

A silhouette of a person stands on the peak of a dune, looking up at a vast, starry night sky. The sky is filled with numerous stars and a soft, yellowish glow on the horizon behind the dune. The foreground is a dark, silhouetted landscape with rolling dunes.

See Far, Go Further

A stylized geometric logo consisting of overlapping triangles in shades of gray, located in the bottom left corner of the image.

Empowering vision for the security  
and sustainable growth for the world

**HIK**VISION®

- WELCOME TO HIKVISION
- HIKVISION AS INDUSTRY LEADER
- HIKVISION AS INNOVATOR AND MANUFACTURER
- HIKVISION AS PARTNER AND SUPPORTER
- HIKVISION IN ACTION

**01**

**WELCOME TO  
HIKVISION**



# THE HIKVISION BRAND

## **Corporate Vision**

Empower vision for the security and sustainable growth of the world

## **Corporate Mission**

To explore innovative ways to better perceive and understand the world, to empower vision for decision-makers and practitioners, and work together to enhance safety and advance sustainable development around the world.



# HIKVISION'S MOMENTUM



## #1 Worldwide

Complete video surveillance products provider (in 2016), 6 years in a row (IHS Research)



## #1 in A&S Security 50

Ranked No.1 in the A&S Security 50 (in 2016), 2 years in a row



## 7-8%

Annual revenue invested in R&D



## 25,000+

Employees worldwide



## 10,000+

R&D engineers



## 33

International subsidiaries and branch offices

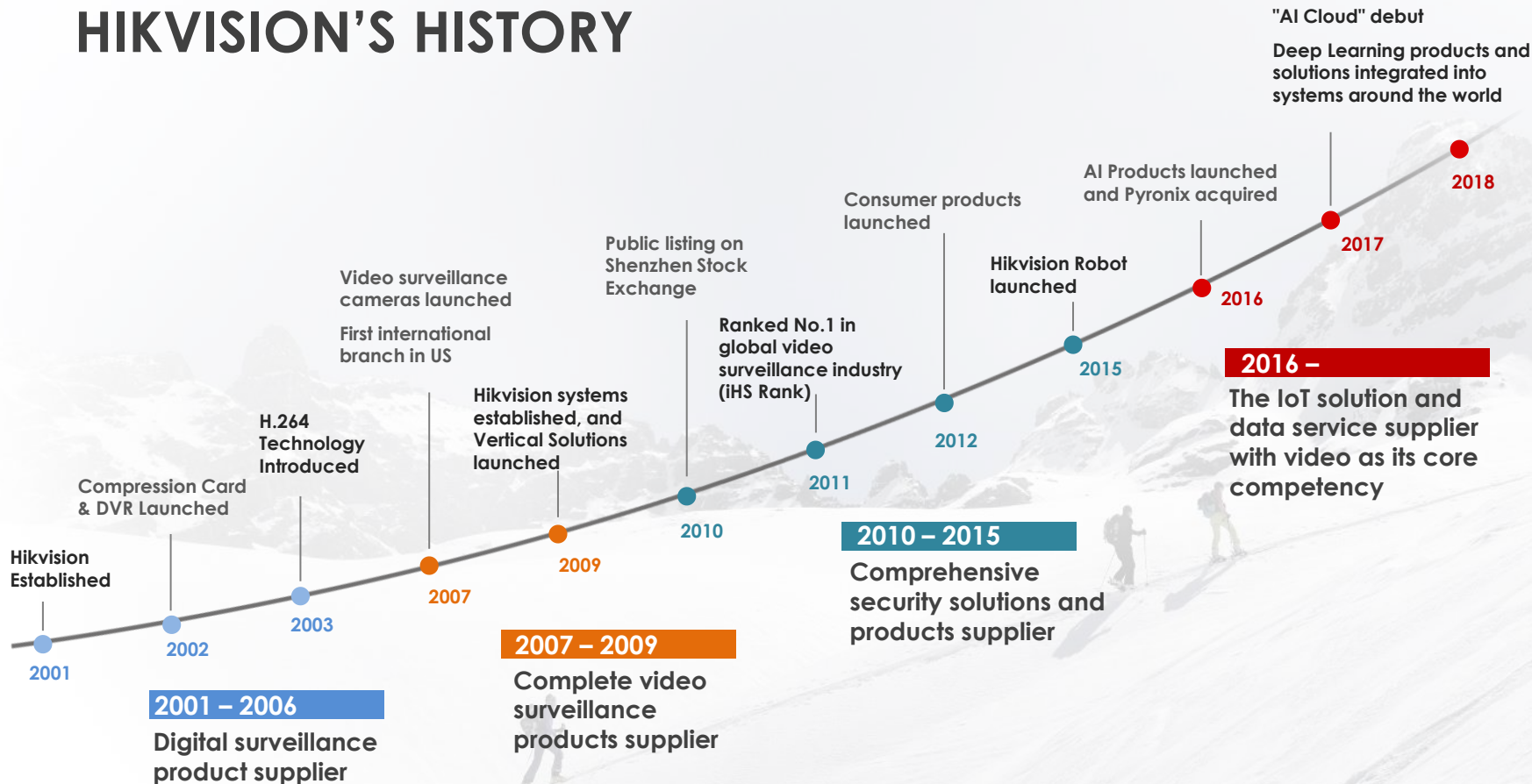


## 500+

Technology partners

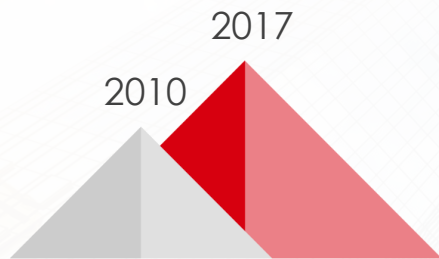


# HIKVISION'S HISTORY





# SALES GROWTH

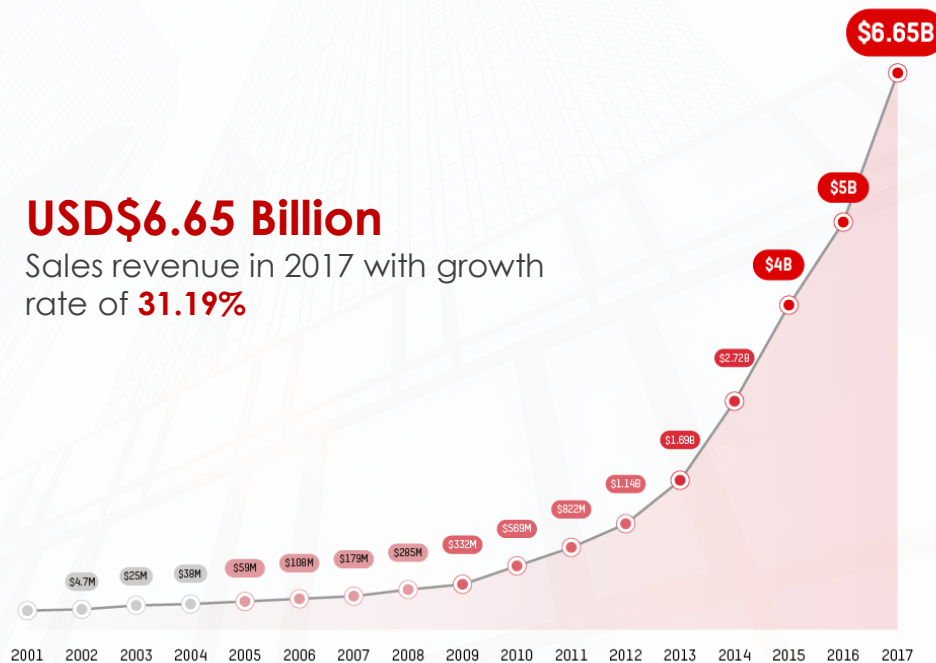


**42.1%**

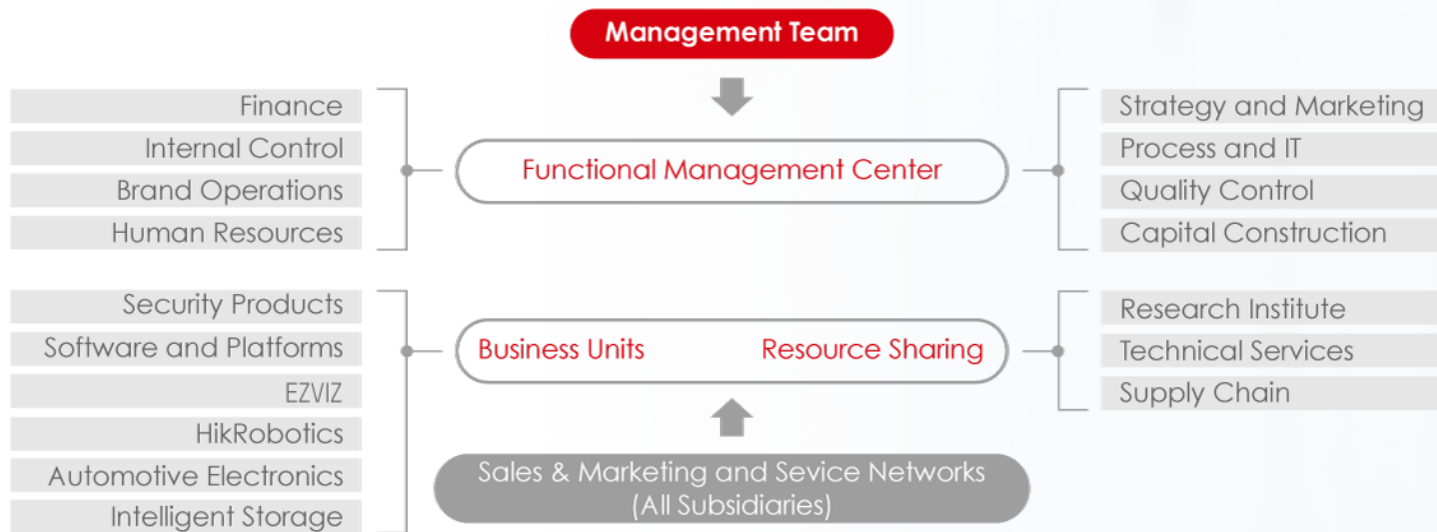
Compound growth rate from 2010 to 2017.

**USD\$6.65 Billion**

Sales revenue in 2017 with growth rate of **31.19%**



