



2018

2019 03

CUI YAN

(

)

.....	6
.....	10
.....	14
.....	35
.....	47
.....	54
.....	54
.....	55
.....	62
.....	68
.....	69
.....	191

		()
		()
()		Beyondsoft International Co., Ltd
		Beyondsoft Information Technology Corporation Limited
		Beyondsoft Consulting, Inc.
ESS()		Eastern Software Systems Private Limited
FZE(		Eastern Software Systems(FZE) Limited
LMT		Lexcel MS Technologies Limited
Africa()		Eastern Software Systems Africa Limited
		Beyondsoft Solutions Corporation
Beyondsoft Japan		Beyondsoft Japan

TPG		TPG Consulting, LLC
Uganda		Eastern Software Systems Uganda Limited
PDL		Piraeus Data, LLC
		Beyondsoft International (Singapore) Pte Ltd.
		)
1Strategy		1Strategy, LLC
Triaxil		Triaxil, Inc

			002649
	BEYONDSOFT CORPORATION		
	BEYONDSOFT		
	10	7	
	100193		
	10	7	
	100193		
	www.beyondsoft.com		
	IR@beyondsoft.com		

	10	7
	010-62980335	010-62980335
	010-62980335	010-62980335
	IR@beyondsoft.com	IR@beyondsoft.com

	http://www.cninfo.com.cn

	911100001021132178
	2015 1 6 4 2015 1 5 4

	5 19

☐ √

☐ √

☐ √

	2018	2017		2016
	2,882,963,212.93	2,250,498,129.79	28.10%	1,933,996,050.69

1

□ √

2

□ √

	589,774,084.42	666,194,423.10	758,392,610.82	868,602,094.59
	31,388,772.72	46,117,430.89	89,958,224.66	54,245,404.28
	30,660,012.47	35,948,093.28	45,239,247.07	51,030,705.16
	-50,724,293.22	-75,698,079.06	86,782,181.81	186,704,951.18

□ √

√ □

	2018	2017	2016	
	41,459,220.65	2,255,822.92	-1,802,722.59	
	34,113,246.13	37,569,849.64	35,890,825.66	
	-5,252,541.20	139,701.63		
	-409,707.17	906,706.74	-26,943,140.62	

	2018	2017	2016	
		6,591,203.26		
	11,063,110.22	6,655,111.05	6,284,456.50	
	15,333.62	66,242.88		
	58,831,774.57	40,741,930.26	860,505.95	--

1 —

1 —

√ □

3%	721,483.22	3%

1

IT

IT

3 IT

IT

IT

IT

IT

IT

IT

2018

2012 10 26
I65

2012

	IT			
			2016	2017
			2018	
4.82	5.50	6.31	15.72%	12.57%
2016-2020	2020		14.11%	
			8	13%

+,,/

2016-2020

“

"

2016-

“

92

“

1

2

□ √

90%

70%

ISO9001 ISO14001

OHSAS18001 ISO20000 ISO27001 CMMI3

MCTP

1

ISO9001 ISO14001 OHSAS18001 ISO20000 ISO27001 CMMI3

2

9

30

3

783

2018

1

	33.50	16.56%		24.25	14.76%
28.83	28.10%		2.22	1.87%	

2018

2

	168,916,716.23	24.21%
783	40	

3

2018

“ ”

4

IT

5

6

2018

57,581.52

7

	2017		
.00%	2,250,498,129.79	100%	38.10%
.95%	722,001,259.06	32.08%	19.60%
.72%	487,256,584.10	21.65%	10.76%
			104.03%
			18.77%
			-6.29%

	2018				2017			
	589,774,084.42	666,194,423.10	758,392,610.82	868,602,094.59	493,673,371.43	549,097,927.62	583,247,758.97	624,479,071.77
	31,388,772.72	46,117,430.89	89,958,224.66	54,245,404.28	29,923,383.38	47,236,502.52	52,183,195.96	88,301,430.07

2

10%

√ □

	863,491,598.26	649,536,447.11	24.78%	19.60%	23.66%	-2.47%
	539,705,782.42	416,150,762.00	22.89%	10.76%	30.23%	-11.53%
	747,980,113.06	593,890,695.21	20.60%	104.03%	111.75%	-2.89%

4

□ √

5

12 —

	2,181,725,486.58	99.56%	1,589,056,507.59	99.53%	37.30%
	9,626,031.09	0.44%	7,484,034.00	0.47%	28.62%

		2018		2017		
		649,536,447.11	29.64%	525,274,487.27	32.90%	23.66%
		416,150,762.00	18.99%	319,542,300.72	20.02%	30.23%
		593,890,695.21	27.10%	280,469,989.87	17.57%	111.75%
		248,939,622.43	11.36%	200,538,663.01	12.56%	24.14%
		212,214,291.92	9.69%	222,305,560.69	13.92%	-4.54%
		70,619,699.00	3.22%	48,409,540.03	3.03%	45.88%

		2018		2017		
IT		534,786,614.63	24.40%	348,104,927.05	21.80%	53.63%
		633,061,846.87	28.89%	535,752,118.75	33.56%	18.16%
		1,008,487,304.54	46EMC			

		2018		2017		
		15,015,751.63	0.69%	18,262,121.21	1.14%	-17.78%

6

√ □

5

4

“

”

7

□ √

8

	1,262,339,495.16
	43.79%
	0.00%

5

1	1	397,131,949.48	13.78%
2	2	250,611,576.48	8.69%
	3	224,845,669.73	7.80%

5

1	1	9,810,327.24	5.63%
2	2	9,114,298.04	5.23%
3	3	5,049,552.73	2.90%
4	4	4,868,339.30	2.79%
5	5	3,253,444.82	1.87%
	--	32,095,962.13	18.41%

□ √

3

	2018	2017		
	88,785,335.45	71,594,745.67	24.01%	
	226,024,015.62	206,685,675.92	9.36%	
	3,835,343.71	42,805,743.04	-91.04%	
	156,446,559.91	120,461,186.73	29.87%	

4

√ □

2018

87

2018

85

2

2019

	2018	2017	
	1,763	1,860	-5.22%
	11.66%	16.69%	-5.03%
	168,916,716.23	135,988,350.07	24.21%
	5.86%	6.04%	-0.18%
	14,632,223.12	15,527,163.34	-5.76%
	8.66%	11.42%	-2.76%

□ √

□ √

12 —

IOT	1,957,352.08	IOT	
	5,931,340.38		
	495,203.19	“ ”	
	1,860,988.12		
	1,064,727.37		

CRM	108,712.81	CRM	

2,169,419.10

IT

“ ”

√ □

31.01%
38.94%
154.44%
167.47%
80.55%

□ √

√ □

	42,476,695.26	17.23%	()	
	-4,018,951.36	-1.63%		
	21,254,011.03	8.62%		
	195,572.00	0.08%		
	2,056,144.91	0.83%		
	35,359,837.63	14.35%		

1

	2018		2017			
	1,248,635,254.02	37.28%	1,068,566,810.23	37.18%	0.10	
	751,111,867.24	22.42%	561,052,697.64	19.52%	2.90	
	12,589,928.82	0.38%	26,235.56	0.00%	0.38	
	143,175,524.75	4.27%	150,238,161.68	5.23%	0.96	
	51,888,286.58	1.55%	33,013,836.53	1.15%	0.40	

	2018	2017		

138,241,658.48	75,321,536.92	83.54%

2
☐ ☒
3
☐ ☒
4
☒ ☐

	25,118,446.00	-4,018,951.36	0.00	0.00	0.00	0.00	21,099,494.64	
	25,118,446.00	-4,018,951.36	0.00	0.00	0.00	0.00	21,099,494.64	--

[2011]1978

(A)

2,500	22.00	55,000.00	
2,750.00		2011 12 29	
(	1100 1125 7000 5250 3716)	20,768.90	
(	1370 5151 6010 0252 39)	8,948.60	(
9012 437)	5,174.00	(	1109 0669 7010 505)
			17,358.50
			1,790.39
50,459.61		2011 12 30	

[2011]2615

2.

