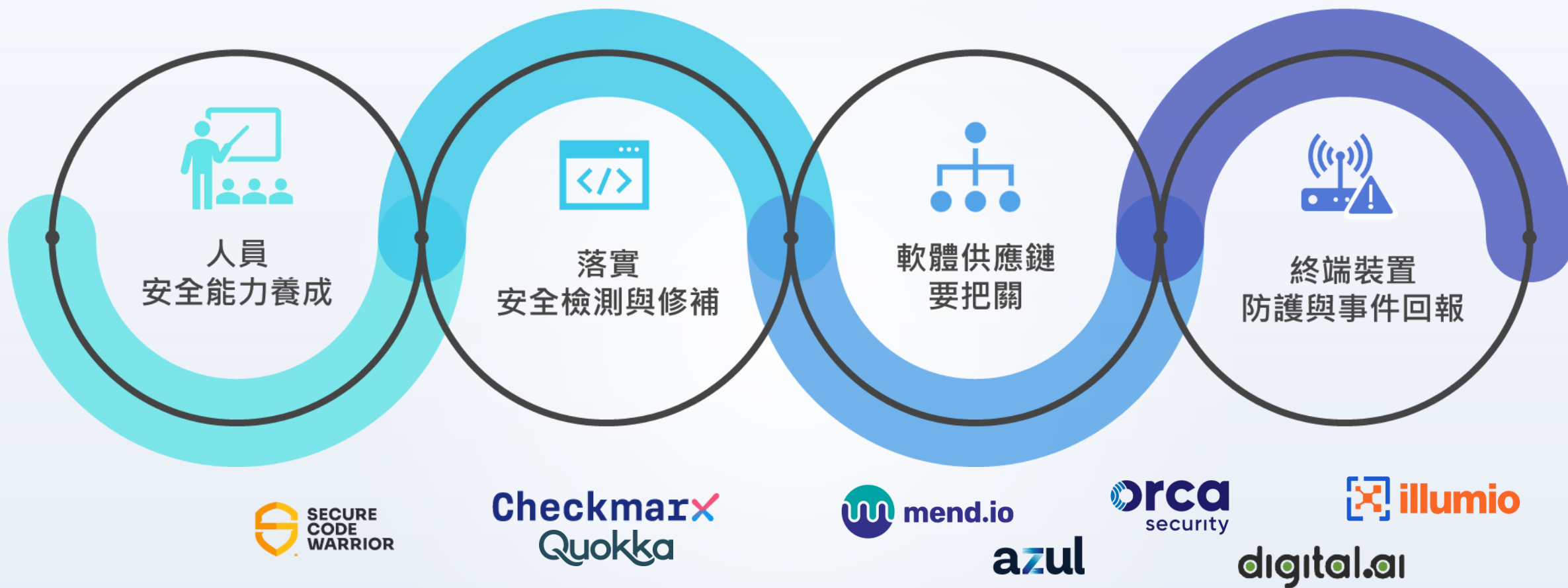


Incorrect security parameter configuration



Human vulnerabilities





## 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/ 羅嘉新 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、數位部副部長暨現任資安顧問、Secure Code Warrior Partner Manager Nathan Yau、觀揚資訊總經理張子豪

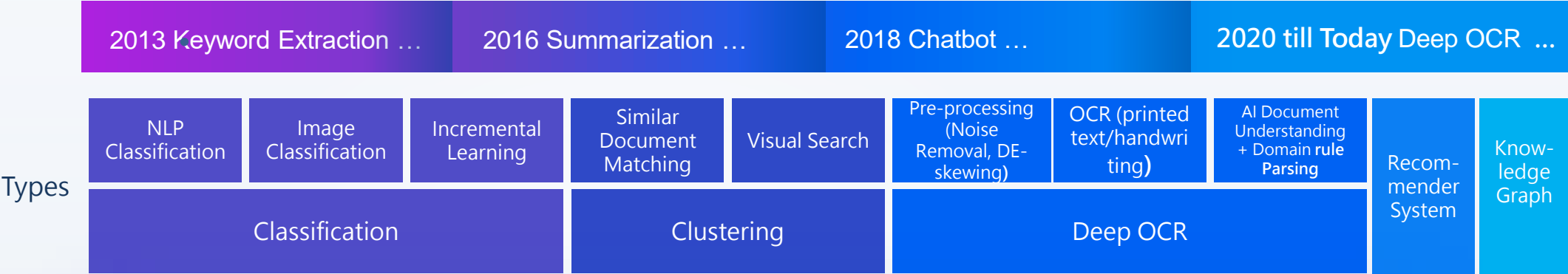


# SaaS Cloud Services

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 ...