# CORPORATE STRUCTURE





## INTERNATIONAL BUSINESS CENTER



02

**HIKVISION  
AS INDUSTRY LEADER**



# CORE BUSINESS

Perception



Transmission



Storage & Analysis



# CORE BUSINESS

## Display & Control



## Mobile & Transportation

### Intrusion



## Video Intercom



### Access Control





# NEW ENTERPRISES

## EZVIZ



## HikRobotics



## Automotive Electronics



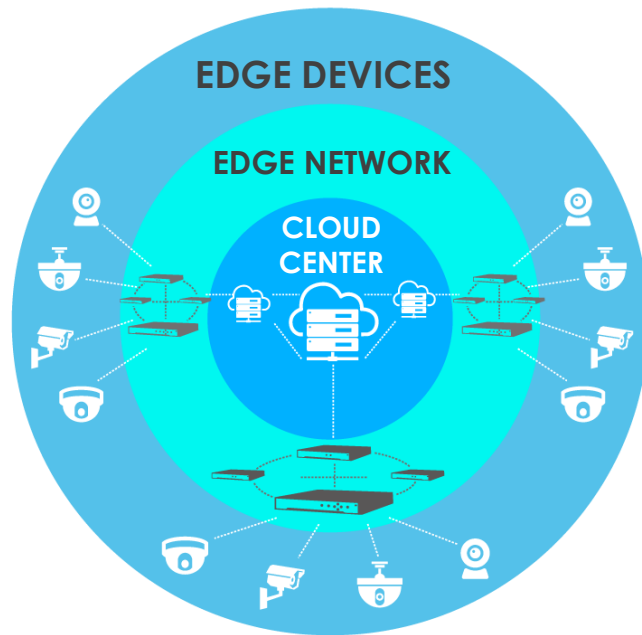
## Intelligent Storage



# 2018 STRATEGY | AI CLOUD

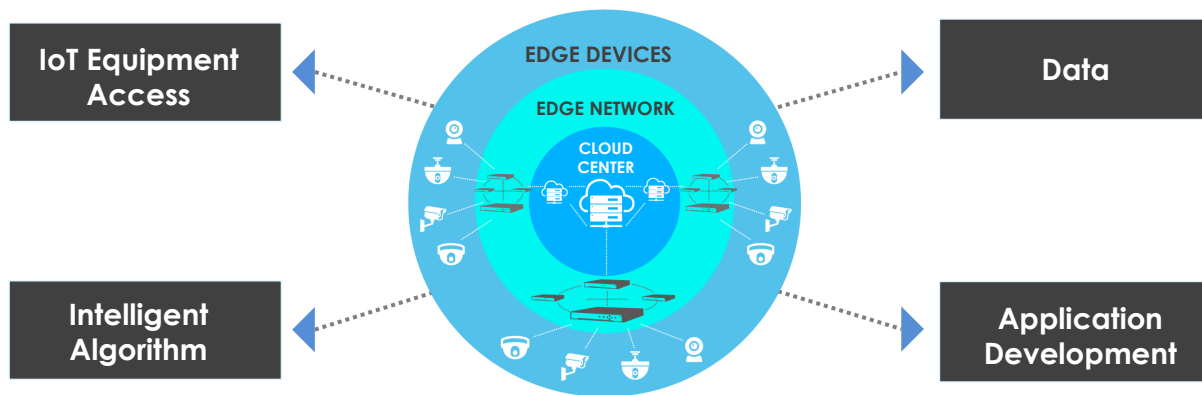
Hikvision's AI Cloud extends the Artificial Intelligence (AI) algorithm from the cloud center to an edge network and to edge devices. It's a distributed structure incorporating **Cloud Computing** and **Edge Computing**, which relieves concurrency stress on the cloud by pushing data processing to AI-enabled edge devices and edge networks with deep-learning technology.