2017 12 31		
(1)	2017 12 31	21,815.24
693.70	BOA (	10207010 BOA-CN 9870)
	42.51	21,121.54
		1,003.83

(3)	2017	12	31	4,122.60	4,122.60
2.41					

2

√ □

()

	8,948.60 2013 12 31 4,461.99 4,730.64 (3) 2014 3 21 9,452.55 14,000.00 TPG100% 2013 12 31 2013 4 2 2013 12 31 2013 12 31 4,547.45 TPG Consulting,LLC100%
	2011 12 31 2011 7,696.10 , 3,682.08 4,014.02 2012 3 21 7,696.10 2013 12 31 2013 13,611.96 , 8,473.52 6 5,138.44 2014 3 11 13,611.96
	2012 10,000 6 2013 4 24 10,000 2013 4 8 2013 4 26 10,000 12 2014 3 18 10,000
	6 13,508.53 303.28 6 304.43 2016 1.15 13,791.58 2015 12 31 2016 5 29 TPG100%

--	--

3

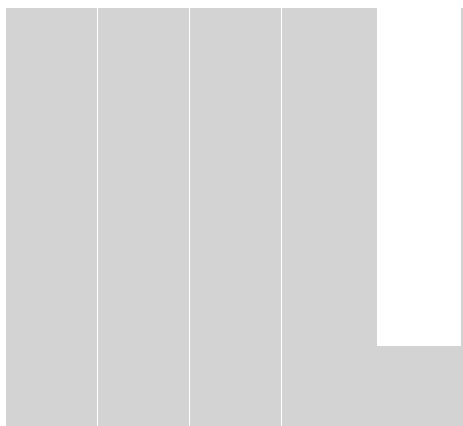
√ □

		(1)		(2)	(3)=(2)/(1)				
TPG Consulting,LLC100%		14,000	326.71	14,365.91	102.61%	2016 31	12	0	
TPG Consulting,LLC100%						2016 31	12	0	

TPG
Consulting,LLC100%

6

0



Triaxil, Inc		
--------------	--	--

□ √

IT

1

1

2

3

IT

4

“

”

2

3

1

2

3

4

4

2019

2019

“

” “

”

“

”

1

IT

2

3

4

1

2

3

4

58,019.84

23.92%

5

6

2018

43.79%

1

□ √

√ □

2018

3 9 2017 2017 12 31
10 0.83 () 43,678,110.90
2018 6 7 43,678,063.03

3

2017 3 22 2016
10 1.7 () 10 20
2017 6 5 29,881,138.00
2018 3 9 2017 2017 12 31
10 0.83 () 43,678,110.90
2018 6 7 43,678,063.03
2019 3 22 2018 2018 12 31
10 0.86 () 45,192,363.60
“ ”

--	--	--	--	--	--	--	--

2018	45,192,363.60	221,709,832.55	20.38%	0.00	0.00%	45,192,363.60	20.38%
2017	43,678,063.03	217,644,511.93	20.07%	0.00	0.00%	43,678,110.90	20.07%
2016	29,881,138.00	117,179,840.83	25.50%	0.00	0.00%	29,881,138.00	25.50%

□ √

√ □

10	0
10	0.86
10	0
	525,492,600
	45,192,363.60
	0.00
	45,192,363.60
	244,257,795.86
	100%
2018 12 31	10 0.86 () 45,192,363.60
“	
”	

			20%			43,678,110.90
			10%			2018 6 7
			2012-2014			
			30%			
						2017 12 15 2017 12 21
			2017 11 09 2018 08 08	2017 11 09	2018 08 08	739,205 2017 11 09 2018 08 08

2

☐ ☒

☐ ☒

☐ ☒

☒ ☐

2018 10 23

2018

2018 15

2019 1 22

2018 10 1

☐ ☒

☒ ☐

5

4

“ ”

	120
	9

	2	4
--	---	---

☐ √

√ ☐

20

☐ √

☐ √

☐ √

☐ √

☐ √

√ ☐

2018 3 9

2015

27.9

2018 5

25

2018 3 30

2015

27.45

2015

237

2018 4 17

2018 8 28

2015

19.62

2018 11 6

1

☐ √

2

☐ √

3

☐ √

4

☐ √

5

☐ √

1

1

☐ √

2

☐ √

3

□ √

2

√ □

1

--	--	--	--	--	--	--	--	--
A1		--		A2		--		
A3		--		A4		--		
	2017 08 24	500	2018 03 29	500		2018 03 29 2018 05 28		
	2018 03 31	500	--	--		-- --		
B1		500		B2		500		
B3		500		B4		--		

--	--	--	--	--	--	--	--	--
A1+B1+C1		500		A2+B2+C2		500		
A3+B3+C3		500		A4+B4+C4		--		
D				--				
70% E				--				
50% F				--				
D+E+F				--				

1. 2017 8 23

3,331.65 2018 03 29 2018 05 28 500

2.

2018 12 31 500 3,144.05

2

□ √

3

1

□ √

2

□ √

4

□ √

1

43,678,110.90

“

”

2017

“ ”

“ ” “ ”

2

3

□ √

□ √

[illegible]

2018 8 28

2015

19.62

√ □

2018 3 9

2015

27.9

2018 5 25

2018 3 30

2015

27.45

2018 5 25

2015

237

2018 4 17

2018 8 28

2015

19.62

2018 11 6

□ √

□ √

□ √

□ √

2

√ □

2015	9,535,500	5,240,700	0	4,294,800	2015 17 74.97 2015	-

--	--	--	--	--

2

√ □

2018 3 9

2015

27.9

2018 5 25

2018 3 30

2015

27.45

2018 5 25

525,688,800

2015

237

2018 4 17

2018 8 28

2015

19.62

2018 11 6

525,492,600

3

□ √

1

	40,421		40,355	8	0	8	0
5% 10							
		10.99%	57,741,816		43,306,362	14,435,454	34,118,075
		7.64%	40,159,210	-4000000	33,119,407	7,039,803	11,917,800

		6.82%	35,860,983		26,895,737	8,965,246		3,726,000
		3.63%	19,088,831	-100000		19,088,831		
		1.25%	6,551,783	-1291600		6,551,783		
		0.96%	5,051,808			5,051,808		
		0.70%	3,690,830			3,690,830		

