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：081

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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** | LyGH Capital  Grace Lu  GQG Partners  Sudarshan Murthy  Mitsubishi UFJ Morgan Stanley Securities  Lee Chiwoong  Mitsubishi UFJ Securities  李京华  上述参会人员按照规定签署了调研承诺函。 |
| **时间** | 2019年9月20日09:00—10:00 |
| **地点** | 广联达二期大厦621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、在SaaS模式下，数字造价业务的收入模式较License模式有何变化？**  答：随着数字造价业务云转型的推进，该类业务的收入模式由销售工具类软件产品及收取升级费，逐步转变为收取软件服务订阅费及增值服务费。SaaS模式下，订阅用户的续费率是衡量服务可持续性的重要指标之一。截至2018年年底，老转型6个地区计价用户的续费率超过85%。谢谢。  **Q1: For construction cost business，what’s the revenue model difference when comparing License model and SaaS model?**  A1: As the construction cost business is under SaaS transformation, the revenue model is also changing. In license model, the construction cost revenue mainly comes from new buyers and upgrade fee. In SaaS model, the construction cost revenue mainly comes from annual fee and value added services. Thus contract renewal rate is one of the key indicators for us to evaluate the SaaS business. By the end of 2018, the renewal rates of our pricing product in the six original regions exceeded 85%. Thank you  **Q2、不同的工程项目间差异较大，数字施工业务是否需要针对每个项目提供不一样的产品？**  答：每个工程项目虽然看似差异较大，但施工的关键都在于对人员、机器设备、物料、工艺工法等进行科学管理，以达到加快工程项目进度、节约施工成本、保证工程质量、安全施工并达到环境要求等目标。数字施工业务针对不同方面提供不同的产品及解决方案。在2019年6月，数字施工业务发布了数字项目管理（BIM+智慧工地）平台，该平台采用“平台+组件”的产品模式，用户可根据项目具体情况及需求购买不同的组件产品。我们希望这种模式可以更好的满足处于数字化转型不同阶段的施工企业需求。谢谢。  **Q2: Does construction management business need to offer different products for different projects considering different projects have so many differences?**  A2: Differences do exist among different projects, but we focus on key elements of most construction projects, which are material management, labor management, etc. We aim to help our customers to quicken their process, reduce their cost, manage their quality and safety requirement. Our construction management business provides different products for different purposes. In June 2019, we released new project management platform (BIM construction + smart construction site) to offer products in the way of “platform + modules”, so that clients can buy different modules based on their different needs. We hope this can help us to meet the needs of construction enterprises with different digitalization levels. Thank you.  **Q3、数字造价业务云转型完成后公司将如何提高营收？**  答：随着数字造价业务云转型的完成，我们会推出不同的增值服务，比如算力、云存储空间等，用户可根据需要选购这些增值服务。但是现在工作的重点还在推进数字造价业务云转型的进程上。谢谢。  **Q3: How will Glodon improve the construction cost revenue after the SaaS transformation has finished?**  A3: After SaaS transformation has been finished, we will release more value-added services such as stronger computing power and more storage, etc. So that clients can buy different value added services based on their needs. But now we are still focusing on making sure the SaaS transformation can be finished successfully. Thank you. |
| **附件清单（如有）** | 无 |
| **日期** | 2019年9月20日 |