

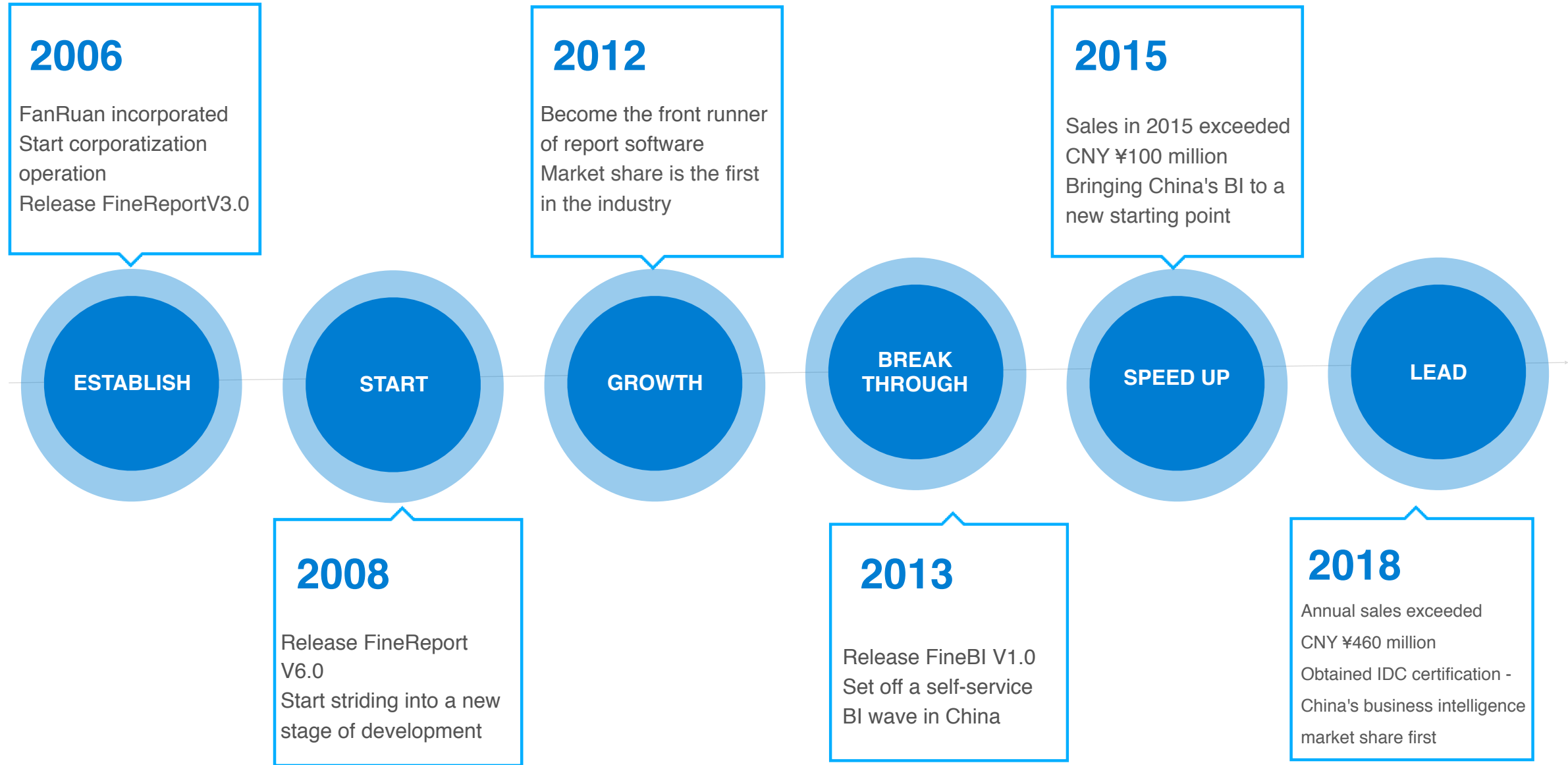
# Introduction of FanRuan Company

©FanRuan Software Co., Ltd. 2019



# 01 FanRuan Profile

After 13 years of development, FanRuan has grown into the first runner of business intelligence vendor in China.



# Ranked #1 in China's Business Intelligence field



## 1000

The total number of employees exceeds 1000, ranking FIRST in the BI field in China.

## 50%

More than half of the products and R&D, driven by products and technology.

## 460 Million

Sales exceeded CNY ¥460 million, ranking FIRST in the Chinese business intelligence field for many years.