2

2011 2 18

2012 1 6

2015 1 5

4

2015

1 6

□ √

3

2011 2 18

2012 1 6

2015 1 5

4

2015

1 6

10%

√ □



☐ √

公司无实际控制人

☐ √

4 **10%**

☐ √

5

☐ √

□ √

				49	2010 12 27	2019 12 26	57,741,816				57,741,816
				48	2010 12 27	2019 12 26	44,159,210		4,000,000		40,159,210
				41	2016 12 27	2019 12 26	360,000				360,000
				58	2015 04 03	2019 12 26					
				46	2013 12 27	2019 12 26					
				48	2016 12 27	2019 12 26					
				53	2017 04 13	2019 12 26					

2010 2019
58 12 27 12 26

					12 27	12 26					

2003 2003 2011 2011

2013 2013 2015 9

2015 9

4 1978 2001

2013 2001 9

5 1970 1992

1992 1995 1995 2000

2000 2006 2007

IT

6 1983 2008

□ √

√ □

			1983 08 01		
			2012 05 01	2018 07 20	
			2013 12 02		
			2016 01 27	2018 12 14	
			1998 08 01		

1995

			2002 04 01		

□ √

1

2

			49		174.82	
			48		167.89	
			41		95.29	
			58		12	
			46		12	
			48		12	
			53		12	
			58		21.18	
			35		12.23	
			38		13.78	
			40		163.98	
			48		146.97	
CUI YAN			43		100.8	
			48		70	
			32		30.38	
	--	--	--	--	1,045.32	--

□ √

1

	1,368
	13,755
	15,123
	15,554
	2
	0

4

□ √

www.cninfo.com.cn

3

□ √

2015 1 5

4

2015 1 6

10W6Ñ

□ √

1

2017		26.18%	2018 04 24	2018 04 25	2018-024
2018		27.64%	2018 05 31	2018 06 01	2018-045

2

□ √

1

	10	3	7	0	0		1
	10	2	8	0	0		1
	10	2	8	0	0		1

2

□ √

3

√ □

2018

2015

□ √

“

”

1

□ √

2

	2019 03 25	
	2018	http://www.cninfo.com.cn
	98.00%	
	96.85%	
	0	
	0	
	0	
	0	

2018 12 31

	2019 03 25
	2018 http://www.cninfo.com.cn

☐ ☒

☒ ☐

	2019 03 22
	[2019]0544

[2019]0544

2018 () 2018 12 31

2018 2018 12 31

“ ”

()
1

2018 12 31 58,019.84

2

(1)
(2)

(3)

(4)

()

1

2018 12 31

78,821.04

3,709.85

2

(1)

(2)

(3)

(4)

(5)

()

2018

()

()

()

()

()

()

()

()

()

.

2019 3 22

1

2018 12 31

	51,888,286.58	33,013,836.53
	143,175,524.75	150,238,161.68
	322,289,398.35	226,624,415.91
	1,618,094.56	56,235,205.95
	109,999,664.20	110,634,093.14
	2,664,622.29	2,162,066.80
	580,198,354.67	557,084,757.56
	25,968,725.68	21,561,063.26
	9,700,197.53	6,378,275.72
	1,022,075.01	135,475.01

		94,337,334.92
	19,380,862.20	14,795,037.39
	907,236,195.67	755,808,963.41
		2,450,325.00
		1,329,403.50
	647,892.53	645,905.02
	647,892.53	4,425,633.52
	907,884,088.20	760,234,596.93
	525,492,600.00	526,242,300.00

	597,852,806.11	361,444,011.08
	21,099,494.64	25,118,446.00
	295,163,452.76	226,861,076.27
	295,163,452.76	226,861,076.27
	3,908,988.46	3,190,981.61
	358,988,922.23	480,330,972.00
	115,824.72	
	590,818.10	6,560,256.85
	1,277,720,307.02	1,103,505,743.81
	1,368,035,080.36	1,261,384,756.41
	111,071,981.16	115,865,591.51
	138,724,648.79	144,668,681.47
		849,099.10
	86,931,516.28	90,287,096.38
	2,664,622.29	2,162,066.80
	11,784,916.20	13,414,141.91

	4,116,591.50	2,689,481.58
	135,475.01	135,475.01
	1,723,464,831.59	1,631,456,390.17
	3,001,185,138.61	2,734,962,133.98
	436,200,000.00	212,000,000.00
	9,410,168.86	6,983,990.50
	5,405,276.01	5,569,906.28
	31,522,507.13	20,836,759.85
	2,148,652.33	3,666,085.02
	758,427,649.42	749,590,932.00
	983,764.70	4,293,563.41
		94,337,334.92
	8,145,368.60	6,619,427.34
	1,251,259,622.35	1,099,604,435.91

	525,492,600.00	526,242,300.00
	923,742,171.00	926,222,390.45
	1,097,805.00	117,275,518.75
	57,530,754.40	52,984,779.31
	244,257,795.86	247,183,747.06
	1,749,925,516.26	1,635,357,698.07
	3,001,185,138.61	2,734,962,133.98

3

	2,882,963,212.93	2,250,498,129.79
	2,882,963,212.93	2,250,498,129.79
	2,708,688,280.22	2,055,392,631.58
	2,191,351,517.67	1,596,540,541.59
	20,991,496.83	14,760,734.66

“ ”	248,324,566.22	239,231,438.17
	195,572.00	7,349,322.47
	2,056,144.91	3,126,580.69
“ ”	246,463,993.31	243,454,179.95
	21,081,912.53	24,443,643.81
“ ”	225,382,080.78	219,010,536.14
“ ”	225,382,080.78	219,010,536.14
“ ”		
	221,709,832.55	217,644,511.93
	3,672,248.23	1,366,024.21
	35,157,682.07	-33,699,028.15
	35,126,485.30	-33,745,529.19
1.		

	256,836,317.85	183,898,982.74
	3,703,445.00	1,412,525.25
	0.422	0.426
	0.422	0.420
	0.00	0.00

CUI YAN

4

	1,092,153,788.71	850,699,612.86
	862,253,488.94	671,043,012.17
	7,409,006.77	5,457,303.18
	16,205,316.60	10,396,722.01
	85,876,926.61	82,698,035.96
	41,282,144.88	36,994,390.40
	20,518,716.89	31,710,737.53
	19,383,067.80	14,464,196.22
	1,006,860.32	2,091,974.03
	13,329,736.61	-1,125,459.13
	4,363,742.80	5,582,148.88
“ ”		219,176,586.83
		334,009.60
“ ”	-4,018,951.36	485,433.38
“ ”		

1.		