- **Edge Devices** extract effective info from videos and collect various IoT data
- A group of edge devices can form an **Edge Network** to store and process data.
- The **Cloud Center** supports multi-dimensional data fusion, big data analysis and application.



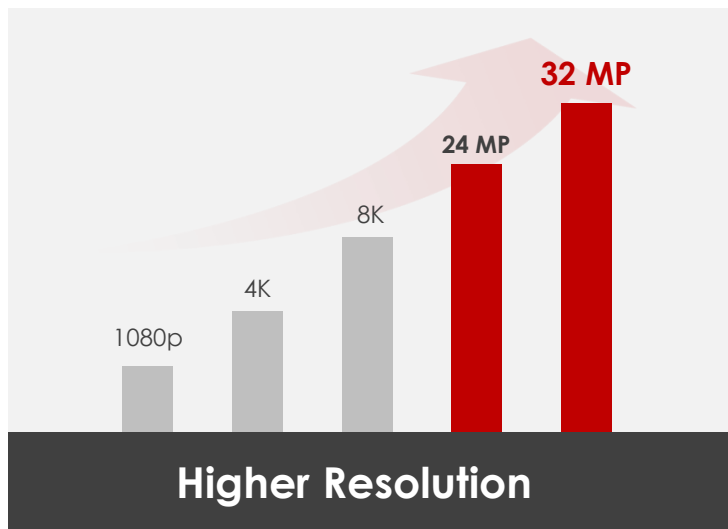
# 2018 STRATEGY | AI CLOUD

Hikvision provides a full range of **AI Cloud products** from perception, storage, and computing, to data analysis, as well as comprehensive **open interfaces**. We offer intelligent industrial solutions by working with partners to develop and build AI-based ecosystems.