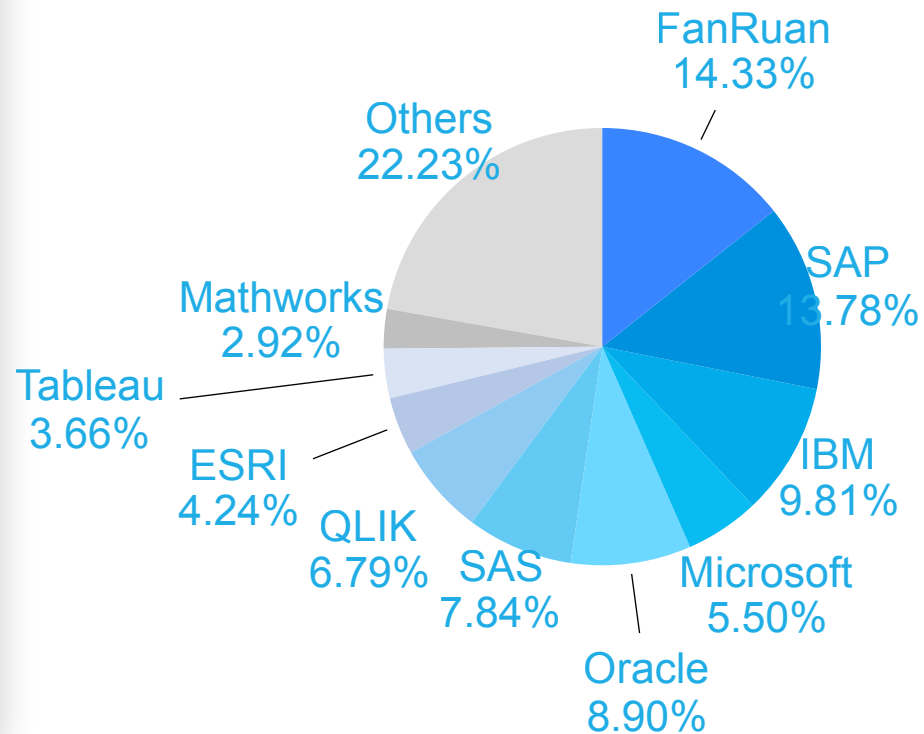
\*Data statistics as of December 2018




# Recognized by numerous industry organizations and institutions



China's BI market revenue share of various manufacturers





# Product & Service

# FanRuan Product and Service System Overview

## Product



### FineReport

Chinese Report Software  
Leading Brand



### FineBI

China's self-service BI  
leading brand



FineMobile mobile application  
Dashboard data visualization



Powerful and convenient  
application building tools

## Service



Industry deep product  
application program



Bottom-to-front full data  
project implementation

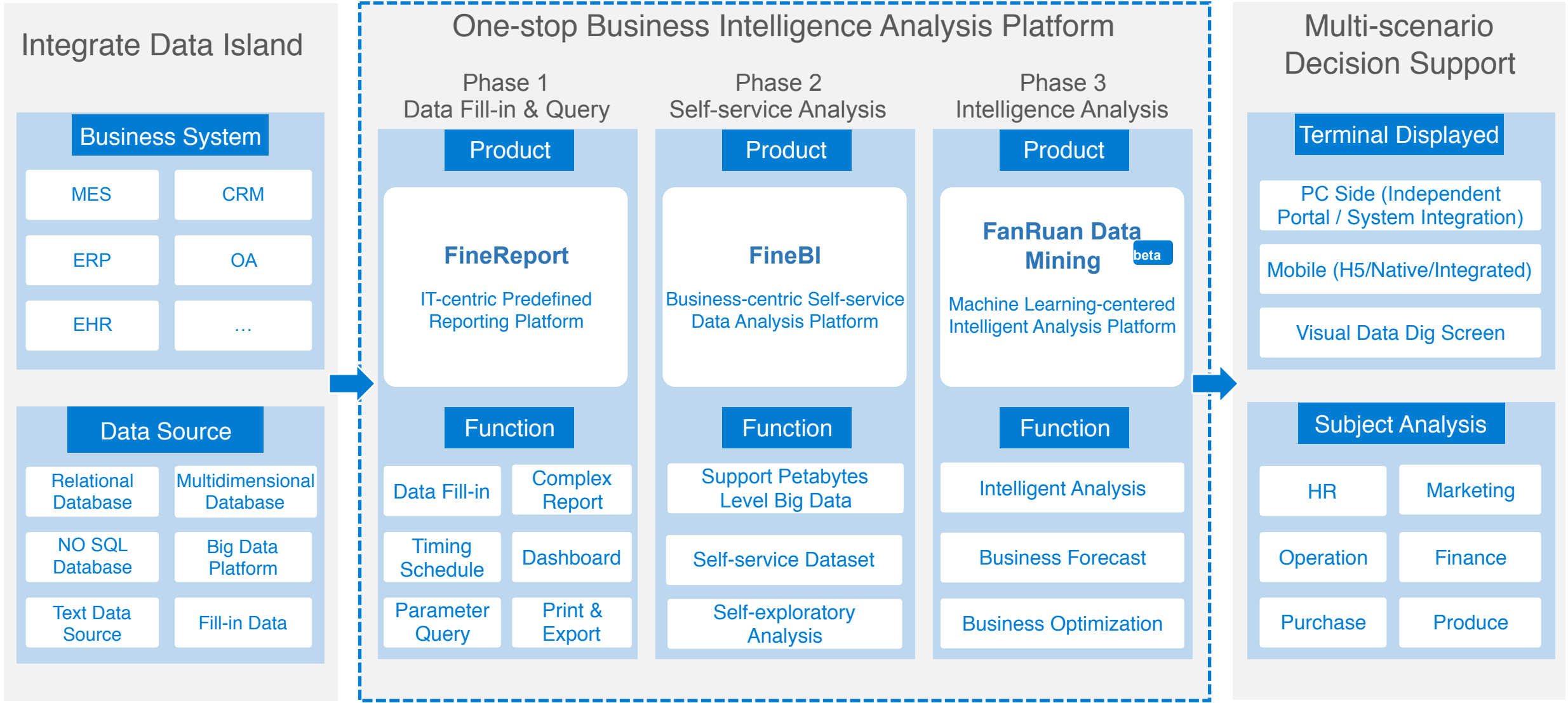


Customized development,  
plugin development



Serve around customer  
application value

A one-stop business intelligence solution that satisfies most of the enterprise's analysis scenarios.