**2023/8/7**

TCX · Taiwan Carbon  
Solution Exchange

**2023**

EU CBAM

**2024**

USA CCA

**2027**

All listed companies in  
Taiwan completed the  
GHG inventory



## 數位 X 零碳 雙軸轉型

運用雲端數位工具，加速淨零碳排，提升企業競爭力

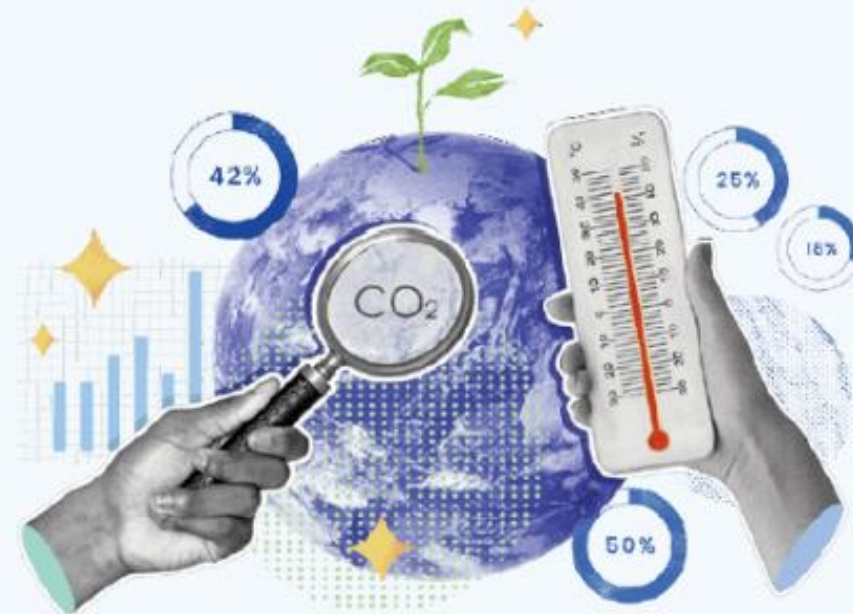
能盤、溫盤、碳盤 三效合一

碳盤查國際認證標準



KPIM-N 淨零指標管理 (數據管理服務模組)

盤查	能源類別 (電 / 油 / 氣 / 等) 能源別 / 區域別 / 設備別 / 產品別 / 客戶別 / 等
洞察	鑑別重大能源使用 SEU 基線迴歸模型分析
管控	節能源碳指標管理

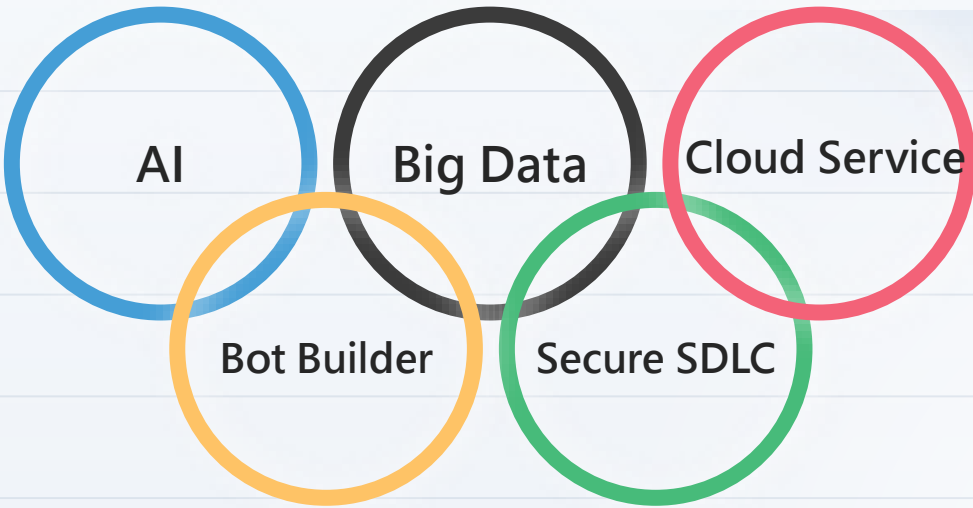


CMP-N 合規管理協作 (文件管理服務模組)