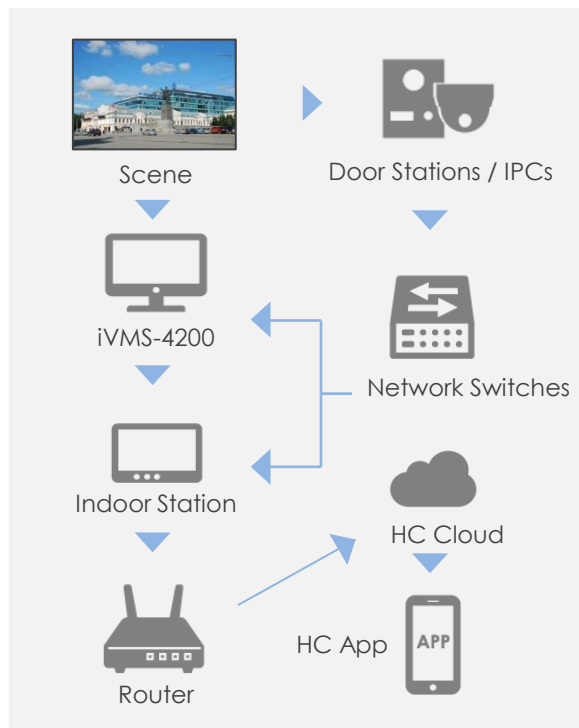




# 2018 STRATEGY | VIDEO SURVEILLANCE



# 2018 STRATEGY | ACCESS CONTROL & VIDEO INTERCOM



IP-Based  
Video/Cloud  
Integration



Biometric Technology

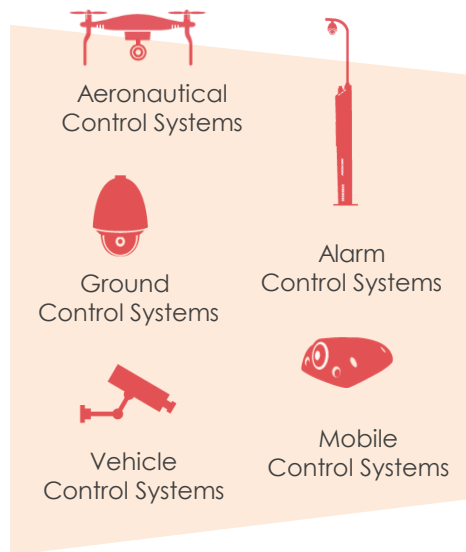
Compound Verification



Multiple Verification

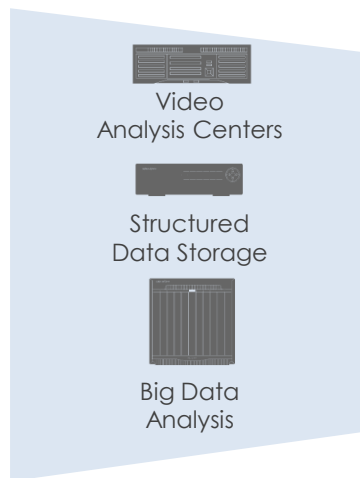
# 2018 STRATEGY | SAFE CITY SOLUTION

## Multi-Dimensional Control Systems



## Storage & Structuring Centers

► **Cloud Storage**



## Intelligent Applications



# 2018 STRATEGY | INTELLIGENT TRAFFIC SOLUTION

## Full-Range Sensing

Human, Vehicle, Road,  
Cargo, Environment



Feature, Content,  
Behavior, Event, Status

## Cloud Integration

Cloud Storage

Cloud Security

Cloud Analysis

Cloud Computing

Cloud Service

Cloud Maintenance

## Extensive Applications



Traffic  
Enforcement



Traffic  
Guidance



Traffic Signal  
Control



Smart City  
Surveillance



Urban Rail  
Transit



Expressway  
Management



Container Code  
Recognition



03

## **HIKVISION AS INNOVATOR AND MANUFACTURER**

# R&D INVESTMENT FOR SMART INNOVATION



**7-8%**  
Of annual  
revenue  
invested in R&D



## \*Research Institutes

- Hangzhou, China
- Silicon Valley, California, US
- Shanghai, China



## 7 R&D Centers

- Montreal, Canada
- London, UK
- Hangzhou, Wuhan, Shanghai, Xi'an, Chengdu in China



**The largest  
R&D team in AI**  
in the security  
industry



**770+ Copyrights**  
(170+ increase from 2017)  
**1,900+ Patents**  
(600+ increase from 2017)

\*Hikvision **Research Institute** conducts innovative research and development to keep us at the forefront of technology. It's the technology platform for our R&D systems.