	2,781,030,287.59	2,166,044,190.36
	721,483.22	239,495.74
	87,263,596.19	81,167,110.10
	2,869,015,367.00	2,247,450,796.20
	212,041,496.73	216,243,649.50
	2,111,570,734.40	1,566,474,021.66
	142,342,275.63	103,067,117.50
	255,996,099.53	191,819,255.76
	2,721,950,606.29	2,077,604,044.42
	147,064,760.71	169,846,751.78

	32,950,000.00	15,371,141.50
	93,168.56	3,467,800.17
	308,558.51	74,938.17
	50,649.20	10,910,080.13
	33,402,376.27	29,823,959.97
	43,921,935.67	85,864,440.99
	32,000,000.00	
	13,515,535.34	37,793,089.48
	1,670,079.23	674,228.30
	91,107,550.24	124,331,758.77
	-57,705,173.97	-94,507,798.80
	539,368,960.00	212,000,000.00
	260,000.00	

	178,635,449.92	69,407,144.50
	1,068,300,810.23	998,893,665.73
	1,246,936,260.15	1,068,300,810.23

6

	1,043,732,552.06	693,149,705.51
	22,181.04	
	38,371,203.72	57,081,148.64
	1,082,125,936.82	750,230,854.15
	817,265,056.99	474,851,688.59
	225,905,902.17	177,304,241.13
	17,215,727.09	14,149,095.13
	66,324,052.25	63,418,446.22
	1,126,710,738.50	729,723,471.07
	-44,584,801.68	20,507,383.08

	241,971,599.72	
	748,171,599.72	212,000,000.00
	382,503,324.93	115,330,000.00
	60,204,110.49	43,580,504.38
	5,496,276.31	428,654,610.30
	448,203,711.73	587,565,114.68
	299,967,887.99	-375,565,114.68
	-6,763,836.78	-15,848,729.53
	236,241,095.03	-95,897,054.74
	361,178,011.08	457,075,065.82
	597,419,106.11	361,178,011.08

	526,242,300.00				890,116,120.82	117,275,518.75	-1,407,970.04		52,984,779.31		762,585,650.84	333,201.76	2,113,578,563.94

2018

3					2,380,335.55								2,380,335.55
4												12,546,539.93	12,546,539.93
									4,545,975.09		-48,385,702.11		-43,839,727.02
1									4,545,975.09		-		

	176,608,000.00				1,247,968,447.33	223,973,370.37	32,337,559.15		28,995,497.81		598,795,940.66	-933,397.91	1,859,798,676.67

2												-43,839,727.02	-43,839,727.02
3													
1													
2													
3													
4													
5													
1													
2													
	525,492,600.00				923,742,171.00	1,097,805.00				57,530,754.50			

3											
	351,542,800.00				-351,542,800.00						
1	351,542,800.00				-351,542,800.00						
2											
3											
4											
5											
1											
2											
	526,242,300.00				926,222,390.45	117,275,518.75			52,984,779.31	247,183,747.06	1,635,357,698.07

	(		)	2010	12	1		(	)
		2010	12	27				7,500	
7,500		1	2011	12	12		[2011]1978		
	(A)	2,500		1		10,000	10,000		1
2012	1	6							

1

			2016 8 11	[2016]3956	
9	2016 9 28				7
			18.4	184,000.00	
(	) 184,000.00		3,708,130.05	176,608,000.00	
			2016 11 16	[2016]4582	
10	2017 1 11				9
			21.2	212,000.00	(
)	212,000.00	4,189,385.24		176,396,000.00	
			2017 3 6	[2017]0483	
11	2017 3 22			624,600.00	
	2014		57.30	90	2015

2019 3 22

2018

40

“

”

5

4

“

”

2018 12 31

4

1	()	
2	Beyondsoft International Co.,Ltd	
3	Beyondsoft Consulting Inc	
4		
5		
6	()	
7		
8		
9	()	
10		
11	()	
12	()	
13		
14		
15	()	
16		
17	Beyondsoft Japan	Beyondsoft Japan
18	Beyondsoft Information Technology Corporation Limited	
19		
20		
21		
22		
23	Beyondsoft International (Singapore) Pte.,Ltd.	
24	()	
25		
26		
27	()	
28		
29	1 Strategy,LLC	1 Strategy
30	Growthmindset LLC	GMS

31		
32		
33	Beyond software S.L.	
34		

35

2

1 1 12 31

3

12

4

5

1

()

()

2

12

12

28 —

12

“ ”

(1)

(2)

(3)

(4)

“

”

“

”

3

6

1

(

)

2

3

()

2 — () “ ” () “ ”

5

“

” “ ” ()

()

7

() 3(2) “ ”

1

2

3

4

5

()

8 —

8

(3)

9

1

()

2

(1)

(2)

() (3)

3

“ ”

“ ”

“ ”

10

()

(3)

(4)

()

2

(1)

(2)

(3)

(1)

(2)

(1)

(2)

3

(1)

(2)

(3)

13 —

14 —

4

()

(

)

(

)

5

()

()

(1)

(2)

(3)

(4)

6

7

()

8

(1)

(2)

(3)

(4)

(5)

(6)

(7)

(8)

(9)

(1)

(

)

(2)

“ ”

50% “ ”

20% (20%) 50%

12

(

12

6 (6)

)

9

11

1

	—— 200 () ——
	200 ()

--	--

2

√ □

6 (6 ,)	0.00%	0.00%
6 -1	5.00%	5.00%
1 2	25.00%	25.00%
2 3	50.00%	50.00%
3	100.00%	100.00%

□ √

□ √

3

12

1

2

(2) (1) (3)

(4)

3

4

1

A

5

(1)

(2)

6

13

1

()

(1)

(2)

5240 @... BaS j" OÇCt xCBÉAu €ChÀ"PRJO/E-8 B 6 " &,"Mž#q ØCt x ...)

(2)

“ ” “ ”
“ ”

(3)

37 —

22 —

3

(1)

(2)

20 —

4

(1)

(2)

22 —

15

1

(

)

2

3

4.

5

16**1**

(1)

(2)

(1)

(2)

2

		35	5	2.71
		5	10	18
		5	10	18
		5	10	18

3

(1)

(2)

(3)

(4)

17

1

2

18

1

2

(1)

1)

2)

3)

(2)

3

(3)

3

(

)

()

19

20

21

1

1

2

(3) (1) (2)

(4)

(5)

22

1

2

3

4

5

6

() ()

7

()

23

24

1

2

3

4

“

”

25

1

2

3

()

()

26

1

()

2

(1)

(2)

3

4

(1)

(2)

(3)

(

)

5

(1)

()

(2)

6

()

()

27

28

1

(1)

1)

2)

3)

4)

5)

(2)

()

(3)

2

(1)

(2)

1)

$$\frac{1}{(1 + \frac{r}{n})^n} = \frac{1}{(1 + \frac{0.08}{12})^{12}} = 0.8874$$

2)

$$= (1 + \frac{r}{n})^n$$

$$= (1 + \frac{r}{n})^n$$

3)

$$= (1 + \frac{r}{n})^n \left[\frac{1}{(1 + \frac{r}{n})^n} - \frac{1}{(1 + \frac{r}{n})^n} \right]$$

29

1

(1)

(2)

(3)

1)

2)

2

(1)

$$(1 + \frac{r}{n})^n$$

(2)

(3)

(4)
3

()

(1)

(2)

(1)

(2)

(3)

30

/

1

(1)

(2)

(1)

(2)

(1)

(2)

(

)

2

31

1

(1)

(2)

2

32

()

1

/

/

2

(1)

(

)

(2)

(3)

(4)

(5)

(1)

(2)

80% 125%

3

(1)

(2)

1)

2)

3)

4

()
2018

()

()

()

()

()

1

(1)

(2)

(3)

2

()

()

[

]

33

1

√ □

--	--	--

2018 6 15

2018

2018 15

“ ”		“ ” 1,633,264.96 “ ”1,633,264.96 2017 “ ” 285,949.10 “ ” 285,949.10

2

□ √

34

1

		3% 5% 6% 10% 16% 5% 7% 13% 18%
		Beyondsoft Japan 8%
		1% 5% 7%
		25% 20% () 16.5% 17% Beyondsoft Japan 34.81% ESS() 27.55% 21%
	10%-30% 1.2% 12%	1.2% 12%

		3%
		1.5% 2%

	25% " 2 "
ESS()	27.55%
Beyondsoft Japan	34.81%
	16.5%
	21% 1%~12%
	15% 11.5%
	20%
	17%

2

1.

