



impacted by new projects. But under SaaS model, the Construction Cost revenue comes from annual fee and value added services, which will smooth specific year' s project impact. At the same time, the SaaS model allows cost engineers use the latest version of our products all the time, and it is a good solution to piracy issue. Thank you.

**Q2、数字施工业务有没有受到盗版困扰，公司对该业务的前景怎么看？**

答：与数字造价业务的产品相比，数字施工业务产品的量级更重，价格更高，并且针对不同的项目，客户购买的产品也有差异。整体来看，目前数字施工业务的发展阶段不像成熟的数字造价业务，所以目前盗版较难。前景方面，中国城市化进程还未结束，每年新开工项目的涨幅趋稳，但数量持续增长；同时施工企业的数字化程度较低，市场空间很大。数字施工业务目前处在市场拓展初期的后半段，盗版和竞争还不是主要矛盾，把产品和业务做扎实，满足客户的需求最重要。谢谢。

**Q2: Does the Construction Management products plagued by piracy issue? what' s the prospect of the market?**

A2: The Construction Management products are heavier and more expensive than the Construction Cost products, different customers might also buy different modules. Construction cost is a mature business which mainly focus on one job level, so it faces piracy issue. Construction management business is still a growing business, and will impact many job levels, so it is hard to make a pirate version. About the prospect, total projects under construction is keeping a relatively stable growth rate.

	<p>Considering the digitalization of construction industry is at the initial stage of the market expansion, currently the piracy issue and competition issue is not the main problem, what we are focusing now is to make our products better, to bring real value for our customers. Thank you.</p> <p><b>Q3、请介绍一下公司的海外业务。</b></p> <p>答：海外业务主要分为两部分：一是欧美市场，此前我们收购了芬兰的 Progman，该子公司后更名为 MagiCAD，向欧美市场提供专业的机电工程一体化产品及服务，该类业务发展相对成熟，增长态势平稳；另外在东南亚市场，我们提供本土化的造价软件产品 Cubicost，处于市场拓展前期。谢谢。</p> <p><b>Q3: Please introduce the overseas business.</b></p> <p>A3: the overseas market is relatively stable. There are 2 main parts:</p> <ol style="list-style-type: none"> <li>1. EU&amp;US market. We acquired Progman in Finland, and changed the name to MagiCAD. MagiCAD mainly focus on MEP design.</li> <li>2. SEA market. We mainly offer Construction Cost products which is called Cubicost.</li> </ol>
<b>附件清单(如有)</b>	无
<b>日期</b>	2019年9月10日