# FineReport—The ONLY Chinese Product in Gartner's Market Guide for Traditional Enterprise Reporting Platforms

## Front Runner of BI and Reporting Tools



Click to view the  
demo

## FineReport 10.0

FineReport is a “professional, simple and flexible” enterprise reporting software which makes report development, use and management easier.

- 1 Multi-source data collection to solve data islands
- 2 Excel-like design, extremely low learning costs
- 3 The three modes of general report, aggregate report, and decision report can solve various report problems.
- 4 Data entry, parameter query, and data analysis
- 5 Multi-terminal data display PC / mobile / large screen

# Business Intelligence FineBI - BI tool for self-service big data analysis

## Front Runner of Self-service BI Tool



[Click to view the demo](#)

## FineBI 5.0

After the information department prepares the data, the business user can create a rich and diverse data visualization report by simply dragging and dropping the operation in the dashboard panel.

- 1 Complete data management strategy
- 2 Strong big data processing performance
- 3 Self-service data preparation
- 4 Exploratory data analysis
- 5 Enterprise level authority control
- 6 Complete multi-screen application



# Mobile data analysis platform FineMobile

## FineMobile 10.0

Provides mobile data presentation and analysis

solutions for FineReport/FineBI.

It is developed in two-line with native Reactnative

and Html5 to meet a variety of application scenarios.

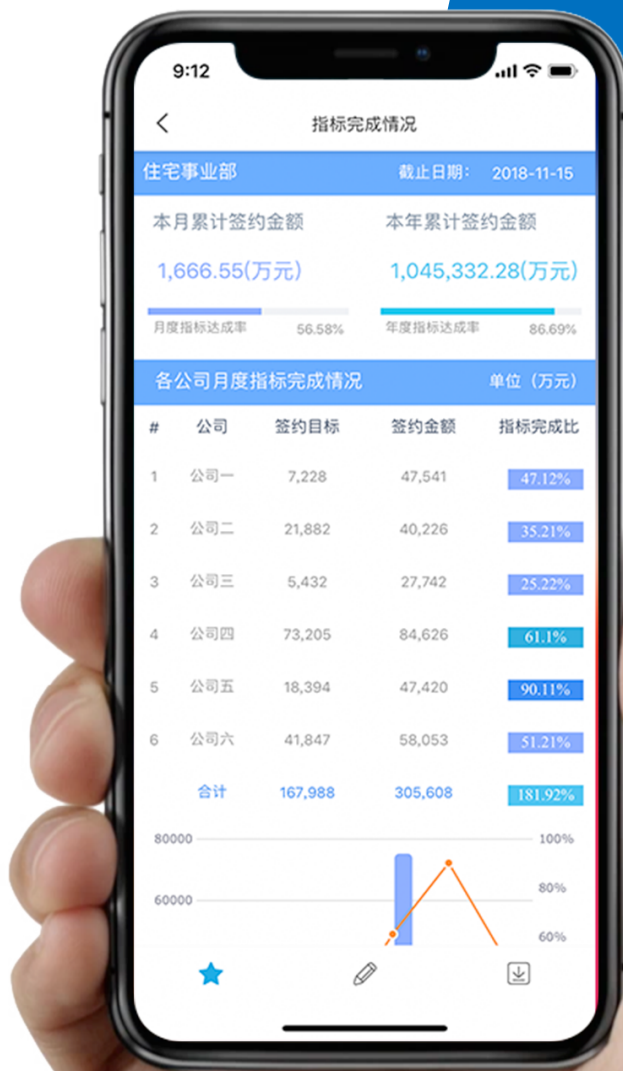
IOS



ANDROID



H5 demo



Interaction: excellent interactive experience, multi-screen adaptive, gesture operation, smoother query drill.



Function: data display, entry, query, sort drill, linkage, annotation sharing, scan code input, photo uploading, etc. are comparable to PC.



Security: mobile device MAC address binding, support for all-round mobile protection such as VPN channel encryption



Scenario: support native APP/OEM customization/SDK integration, support HTML5 parsing, support multi-scenario use with WeChat enterprise number/DingTalk integration.

# Large screen data visualization - the perfect combination of FR products and large screen hardware



## Visual Layout

Rich controls and components,  
free DIY layout.  
Freely choose multiple types  
of visualization chart types.



## Monitor & Refresh

The background data is intelligently  
monitored and compared. The data  
has changed and the front desk is  
updated in time.



## Dynamic Interaction

Multi-dimensional drilling, linkage  
analysis and other functions, keenly  
discover the connection between data



## Multi-screen Adaptation

Support for adaptive display. Once  
designed, it can be used on a variety  
of devices such as mobile phones,  
pads, and splicing screens.

Based on the continuous deep cultivation of industry products, provides valuable consulting services to customers.



Bank



Energy & Chemical



Estate



Medical & Health



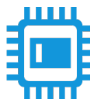
Securities



Retail E-commerce



Fashion



Electrical & Electronics



Transport



Insurance



Tourism



Electric



Construction



Education



Hospital

\*For more industry inquiries, please contact your sales consultant\*

FanRuan professional project implementation team provides data protection and informationization project landing guarantee.