2003 12 2

([2003]238)

9803

2016 36

[2011]100

3%

[2011]111

[2012]71

[2013]37

2016 36

2.

					2018
1			2018 10 31	2018 1 1	15%
2		[3]	2018 11 27	2018 1 1	15%
3		[1]			0%
4			2016 12 29	2016 1 1	15%
5			2018 10 29	2018 1 1	15%
6			2016 11 21	2016 1 1	15%
7		[2]	2014 1 1	2014 1 1	12.50%
8			2016 11 30	2016 1 1	15%

					2018
9		[2]	2014 1 1	2014 1 1	12.50%
10			2017 12 6	2017 1 1	15%
11			2014 12 29	2014 1 1	15%
12		[3]	2018 11 16	2018 1 1	15%
13		[3]	2018 11 2	2018 1 1	15%
14			2016 12 22	2016 1 1	15%
15			2017 10 27	2017 1 1	15%
16			2017 12 6	2017 1 1	15%
17		[3]	2018 11 30	2018 1 1	15%

[1] ()

[2] 2012

27 2014 1 1 “ ”

[3]

3

1

	202,084.39	261,182.50
	1,246,740,175.76	1,068,045,627.73
	1,692,993.87	260,000.00
	1,248,635,254.02	1,068,566,810.23
	523,046,940.38	475,084,865.49

6, 000. 00
1, 042, 993. 87 650, 000. 00

2

	21,099,494.64	25,118,446.00
	21,099,494.64	25,118,446.00

	21,099,494.64	25,118,446.00
--	---------------	---------------

430105

12, 559, 223

3

□ √

4

	751,111,867.24	561,052,697.64
	751,111,867.24	561,052,697.64

1

2

1)

	9,900,000.00	1.26%	9,900,000.00	100.00%		3,020,500.00	0.53%	3,020,500.00	100.00%	
	778,310,380.80	98.74%	27,198,513.56	3.49%	751,111,867.24	572,037,011.37	99.29%	10,984,313.73	1.92%	561,052,697.64
						1,064,225.00	0.18%	1,064,225.00	100.00%	
	788,210,380.80	100.00%	37,098,513.56	4.71%	751,111,867.24	576,121,736.37	100.00%	15,069,038.73	2.62%	561,052,697.64

√ □

	9,900,000.00	9,900,000.00	100.00%	
	9,900,000.00	9,900,000.00	--	--

√ □

1			
6		660,062,072.33	
6 -1		65,808,697.11	

			(%)	
5	286,487,510.39	6	36.35	

5)

6)

5

1

1	14,778,894.56	98.81%	8,743,383.54	98.42%
1	178,539.21	1.19%	140,510.21	1.58%
	14,957,433.77	--	8,883,893.75	--

1

2

			(%)	
	322,221.75	6	2.15	
	317,970.00	6	2.13	
	294,781.20	6	1.97	
	208,343.10	6	1.39	
	175,000.00	6	1.17	
	1,318,316.05		8.81	

6

	233,188.68	62,401.48
	18,759,887.20	13,185,903.56

1			
6	11,095,262.74		
6 -1	5,187,536.78	259,376.86	5.00%
1 2	2,706,921.32	676,729.65	25.00%
2 3	1,412,545.74	706,272.87	50.00%
3	4,062,540.06	4,062,540.06	100.00%
	24,464,806.64	5,704,919.44	23.32%

□ √

□ √

2)

871,349.93

0.00

3)

4)

	17,449,422.20	13,301,492.01
	2,712,713.92	2,600,506.93
	4,302,670.52	2,117,474.13
	24,464,806.64	18,019,473.07

5)

		2,000,000.00	1	8.18%	100,000.00
		1,892,117.75	0-6	7.73%	

		1,225,136.64	0-6	5.01%	
		708,111.05	2-3 3	2.89%	683,684.26
		666,048.00	1 3	2.72%	65,275.00
	--	6,491,413.44	--	26.53%	848,959.26

6)

7)

8)

7

1

	12,589,928.82		12,589,928.82	26,235.56		26,235.56
	12,589,928.82		12,589,928.82	26,235.56		26,235.56

4 —

11 —

2

3

4

8

9

10

	6,827,726.47	13,317,510.78
/ /	1,456,388.37	3,156,670.31
	8,284,114.84	16,474,181.09

11

1

	26,865,672.72	1,463,840.00	25,401,832.72	16,466,440.00	91,200.00	16,375,240.00
	26,865,672.72	1,463,840.00	25,401,832.72	16,466,440.00	91,200.00	16,375,240.00
	26,865,672.72	1,463,840.00	25,401,832.72	16,466,440.00	91,200.00	16,375,240.00

2

3

--	--	--	--	--

		10,000,000.00		0,000,000.00					7.69%	
	2,000,000.00			0.00						

The Freeline Company	1,306,840.00	65,800.00		1,372,640.00						
Touchjet Ltd.Ltd	1,306,840.00	65,800.00								

2

3

13

1

2

3

14

	2,831,042.24		2,831,042.24								
	30,182,794.29			-60,506.49						30,122,287.80	
		22,000,000.00		-234,001.22						21,765,998.78	
	33,013,836.53	22,000,000.00	2,831,042.24	-294,507.71						51,888,286.58	
	33,013,836.53	22,000,000.00	2,831,042.24	-294,507.71						51,888,286.58	

()

()

15

1

√ □

1.	119,179,176.05	40,034,908.37	17,178,599.59	176,392,684.01
2.				
1				
2 \				
3				
3.				
1				
2				
4.	119,179,176.05	40,034,908.37	17,178,599.59	176,392,684.01
1.	13,765,640.00	3,792,363.08	8,596,519.25	26,154,522.33
2.	3,652,772.89	800,698.16	2,609,165.88	7,062,636.93
1	3,652,772.89	800,698.16	2,609,165.88	7,062,636.93
3.				
1				
2				
4.	17,418,412.89	4,593,061.24	11,205,685.13	33,217,159.26
1.				
2.				
1				
3				

1				
2				

1		1,979,987.67	10,049,893.61	7,556,171.29	19,586,052.57
4.	302,439,441.06	5,391,224.49	60,380,584.81	46,621,236.50	414,832,486.86
1.	16,452,271.26	4,787,672.15	36,785,855.09	31,365,664.07	89,391,462.57
2.	6,859,560.81	1,089,033.69	7,215,991.60	5,698,614.49	20,863,200.59
1	6,859,560.81	377,016.74	6,848,952.45	5,698,614.49	19,784,144.49
2		712,016.95	367,039.15		1,079,056.10
3.		2,273,313.60	8,677,250.26	6,761,010.79	17,711,574.65
1		2,273,313.60	8,677,250.26	6,761,010.79	17,711,574.65
4.	23,311,832.07	3,603,392.24	35,324,596.43	30,303,267.77	92,543,088.51
1.					
2.					
1					
3.					
1					
4.					
1.	279,127,608.99	1,787,832.25	25,055,988.38	16,317,968.73	322,289,398.35
2.	186,173,823.09	817,560.49	22,164,972.36	17,468,059.97	226,624,415.91