# CORE TECHNOLOGY



**Artificial Intelligence**



**Cloud Storage**



**Big Data**



**Video Analyses and  
Pattern Recognition**



**Audio and  
Video Codec**



**Streaming Media  
Network and Control**

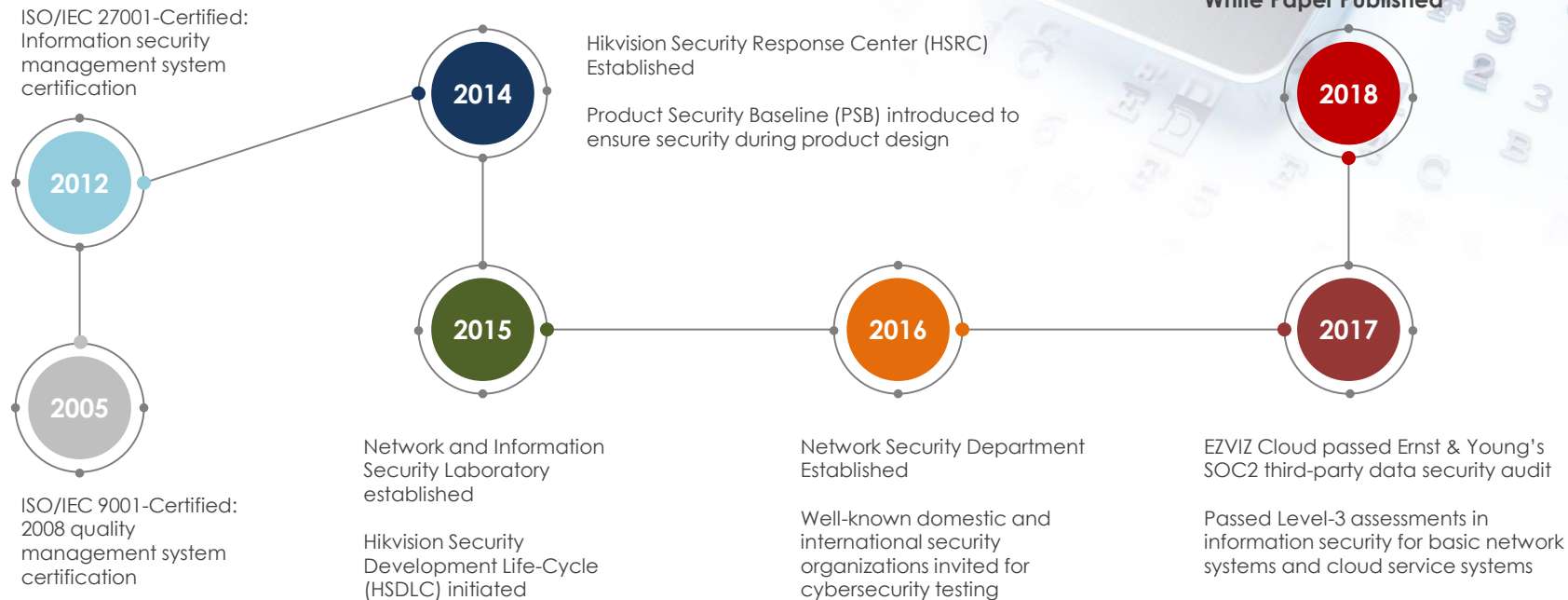


**Audio and Video  
Data Storage**



**Embedded System  
Development**

# CYBERSECURITY





# QUALITY CONTROL



Fully automated SMT equipment



1,500 m<sup>2</sup> dust-free workshop



UL, IC, FCC, CE-EMC, CE-LVD,  
CB, LOA, KC, RoHS, RCM, REACH,  
WEEE, and ISO Standards

# MANUFACTURING CAPABILITIES



Mobile robot performs intelligent warehousing and logistics management



420,000 m<sup>2</sup> of manufacturing facilities at Tonglu and Hangzhou, China



Future manufacturing locations include Chongqing Technology Park and Wuhan Innovative Industries Park