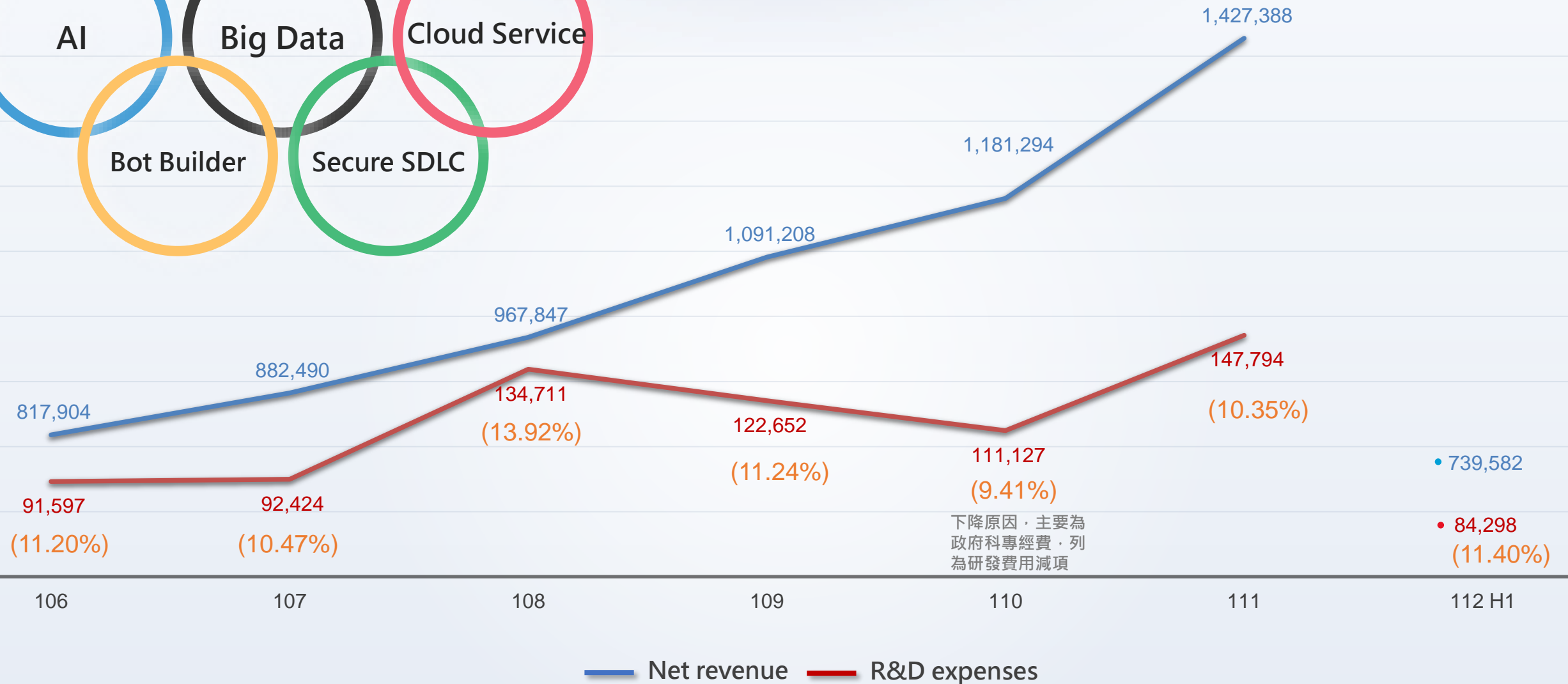
合規	ISO 50001 (能盤) ISO 14064 (溫盤) ISO 14067 (碳盤)
管理	P 規劃 / D 執行 / C 查核 / A 行動 + R 紀錄
協作	人 / 事 / 時 / 地 / 物 管理與稽核



