

600718

2017

1.1

1.2

1.3


1.4

1.5

2017

2.1

A			600718	
	02483662115		02483662115	
	2		2	
	investor@neusoft.com		investor@neusoft.com	

## 2.2

			(%)
	11,189,038,219	11,749,641,407	-4.77
	7,840,041,663	7,711,935,832	1.66
	1-6		(%)
	-1,025,920,994	-1,329,790,798	
	2,708,807,183	3,382,288,750	-19.91
	121,927,924	93,477,532	30.44
	70,551,708	68,437,901	3.09
%	1.57	1.40	0.17
	0.10	0.08	30.69
	0.10	0.08	30.69

## 2.3

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					102,121
					0
10					
		(%)			
		12.3721	153,809,314	0	139,019,900
		9.9865	124,151,805	0	25,000,000
		6.3291	78,683,547	0	0
		1.6134	20,057,144	0	0
SAP SE	" S A P A G "	1.3098	16,283,768	0	0
1		1.2792	15,903,322	0	0
		1.1744	14,600,239	0	0
		1.0618	13,200,858	0	0
		0.8438	10,490,407	0	0
		0.7563	9,402,791	0	0

2.4

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GDP

6.9%

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2017

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19.91%

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3.99%

12 193

3044%

52.02%

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30 69%

7,055

3.09%

IT

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“ **Neusoft东软** ” 42

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" N e u s o f t "

UniEAP

SaCa

RealSight

Gartner

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WSIS" eHealth Champion

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RealOne Connected

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HRP

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T-Box Telematics  
Harman

" e-J a n u s "

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" C4A f l u s "

V2X

" V e T a l k "

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NXP

S32V

AEB

LKA

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TJA

APA

V2X

ADAS

5G

ISO15118

	CRM	BSS
1. <b>Customer Segments</b>	Individuals and businesses seeking to improve their business processes and productivity.	Businesses seeking to improve their customer relationships and sales performance.
2. <b>Value Proposition</b>	Providing a comprehensive suite of CRM tools and services that streamline business processes and improve productivity.	Providing a comprehensive suite of BSS tools and services that improve customer relationships and sales performance.
3. <b>Channels</b>	Direct sales, online sales, and partner sales.	Direct sales, online sales, and partner sales.
4. <b>Customer Relationships</b>	Personalized customer support, training, and consulting services.	Personalized customer support, training, and consulting services.
5. <b>Revenue Streams</b>	Subscription fees, license fees, and consulting fees.	Subscription fees, license fees, and consulting fees.
6. <b>Cost Structure</b>	Software development, marketing, sales, and support costs.	Software development, marketing, sales, and support costs.
7. <b>Key Resources</b>	Software development, marketing, sales, and support teams.	Software development, marketing, sales, and support teams.
8. <b>Key Activities</b>	Software development, marketing, sales, and support activities.	Software development, marketing, sales, and support activities.
9. <b>Key Partners</b>	Software development, marketing, sales, and support partners.	Software development, marketing, sales, and support partners.
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