证券代码：002410 证券简称：广联达

**广联达科技股份有限公司投资者关系活动记录表**

编号：066

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| **投资者关系活动类别** | √特定对象调研 □分析师会议  □媒体采访 □业绩说明会  □新闻发布会 □路演活动  □现场参观  □其他 （请文字说明其他活动内容） |
| **参与单位名称及人员姓名** | Abu Dhabi Investment Authority Mohamed AIKhoori  中金公司 曾兰迪  上述参会人员按照规定签署了调研承诺函。 |
| **时间** | 2019年6月24日09:00—10:00 |
| **地点** | 广联达二期大厦618会议室 |
| **上市公司接待人员姓名** | 董事会秘书助理 朱娜娜 |
| **投资者关系活动主要内容介绍** | **Q1、目前建筑行业整体数字化程度较低，会不会造成客户对广联达产品的接受程度较低？**  答：随着各行各业数字化浪潮的推进，建筑业的数字化进程也是大势所趋，这已是行业的共识和努力方向，也为我们的业务发展提供了巨大的市场空间。在这种大背景下，我们要做的就是深入了解客户业务场景和需求，结合BIM和“云大物移智”等先进技术，不断开发出真正解决客户业务痛点的产品，为客户的数字化转型真正带来价值。谢谢。  **Q1: The digitalization of the construction industry lags behind other industries, does it mean the clients has a low acceptance of Glodon’s products？**  A1：With the digitalization of all industries, the digitalization of the construction industry is the main trend. This is the direction of the industry, which brings us a huge market space. In this context, we try to understand the customer’s needs and apply cloud technology, big data, Internet of things, mobile internet, artificial intelligence and BIM technology to develop products that truly solve customer’s problem continuously. Thanks.  **Q2、目前施工业务的竞争格局是什么情况？**  答：目前施工业务的市场渗透率还很低，竞争不是主要问题。我们希望有更多友商一起进入这个领域，加速建筑行业数字化的进程。谢谢。  **Q2: For construction management business, What’s the competition status？**  A2：Currently the penetration rate in construction execution phase is low, so competition is not the main issue now. We hope there can be more players in this area, so that construction digitalization can be realized. Thanks.  **Q3、今年造价业务云转型的进程怎样？**  答：今年是造价业务云转型的关键之年，进入转型的10个区域收入比重较大。借助于不断总结迭代的转型经验，我们希望今年的转型进展会更快一些，目前的实际进展也比较顺利。谢谢。  **Q3. What’s the progress of SaaS transformation for Construction Cost Business?**  A3：In 2019, we plan to transform 10 more regions to SaaS model. This year is the key year for our SaaS transformation, because the 10 regions account for nearly 50% of our construction cost revenue. Previously it takes 2-3 years to finish transformation for a specific area. Now we are speeding up the progress with previous experience, and it goes well now. Thanks.  **Q4、云转型完成之后，怎样提高造价业务的营业收入？**  答：造价业务云转型完成后，随着存量用户转化成订阅模式，部分盗版用户也会转换为正版用户，同时也会提供更多的增值服务带来更大的收入空间。谢谢。  **Q4. How to increase the revenue of Construction Cost Business after the transformation finished?**  A4：After we finish the transformation, we can transform some pirate users to our products, and we can provide more value added services. Thanks.  **Q5、公司除了造价业务和施工业务之外还有什么其他业务？**  答：截至2018年，造价和施工业务贡献了公司90%以上的营收。除此之外，我们还有生态业务板块、创新业务板块和海外业务。比如生态业务板块探索的产业新金融业务，创新业务板块孵化的规建管一体化、建设方一体化、全装一体化业务都在顺利推进；海外业务的拓展也在稳步进行。谢谢。  **Q5. Do you have any other business?**  A5：Construction cost business and construction management business contribute over 90% of our company’s revenue till year 2018. Also, we are exploring some other businesses in our ecosystem division, innovation division and overseas business. For example ecosystem division include some Fintech business, and innovation division is exploring whole lifecycle management platforms at three tiers: city, building and interior decoration, with government construction management agencies and real estate developers/owners as primary users. Also, the expansion of overseas business goes steadily. Thanks. |
| **附件清单（如有）** | 无 |
| **日期** | 2019年6月24日 |