Service Content



Service Team



\*数据统计截止2018年12月

FanRuan Data Application Research Institute focuses on cutting-edge trends and data management research in the field of business intelligence

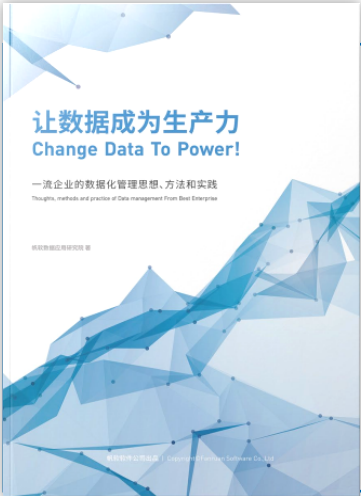


FanRuan Data Application  
Research Institute

The FanRuan Data Application Research Institute is a cutting-edge research and think tank organization for the BI & Analysis field. The research scope covers industry typical case studies, industry original views, industry frontier trends and report interpretation, data management thinking model research and consulting, and data analyst training.



Trend Report



Industry Books

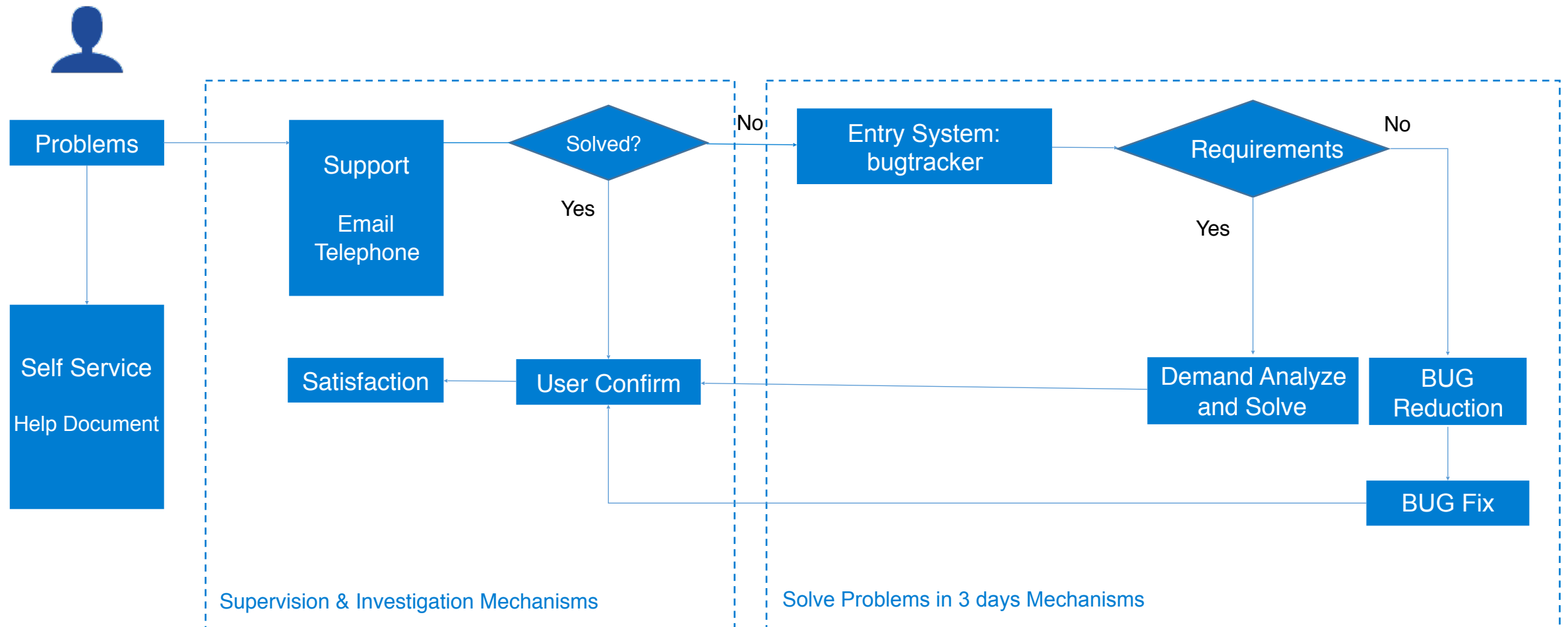


Frontier Point of View



Activity Guidance

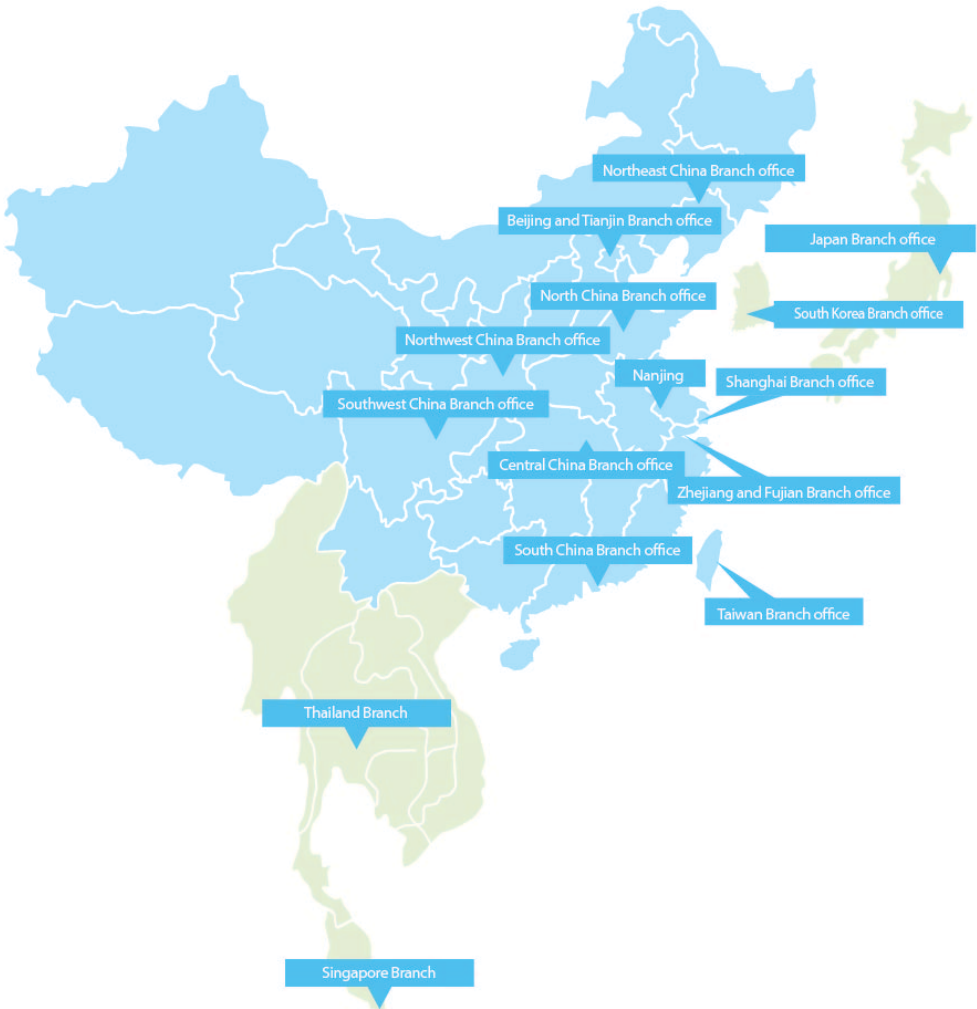
# FR Service Quality Management System





# Refined Local Service Network and Service Mode

## Offline service network



## Online service



Hotline



E-mail



Business QQ



Online Doc



Facebook

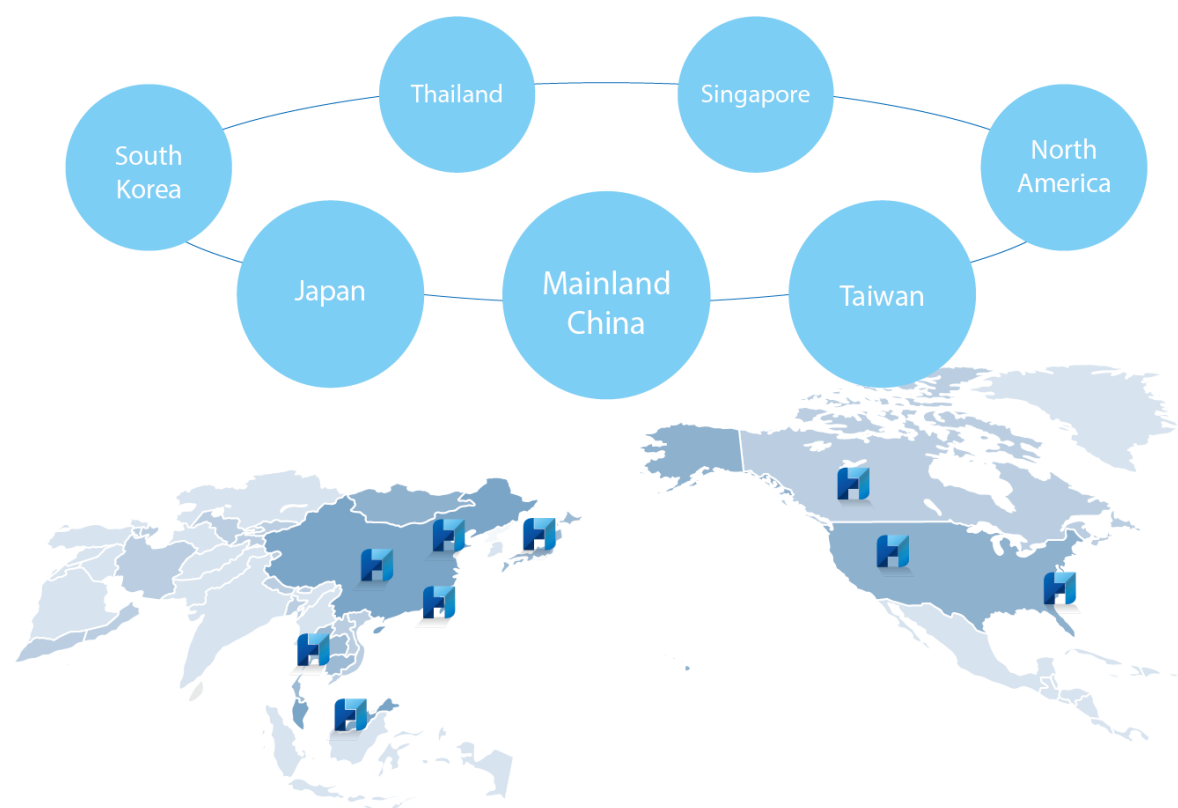


Business WeChat



# 03 Customer & Reputation

The total number of customers exceeds 8,400 across different industries.