2

3

4

5

	98,310,098.24	
	29,831,998.26	

6

7

19,784,144.49

99,813,346.71

38,838,233.55

17

	1,618,094.56	56,235,205.95
	1,618,094.56	56,235,205.95

1

				45,220,000.00		45,220,000.00
	1,618,094.56		1,618,094.56	11,015,205.95		11,015,205.95
	1,618,094.56		1,618,094.56	56,235,205.95		56,235,205.95

2

3

2.	1,480,077.55	15,560,231.79	371,034.30		3,300,749.96	20,712,093.60
1	1,480,077.55	15,560,231.79	371,034.30		3,300,749.96	20,712,093.60
3.		6,088,533.65				6,088,533.65
1		6,088,533.65				6,088,533.65
4.	9,263,593.90	50,542,420.81	2,287,731.25	3,728,581.27	9,378,295.00	75,200,622.23
1.			4,213.88			4,213.88
2.			291.49			291.49
1						
2			291.49			291.49
3.						
1						
4.			4,505.37			4,505.37
1.	64,740,283.53	40,576,126.92	457,548.75		4,225,705.00	109,999,664.20
2.	66,220,361.08	39,504,294.05	696,983.05		4,212,454.96	110,634,093.14

27.87%

2

21

BAIOpsQuickentry	2,162,066.80				2,162,066.80	
IOT		1,957,352.08		1,957,352.08		

		5,931,340.38		5,931,340.38		
		524,201.31			28,998.12	495,203.19
		1,860,988.12		1,860,988.12		
		1,064,727.37		1,064,727.37		
CRM		145,972.81		108,712.81	37,260.00	
		2,256,484.28			87,065.18	2,169,419.10
		1,126,102.21		1,044,480.07	81,622.14	
		154,049,547.67			154,049,547.67	
	2,162,066.80	168,916,716.23		11,967,600.83	156,446,559.91	2,664,622.29

14,632,223.12

8.66%

22

1

	284,167,988.27					284,167,988.27
	57,288,856.89					57,288,856.89
	34,055,786.86					34,055,786.86
TPG	127,763,454.17		6,432,949.16			134,196,403.33
PDL	42,324,228.56		2,131,044.53			44,455,273.09
1 Strategy	11,484,442.81		578,247.02			12,062,689.83
		13,971,356.40				13,971,356.40
	557,084,757.56	13,971,356.40	9,142,240.71			580,198,354.67

2

TPG PDL 1 Strategy

5

5

12.46% TPG PDL 1

Strategy

11.4% 20.9% 12.4%

23

	21,561,063.26	12,012,072.02	7,506,159.13	98,250.47	25,968,725.68
	21,561,063.26	12,012,072.02	7,506,159.13	98,250.47	25,968,725.68

24 /

1

	41,779,965.82	6,724,837.03	15,935,276.14	2,547,233.97
	95,000.00	14,250.00		
	91,200.00	22,800.00	91,200.00	22,800.00
	4,018,951.36	602,842.70		
	310,785.60	77,696.40		
	4,224,401.61	662,304.44	3,293,633.53	590,192.12
	950,210.96	331,226.21	751,702.79	261,667.74
	8,370,284.52	1,264,240.75	19,671,609.46	2,956,381.89
	59,840,799.87	9,700,197.53	39,743,421.92	6,378,275.72

2

	4,319,283.45	647,892.53	4,306,033.41	645,905.02
	4,319,283.45	647,892.53	4,306,033.41	645,905.02

3

		9,700,197.53		6,378,275.72
		647,892.53		645,905.02

4

	2,400,612.55	3,967,332.10
	33,960,319.57	20,262,063.20
	36,360,932.12	24,229,395.30

5

2019			
2020			
2021		4,545,074.70	
2022	606,233.11	15,716,988.50	
2023	269,237.27		
2024			
2025			
2026	4,545,074.70		
2027	14,893,272.46		
2028	13,646,502.03		
	33,960,319.57	20,262,063.20	--

25

	135,475.01	135,475.01
	886,600.00	
	1,022,075.01	135,475.01

26

1

	442,388,700.00	217,788,300.00
	442,388,700.00	217,788,300.00

2

27

28

√ □

	95,000.00	
	95,000.00	

2018 12 31

2

“ ”

29

		260,000.00
	57,820,359.85	39,320,576.14
	57,820,359.85	39,580,576.14

1

		260,000.00
		260,000.00

0.00

2

|--|--|--|

1

1

55,934,508.71

	57,820,359.85	39,320,576.14

3 1

30

1

1 1	17,852,946.30	9,785,845.34
1	3,410,804.20	2,051,960.49
	21,263,750.50	11,837,805.83

2 1

3

31

1

	179,404,992.47	2,074,910,234.56	2,007,047,259.92	247,267,967.11
-	2,732,709.07	102,150,628.52	101,370,368.68	3,512,968.91
	462,675.91	3,398,684.89	3,153,105.80	708,255.00
	182,600,377.45	2,180,459,547.97	2,111,570,734.40	251,489,191.02

2

1	169,251,114.31	1,846,633,818.57	1,781,827,460.20	234,057,472.68
2	446,780.88	35,734,258.13	35,617,924.50	563,114.51
3	2,192,964.06	66,171,923.95	65,706,792.61	2,658,095.40
	2,038,556.75	60,261,614.50	59,829,403.64	2,470,767.61
	48,797.76	1,634,683.42	1,637,364.94	46,116.24
	105,609.55	4,275,626.03	4,240,024.03	141,211.55
4	698,950.21	52,462,322.64	52,960,236.25	201,036.60
5	738,754.48	4,184,450.74	3,862,853.16	1,060,352.06
6	6,076,428.53	69,723,460.53	67,071,993.20	8,727,895.86
	179,404,992.47	2,074,910,234.56	2,007,047,259.92	247,267,967.11

3

1	2,658,204.13	98,717,996.07	97,973,420.71	3,402,779.49
2	74,504.94	3,432,632.45	3,396,947.97	110,189.42
	2,732,709.07	102,150,628.52	101,370,368.68	3,512,968.91

32

	14,454,652.95	12,522,272.18
	2,452,473.78	8,330,142.80
	11,913,138.51	11,265,902.90
	751,699.38	470,978.97
	361,190.84	214,111.64
	210,837.04	132,880.22

	181,585.95	182,034.20
	1,434,082.74	194,951.56
	31,759,661.19	33,313,274.47

	45,220,000.00	
	25,829,416.50	35,318,208.88
	82,054,906.21	157,262,693.80

2) 1

	45,220,000.00	

34

35

		5,000,000.00
		89,337,334.92
		94,337,334.92

36

--	--	--

37

1

38

39

40

41

		2,450,325.00	
		2,450,325.00	--

42

	1,329,403.50	3,000,000.00	4,329,403.50		
	1,329,403.50	3,000,000.00	4,329,403.50		--

								/

1,329,403.50 3,000,000.00

4,329,403.50

			10		800		
	10			400	2016	2017	2018
100	300	2017	6,670,596.50	2018	4,329,403.50		700