04

**HIKVISION AS PARTNER  
AND SUPPORTER**



# SALES NETWORK AND SERVICE

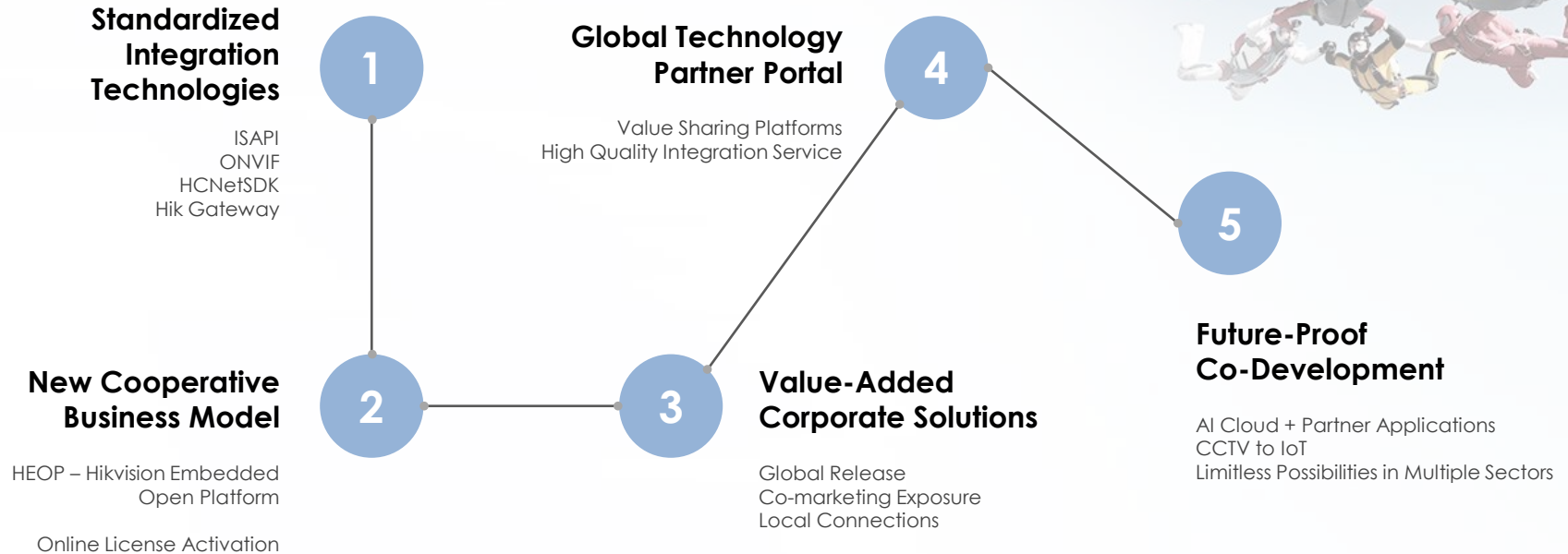


**33** international  
regional subsidiaries  
and branch offices

**35** branches  
throughout  
Mainland China



# GLOBAL TECHNOLOGY PARTNER PROGRAM 2018



05

HIKVISION IN ACTION

# HIGHLIGHTED SUCCESS STORIES



Ajax, Netherlands



Edmonton Catholic Schools, USA



IKEA, Spain



Nigeria Airport ISP, Africa



Ocean First Bank, USA



Paaspop, Netherlands



Salford, UK



Yangon ITS, Myanmar



# RELIABLE APPLICATIONS



# Safe City

- Asia
  - Erroneous Odors Permeating Identification of Deagu, Korea
  - World Expo, Shanghai
- Latin America
  - World Cup Inspired Security, Brazil
  - Safe City Project, Argentina
- Oceania
  - Tauranga City Council Guards in New Zealand
- UK
  - Salford City Council Security System Upgrade, UK
  - Mobile Environmental Surveillance, UK
  - Salford's Nighttime Surveillance, UK
  - Intensive CCTV system for London Borough, UK







# Intelligent Traffic Solution

- Asia • Yangon Intelligent Traffic Management Solution, Myanmar
- EU • Thermal Cameras Application Along the waterfront in Aalborg, Denmark
  - Frankfurt's Light-Rail Stations Security Solution, German
  - Nuremberg Railway Station Project, Germany
  - Harbour Protection in Dun Laoghaire, UK
- Latin America • Rosario Public Buses Monitoring Project, Argentina
  - Railroad Project, Brazil
- MENA • Najaf International Airport, Iraq
  - Ghana's International Airport, Ghana
- Africa • LPR Solutions for Cape Town's Busiest Suburbs, SA
- N. America • CEVA Logistics Company, USA



# Banking & Finance

# BANK

**Asia** • Armored Truck of China Merchants Bank, China

**India** • Janakalyan Sahakari Bank, India  
• State Bank of India (SBI), India  
• Bank of India, India

**MENA** • BMCE Bank, Morocco  
• Ziraat Bank, Turkey  
• VakifBank, Turkey

# Commercial

- Asia • Health Drink Market, Vietnam
- EU • Telecommunication Company Security Protection, Hungary
- Makedonski Telekom AD, Macedonia
- Jablotron's Security, Czech Republic
- Paris' SOFTEL Arc de Triomphe Hotel, France
- Espace Seine Security Renovations, France
- Chronopost Object Tracking Project, France
- Restaurant Security, Russia
- Rotonda Building, Slovenia
- India • NIIT Technologies Corporate Offices Protection, India
- Latin America • Brazil's Foz do Iguaçu Vital Tourism Industry, Brazil
- MENA • Türk Telekom Infrastructure Security Protection, Turkey
- New Islamabad Shopping Mall, Pakistan
- Africa • Libya Oil Protection, Cameroon
- Orange Cameroon Building Protection, Cameroon
- Bespoke Vehicle Company, South Africa
- N. America • Largest CSI Facility Protection Project, Canada
- Oroville Chinese Temple & Garden Protection, USA



# Residential

## Asia

- Singapore's World-Class Theaters, Singapore
- Tan Hiep Phat Beverage Group, Binh Duong, Vietnam
- Esplanade – Theatres on the Bay, Singapore

## EU

- The Rotonda Building, Ljubljana, Slovenia
- Jablotron Alarms, Czech Republic

## India

- NIIT Technologies, Uttar Pradesh, India

## Latin America

- Military Command of the East, Rio de Janeiro, Brazil
- Itamaraty Palace, Zona Civico-Administrativa, Brazil

## MENA

- The National Rehabilitation Center, Abu Dhabi, UAE
- Pakistan-China Friendship Centre, Islamabad, Pakistan

## Oceania

- Tonga Police Operations Centre, Tonga

## Africa

- Cotswolds Downs Golf Complex, South Africa

## N. America

- The 2017 Southern Living Idea House, USA
- New York City's Affordable Housing Facilities, USA
- Low-income housing projects, New Jersey, USA
- Hamburg's Borough Pool and Recreation Park Fighting Vandalism, USA
- The Prestigious Residential Building in New York, USA