233

FanRuan’s customers have covered all 233 sub-sectors covered by China's national statistical standards (GB/T-4754).

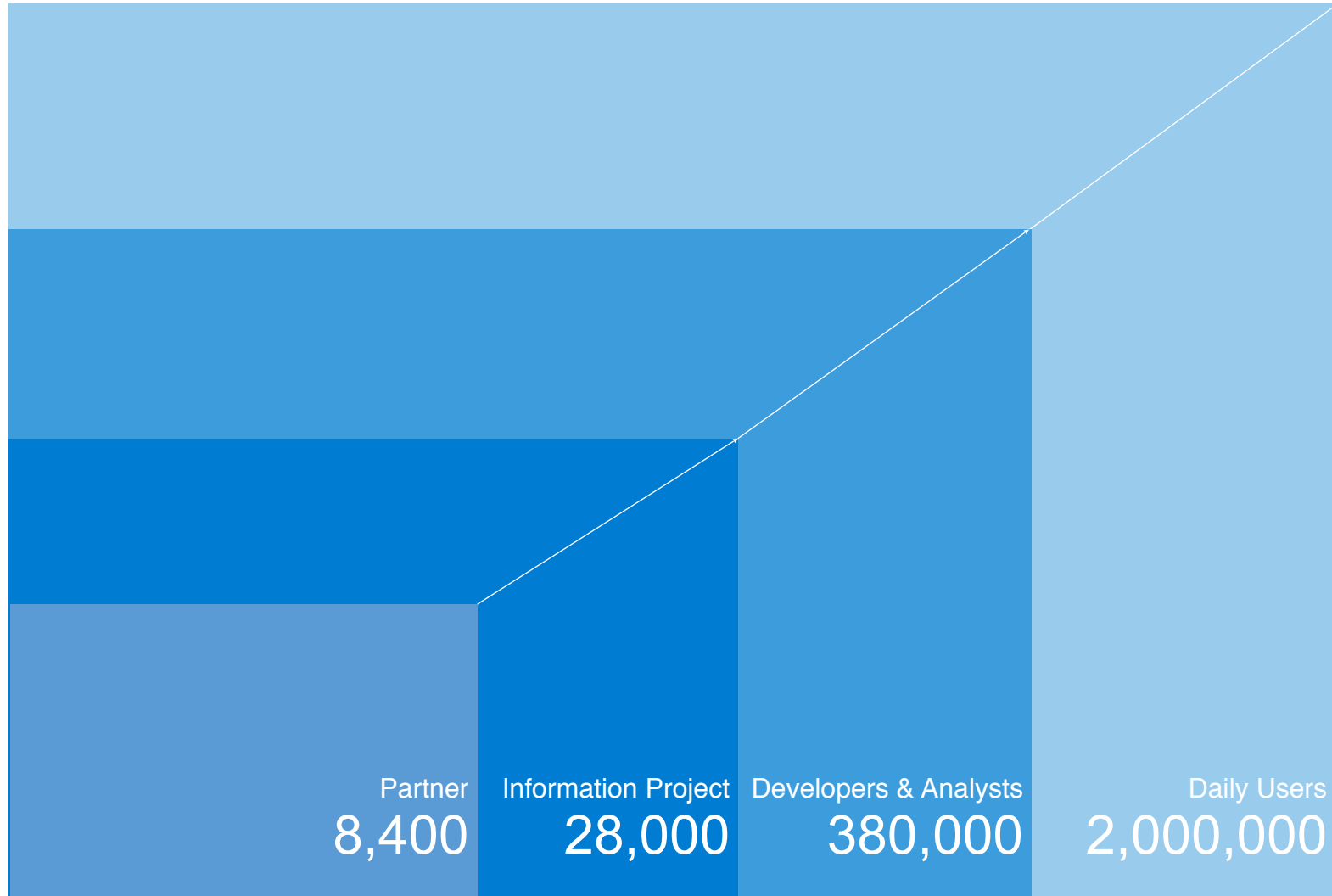


\*Data statistics as of December 2018

8,400

FanRuan has more than 8400 partners covering 233 industries, including Starbucks, Deloitte, Huawei, Alibaba. 62 of the top 100 Chinese companies choose FanRuan.

# The user scale of FanRuan has increased rapidly.



**28,000**

Products of FanRuan have been successfully applied in 28,000+ informatization projects of enterprises and organizations to provide data analysis support.

**380,000**

380,000+ report developers and analysts use FanRuan products to provide business analysis reports to businesses and organizations.

**2,000,000**

2000000+ users use the FanRuan products to view, fill-in and analyze data every day.