43

44

		+ —					
	526,242,300.00				-749,700.00	-749,700.00	525,492,600.00

45

46

	819,081,376.40		4,860,555.00	814,220,821.40
	71,034,744.42	2,380,335.55	14,059,076.65	59,356,003.32
	56,975,667.77	2,380,335.55		59,356,003.32
	14,059,076.65		14,059,076.65	
	890,116,120.82	2,380,335.55	18,919,631.65	873,576,824.72

-

-

-

47

	117,275,518.75		116,177,713.75	1,097,805.00
	117,275,518.75		116,177,713.75	1,097,805.00

48

		-95,000.00		-14,250.00	-80,750.00		-80,750.00
	-1,407,970.04	35,238,432.07			35,207,235.30	31,196.77	33,799,265.26
	-1,407,970.04	35,143,432.07		-14,250.00	35,126,485.30	31,196.77	33,718,515.26

49

50

--	--	--	--	--

	762,585,650.84	598,795,940.66
	762,585,650.84	598,795,940.66
	221,709,832.55	217,644,511.93
	4,545,975.09	23,989,281.50
	43,839,727.02	29,865,520.25
	935,909,781.28	762,585,650.84

1) 0.00

2) 0.00

3) 0.00

4) 0.00

5) 0.00

52

	2,846,762,744.61	2,181,725,486.58	2,222,474,695.57	1,589,056,507.59
	36,200,468.32	9,626,031.09	28,023,434.22	7,484,034.00
	2,882,963,212.93	2,191,351,517.67	2,250,498,129.79	1,596,540,541.59

53

	5,342,699.39	2,870,469.03
	2,597,050.26	1,364,401.26
	6,237,699.35	5,027,812.31

	56,784,470.25	48,262,930.50
	5,902,857.76	2,865,308.33
	5,782,901.06	4,884,487.06
	5,842,360.46	2,862,966.33
	3,281,515.16	3,111,011.01

57

	19,777,622.76	14,833,095.93
	6,148,118.02	5,339,725.99
	4,431,806.41	76,418,253.74
	18,599,132.95	48,312,635.39
	3,701,180.59	4,802,866.95
	671,984.92	403,887.80
	3,835,343.71	42,805,743.04

58

	19,927,252.63	2,544,003.97
	1,326,758.40	
	21,254,011.03	2,544,003.97

59

	34,113,246.13	32,620,549.64
	721,483.22	239,495.74
	525,108.28	1,633,264.96

60

	-294,507.71	645,901.81
	44,178,034.41	2,496,764.05

	93,168.56	
	-1,500,000.00	-345,731.75
		6,591,203.26
	42,476,695.26	9,388,137.37

61

	-4,018,951.36	485,433.38
	-4,018,951.36	485,433.38

62

	232,051.98	-240,941.13

63

		4,949,300.00	
	195,572.00	1,396,588.30	195,572.00
		1,003,434.17	
	195,572.00	7,349,322.47	195,572.00

64

	462,650.00	483,000.00	462,650.00

	1,450,865.74		1,450,865.74
		2,528,356.12	
	142,629.17	115,224.57	142,629.17
	2,056,144.91	3,126,580.69	2,056,144.91

65

1

	24,347,806.80	22,791,150.34
	-3,265,894.27	1,652,493.47
	21,081,912.53	24,443,643.81

2

	246,463,993.31
/	36,969,598.99
	727,801.34
	-2,825,136.37
	1,202,578.77
	-2,965,796.08
	2,046,975.30
	-12,439,483.61
	-1,678,801.97
	44,176.16
	21,081,912.53

66

67

1

	12,935,462.44	12,243,170.77
	32,783,842.63	31,899,253.14
	34,871,064.82	30,051,695.24
	6,148,118.02	5,339,725.99
	525,108.28	1,633,264.96
	87,263,596.19	81,167,110.10

2

	25,813,146.42	69,461,929.69
	51,041,005.02	20,221,408.31
	21,241,230.56	13,835,184.08
	36,026,955.89	22,177,657.00
	10,360,495.71	6,838,295.45
	17,224,729.13	7,409,845.58
	10,366,164.48	2,014,153.26
	83,922,372.32	49,860,782.39
	255,996,099.53	191,819,255.76

3

		6,719,000.00
		4,191,080.13
	50,649.20	
	50,649.20	10,910,080.13

4

	1,670,079.23	674,228.30
	1,670,079.23	674,228.30

5

		87,250.00
	260,000.00	
	260,000.00	87,250.00

6

	5,496,276.31	20,764,011.75
		260,000.00
	5,496,276.31	21,024,011.75

68

1

1	--	--
	225,382,080.78	219,010,536.14
	21,254,011.03	2,544,003.97
	23,436,917.38	17,504,585.32

	21,512,791.76	12,704,894.43
	10,115,325.01	9,194,504.01
“ ”	-232,051.98	240,941.13
“ ”	1,450,865.74	
“ ”	4,018,951.36	-485,433.38
“ ”	-12,096,264.84	42,938,714.28
“ ”	-42,476,695.26	-9,388,137.37
“ ”	-3,307,671.81	2,054,091.52
“ ”	1,987.51	-907,364.81
“ ”	-12,563,693.26	1,087.17
“ ”	-224,607,518.02	-123,029,148.41
“ ”	146,594,949.58	-24,629,089.11
	-11,419,224.27	22,092,566.89
	147,064,760.71	169,846,751.78
2	--	--
3	--	--
	1,246,936,260.15	1,068,300,810.23
	1,068,300,810.23	998,893,665.73
	178,635,449.92	69,407,144.50

2

	20,037,246.62
	--
	20,037,246.62
	9,838,607.28
	--
	9,838,607.28

	3,316,896.00
	--
TPG	3,316,896.00
	13,515,535.34

3

4

	1,246,936,260.15	1,068,300,810.23
	202,084.39	261,182.50
	1,246,734,175.76	1,068,039,627.73
	1,246,936,260.15	1,068,300,810.23

2018	1,246,936,260.15	2018	12	31
1,248,635,254.02	1,698,993.87			
6,000.00	1,042,993.87			650,000.00
2017	1,068,300,810.23	2017	12	31
1,068,566,810.23	266,000.00			
260,000.00	6,000.00			

69

“ ”

70

“ ”

71

1

--	--	--	--

	--	--	692,108,466.08
	83,488,449.41	6.863200	572,997,925.99
	765,159.12	7.847300	6,004,433.16
	5,958,660.51	0.876200	5,220,978.34
	1,478,504,089.00	0.061887	91,500,182.56

	137,297.67	5.006200	687,339.60
	8,738,883.39	0.067418	589,158.04
	280,744.69	1.867867	524,393.74
	4,929,028.28	0.022325	110,040.56
	388,800.00	0.223085	86,735.45
	45,874,856.84	0.001846	84,684.99
			6,188,700.00
	100,000,000.00	0.061887	6,188,700.00
			24,136,646.16
	315,601,451.00	0.061887	19,531,627.00
	563,185.22	6.863200	3,865,252.80
	24,832,254.13	0.022325	554,380.07
	1,252,182.31	0.097854	122,531.05
	200,000.00	0.223085	44,617.00
	3,956,008.32	0.001846	7,302.79
	82,749.66	0.067418	5,578.82
	1,070.00	5.006200	5,356.63
			11,178,737.92
	1,118,204.90	6.863200	7,674,463.87
	1,070,694.00	1.867867	1,999,913.99
	12,419,536.00	0.061887	768,607.82
	7,691,480.80	0.067418	518,544.25
	117,002,880.00	0.001846	215,987.32
	240.87	5.006200	1,205.84
	16.92	0.876200	14.83

2

√ □

(1) 1 Strategy

(2) Beyondsoft Japan

72

1.