# Retail

- Asia**
  - McDonald's Restaurants, Malaysia
  - Chow Tai Fook Jewelry Shop, China
- EU**
  - House of Amber, Denmark
  - Magyar Telekom, Hungary
  - DM Drugstores, Germany
  - Kiwi Mini Pris Shopping Mall Protection, Denmark
  - West End City Center, Budapest
  - Ti Amo Italian Restaurant, Russia
  - DM Drugstores Upgraded CCTV Solution, Germany
- UK**
  - Tesco Stores, UK
  - Gallions Reach Shopping Park in London, UK
  - Southgate Shopping Centre, UK
  - Burger King, UK
- Latin America**
  - Oechsle Department Stores, Peru
  - Oechsle Department Stores Upgrade, South America
- MENA**
  - Centaurus Shopping Mall, Pakistan
  - Al Fitaihi Jewelry Shop, Saudi Arabia
  - Rawda & Coop Society Kuwaiti Supermarket, Kuwait
  - Ramez Hyper Market Chain, Bahrain
  - Suhail Bahwan Automobiles, Oman
- North America**
  - Mac's Convenience Stores, Canada
  - Spinner's Pizza in Fayetteville NC, USA
  - Midwest Foods, USA
- Africa**
  - Somerset Mall, South Africa's International QSR (Quick-Service Restaurants), South Africa
  - Makro Distribution Center, South Africa



# Manufacturing & Industry



**Asia • SGMW Plant, Indonesia**

**EU • Black Sea Suppliers' Store and  
Warehouses, Romania**

**UK • Multi-site Poultry Farm, UK  
• Piggery Management, UK**



# Healthcare

- EU**
  - Lady of Good Counsel, Tirana Albania
  - Louis Pasteur Hospital, France

- India**
  - Bareilly's Medical College and Hospital, India
  - Clara Swain Hospital, India

- Latin America**
  - Hard Rock Hotel Riviera Maya, Mexico

- MENA**
  - Grosvenor House, Dubai, UAE
  - Al Wadi Hotel, Oman
  - Al Falaj Hotel, Oman
  - Oman Ruwi Hotel, Oman

- Africa**
  - Medical Blood Center, South Africa
  - Charlotte Maxeke General Hospital, South Africa

- Asia**
  - Health Drink Market, Vietnam



# Education



- Asia**
- Prince of Wales Island International School, Malaysia
  - Kyoto University Project, Japan

- India**
- Western India Campuses, India
  - New Delhi University, India
  - Uka Tarsadia University, India

- MENA**
- School District Bus Fleet, Dubai
  - LGES Schools Project, Pakistan

- Africa**
- South African Campus, South Africa

- N. America**
- Massasoit Community College, Massachusetts, USA



# Sports & Entertainment

## Asia

- Security Scores at Universidad 2011
- The World Expo Safeguard, Shanghai
- 2008 Olympics, Beijing
- Shanghai Special Olympics, Shanghai

## EU

- Paaspop Festival, Netherlands
- Ajax Football Club, Netherlands
- Cologne Based Museum, Germany

## Latin America

- Estadio Alberto J. Armando Stadium
- Santa Ana Star Casino, Mexico

## MENA

- Morocco Casino, Atlantic Palace Hotel, Morocco

## UK

- Tank Museum, UK

## N. America

- Pole Position at Karting Circuit, US
- Universal Studios, US



# Government

- Asia**
- Bangkok's Police Security Project, Thailand
  - Ministry of Commerce (MOC), Thailand

- EU**
- Multiple Incarceration Centres in France

- Latin America**
- Protecting and Reforming Brazil's Youth, Brazil
  - Military Command of the East, Brazil
  - Head Office of Ministry of Foreign Affairs, Brazil

- MENA**
- House of Parliament, Jordan
  - National Rehabilitation Center, Abu Dhabi



# Utilities, Energy & Mining



## Latin America

- Furnas Central Electric SA, Brazil
- Mining Facility, Argentina
- Solar Power, Latin America
- Electricity Stations, Brazil

## MENA

- Nishat Mills Limited, Pakistan
- Petrol Stations, Morocco
- Fuel Distribution Center Project, Iraq
- Shell Gasoline Stations, Oman

## Africa

- Shell Gas Station, South Africa

## N. America

- Petrol Stations on US Route 1, USA

# Thanks

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