# Recognized by numerous industry organizations and institutions

## CERTIFICATE

THIS CERTIFICATE IS PRESENTED TO

帆软软件

2018 IDC 《中国BI市场跟踪报告》  
帆软市场占有率位居第一

2018 IDC "China BI market tracking report"  
FanRuan ranked first in market share.



## CERTIFICATE

THIS CERTIFICATE IS PRESENTED TO

帆软软件

福布斯 2018中国非上市企业潜力榜  
唯一入选BI厂商

Forbes 2018 China's Unlisted Business Potential  
List Selected as the only BI vendor



Forbes

## CERTIFICATE

THIS CERTIFICATE IS PRESENTED TO

帆软软件

Gartner 《企业报表平台全球市场指南》  
唯一入选中国产品

The Only China Vendor in  
《Market Guide for Traditional Enterprise Reporting Platforms》



Gartner

## CERTIFICATE

THIS CERTIFICATE IS PRESENTED TO

帆软软件

赛迪顾问认证2017-2018年度  
中国BI市场占有率第一

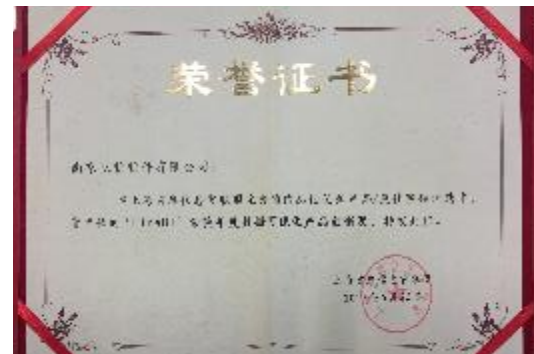
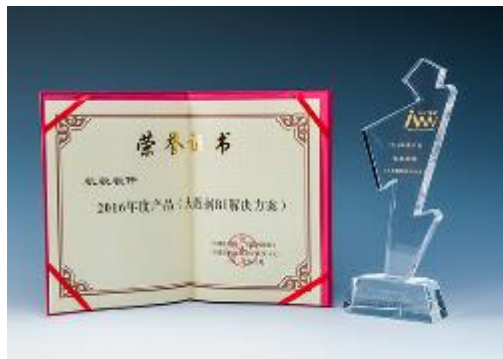
CCID Consulting Certified China's BI Market  
Share in 2017-2018



赛迪顾问  
思维创造世界



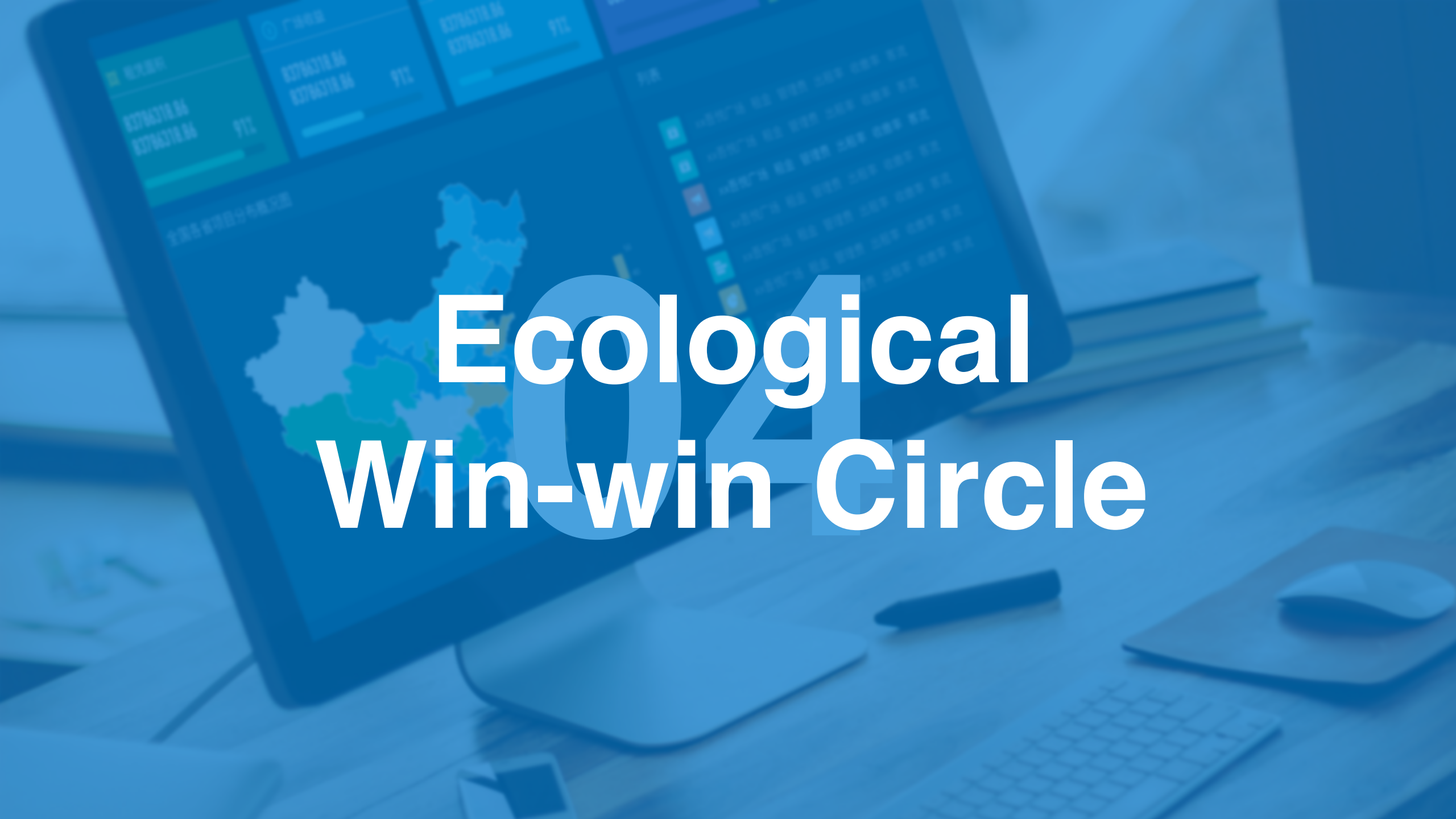
# Recognized by numerous industry organizations and institutions