A.

(1)

; (2)

; (3)

(

)

B.

2.

()

2018

28 ()

2018 12 31

2

95,000.00

2018

73

1

	34,113,246.13		34,113,246.13
	721,483.22		721,483.22

2

□ √

74

1

1

--	--	--

	2018 04 01	27,030,000.00	51.00%		2018 04 01	[1]	29,296,244.32	6,442,598.00

[1]

2017 12 21

18.8679%

32.1321%

51% 2018 2 11

2018 3

2018 3

2018 4 1

2018 4 1

2

--	27,030,000.00
	27,030,000.00
	13,058,643.60
/	13,971,356.40

3

	9,838,607.28	9,838,607.28
	16,008,800.36	16,008,800.36
	3,602,139.70	3,602,139.70
	185,379.93	185,379.93
	3,314,000.00	
	105,738.27	105,738.27
	320,547.66	320,547.66
	510,080.19	510,080.19
	2,498,527.47	2,498,527.47
	497,100.00	

		1,547,602.89
	406,649.44	406,649.44
	361,348.61	361,348.61
	2,537,883.50	2,537,883.50

5

1	(	)
(1)		
2018 2 12	, 100%	
	2018 12 31	2,616,134.51
616,134.51		
(2)		
2018 8 29	, 100%	
	2018 12 31	-158,462.81
-938,866.81		
(3)		
2018 9 5	, 100%	
	2018 12 31	473,791.60
-26,208.40		
(4)		
2018 12 28	, 100%	
	2018 12 31	
2	(	)
Triaxil	2018	Triaxil 2018
3		
TPG PDL 2018		

6

1

1

				100.00%		
				100.00%		
					100.00%	

				100.00%		
				90.00%	10.00%	
				100.00%		
				100.00%		
					100.00%	
				100.00%		
				90.00%	10.00%	
				100.00%		
					100.00%	
				100.00%		
					100.00%	
					100.00%	
					100.00%	
					100.00%	
Beyondsoft Japan					100.00%	
				100.00%		
					100.00%	
					100.00%	

100.00%

1 Strategy					70.00%	
GMS					100.00%	
					100.00%	
					51.00%	
					100.00%	
					100.00%	
					100.00%	
ESS					100.00%	
FZE					100.00%	
LMT					51.00%	
Uganda					100.00%	
Africa()					100.00%	

2

3

4

5

2

1

2

3

1

					33.98%	
					34.24%	

2017

30%

2018

20%

20%

2

3

4

5

6

7

8

4

5

6

()

()

1

()

()“ ”

()“

”

2

3

()

()

()

12

()

()

2018 12

31 27.10% (2017 12 31 26.45%)

1

2	21,099,494.64			21,099,494.64
	95,000.00			95,000.00
	95,000.00			95,000.00
	--	--	--	--

2

3

4

5

6

7

8

9

1

2

3

4

5

1

/

		80,115.09			2,745,695.29
		117,332.18			2,756,306.22
					500,616.50
		161,603.77			218,292.45
		471,698.10			

/

			158,490.57
			79,537.93
			41,509.43
		885,922.28	886,589.77
		443,581.43	
		254,090.44	

2 / /

3

		204,370.02	676,818.58

2017 9 30

1

2018 9 25

6

(

2017 11 1

2018 10 31

2018 11 1

2019 4 30

4

5

6

7

	15.00	16.00
	15.00	16.00
()	1,045.32	1,033.24

8

6

1

				221,070.98	
		414,821.00	199,410.50	414,821.00	94,205.25

2

			1,000,829.56
		19,539.91	
		41,123.33	

7

8

1 $\sqrt{\quad}$ ☐

	0.00
	7,677,000.00
	749,700.00

2 $\sqrt{\quad}$ ☐

☐ Black-Scholes model

1

2

1

2

3

1

1

2

2

3

1

2

4

5

6

7

8

1

--	--	--

	9,900,000.00	9,900,000.00	100.00%	
	9,900,000.00	9,900,000.00	--	--

√ □

1			
6	261,149,783.67		
6 -1	28,139,066.60	1,406,953.33	5.00%
1 2	8,936,650.28	2,234,162.57	25.00%
2 3	1,158,136.23	579,068.12	50.00%
3	2,249,691.76	2,249,691.76	100.00%
	301,633,328.54	6,469,875.78	2.14%

□ √

2)

13,027,701.96

0.00

3)

	463,694.14

4)

			(%)	
5	154,899,090.44	6	49.72	

5)

6)

2

	358,988,922.23	480,330,972.00
	358,988,922.23	480,330,972.00

1

2

3

1)

	360,387, 148.01	100.00%	1,398,22 5.78	0.39%	358,988,9 22.23	481,890 ,857.27	100.00%	1,559,885 .27	0.32%	480,330,97 2.00
	360,387, 148.01	100.00%	1,398,22 5.78	0.39%	358,988,9 22.23	481,890 ,857.27	100.00%	1,559,885 .27	0.32%	480,330,97 2.00

□ √

√ □

1			
6	3,550,095.47		
6 -1	3,486,591.49	174,329.57	5.00%
1 2	204,841.95	51,210.49	25.00%
2 3	385,193.42	192,596.71	50.00%
3	980,089.01	980,089.01	100.00%
	8,606,811.34	1,398,225.78	16.25%

□ √

√ □

			(%)
	351,780,336.67	0.00	

2)

-161,659.49

0.00

3)

4)

	351,780,336.67	475,886,349.64
	4,697,276.45	2,837,896.92
	2,532,423.34	2,349,258.07
	1,377,111.55	817,352.64
	360,387,148.01	481,890,857.27

5)

		162,766,761.17	1	45.16%	
		56,837,210.61	1	15.77%	
		29,273,588.58	1	8.12%	
		28,466,257.02	1	7.90%	
		26,509,715.07	1	7.36%	
	--	303,853,532.45	--	84.31%	

6)

7)

8)

3

	1,368,035,080.36		1,368,035,080.36	1,261,384,756.41		1,261,384,756.41
	1,368,035,080.36		1,368,035,080.36	1,261,384,756.41		1,261,384,756.41

1

	250,836,028.70	92,011.49		250,928,040.19		
	250,043,167.57			250,043,167.57		
	334,892.41			334,892.41		
	38,434,406.86			38,434,406.86		
	11,077,977.06	16,902.45		11,094,879.51		
	100,829,012.51	48,986.98		100,877,999.49		

	11,674,244.05	23,734.80		11,697,978.85		
	1,816,414.10	95,839.12				

		5,878,066.57
-		4,191,080.13
		219,176,586.83

6

1

√ □

	41,459,220.65	

2

		/	/
	9.77%	0.422	0.422
	7.18%	0.310	0.310

3

1

☐ √

2

☐ √

3

4

2018

博彦科技股份有限公司董事会

2019年3月25日