# R&D Investments Trend and Benefit



R&D Expenditure and Revenue Percentage

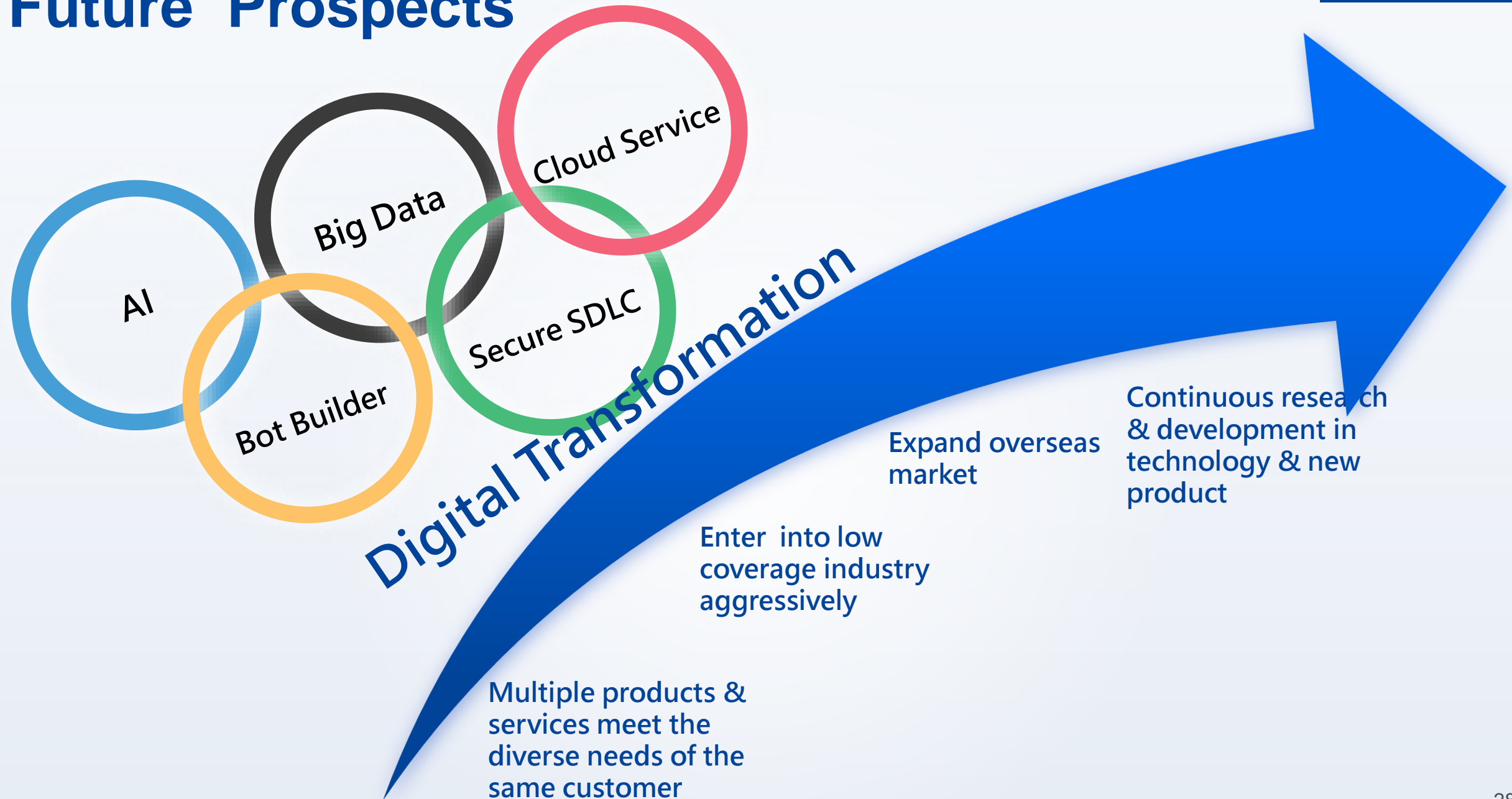


# Competitive Advantages





# 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.

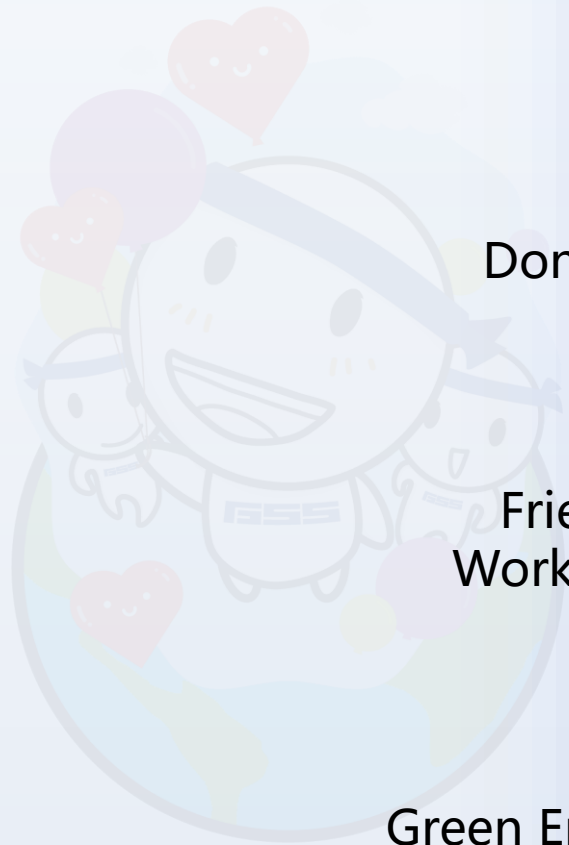
Friendly  
Workplace

- 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

[www.gss.com.tw](http://www.gss.com.tw)



GSS 叡揚資訊



Vital 雲端服務家族



# Q & A



國家產業創新獎  
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