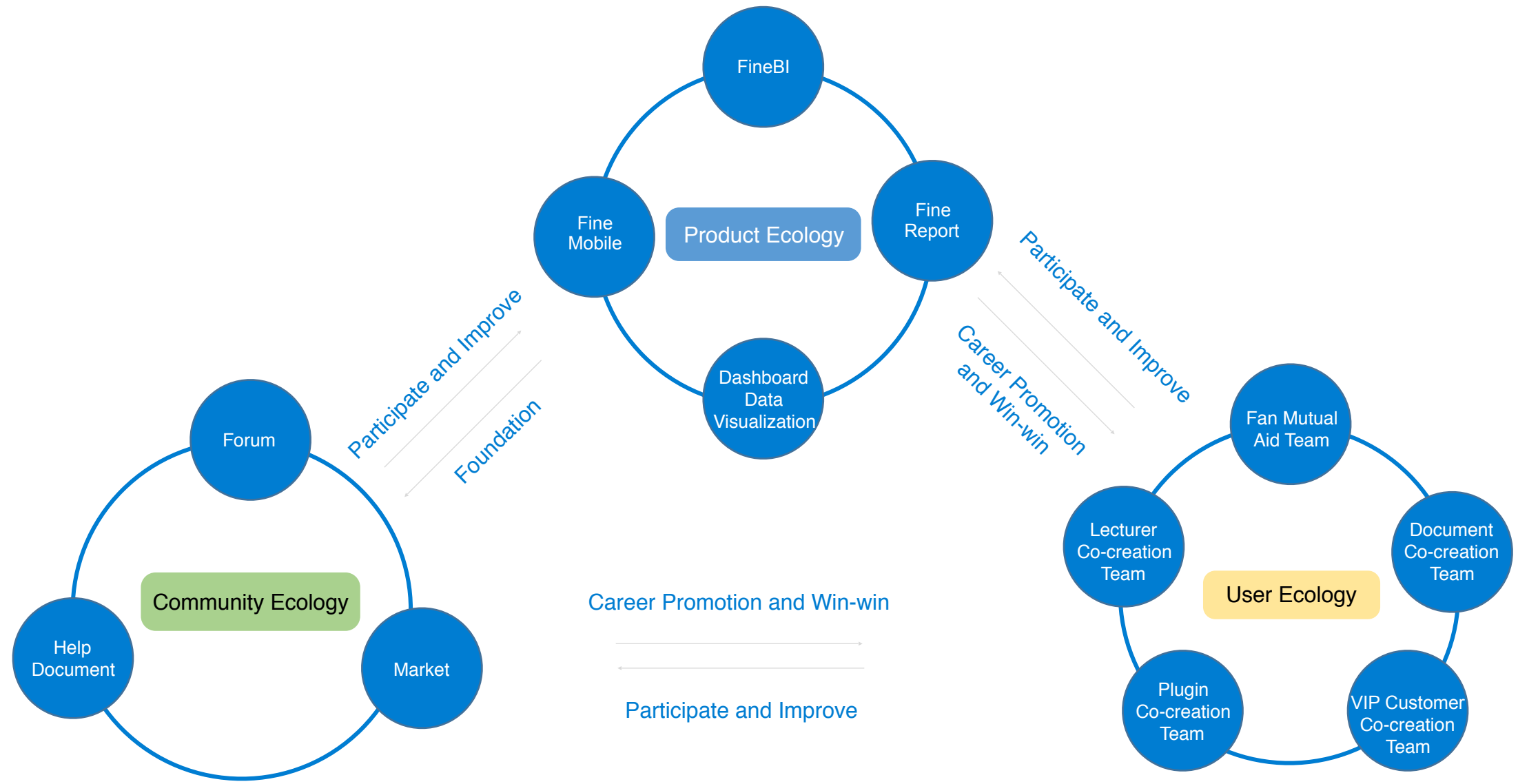
# Recognized by numerous industry organizations and institutions





# Ecological Win-win Circle

# Actively build an eco-win-win based on products, communities and users (Chinese only)



# Overview of some results of the FanRuan ecosystem

FanRuan Community

Open Encyclopedia Document

FanRuan Application Market

Mutual Aid Team

220000 Registered user

450 2 users participated in the editing

197 Plugin

99 Mutual Aid Member

11000 Daily users

977 BI Help Documents

370000 Download

9600 Annual Problem Solving

3000 Daily search times

1644 Report Help Documents

5 Million Sales Revenue

28077 Cumulative Problem Solving

2000W Year PV

500 Thousand Developer Revenue

\* Data statistics until December 2018





# Events & Conferences

Build a high-quality communication platform for the industry, empowering the value of enterprise data

Exhibition	Industry Summit	Intelligence Conference	FineDay	Offline Classroom
72	15	1	2	263
257 Companies share their stories	10 Industries	640 Companies	800 Companies	36 Cities
10685 Companies	100 companies	1200 Users	1600 Users	

\* Data statistics until December 2018







**Thank you for listening!**