

See Far, Go Further



Empowering vision for the security
and sustainable growth for the world

HIKVISION

- 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 AT A GLANCE



World's leading

provider of innovative security products and solutions



7-8%

Annual revenue invested in R&D



38

International subsidiaries and branch offices



26,000+

Employees worldwide



13,000+

R&D engineers



500+

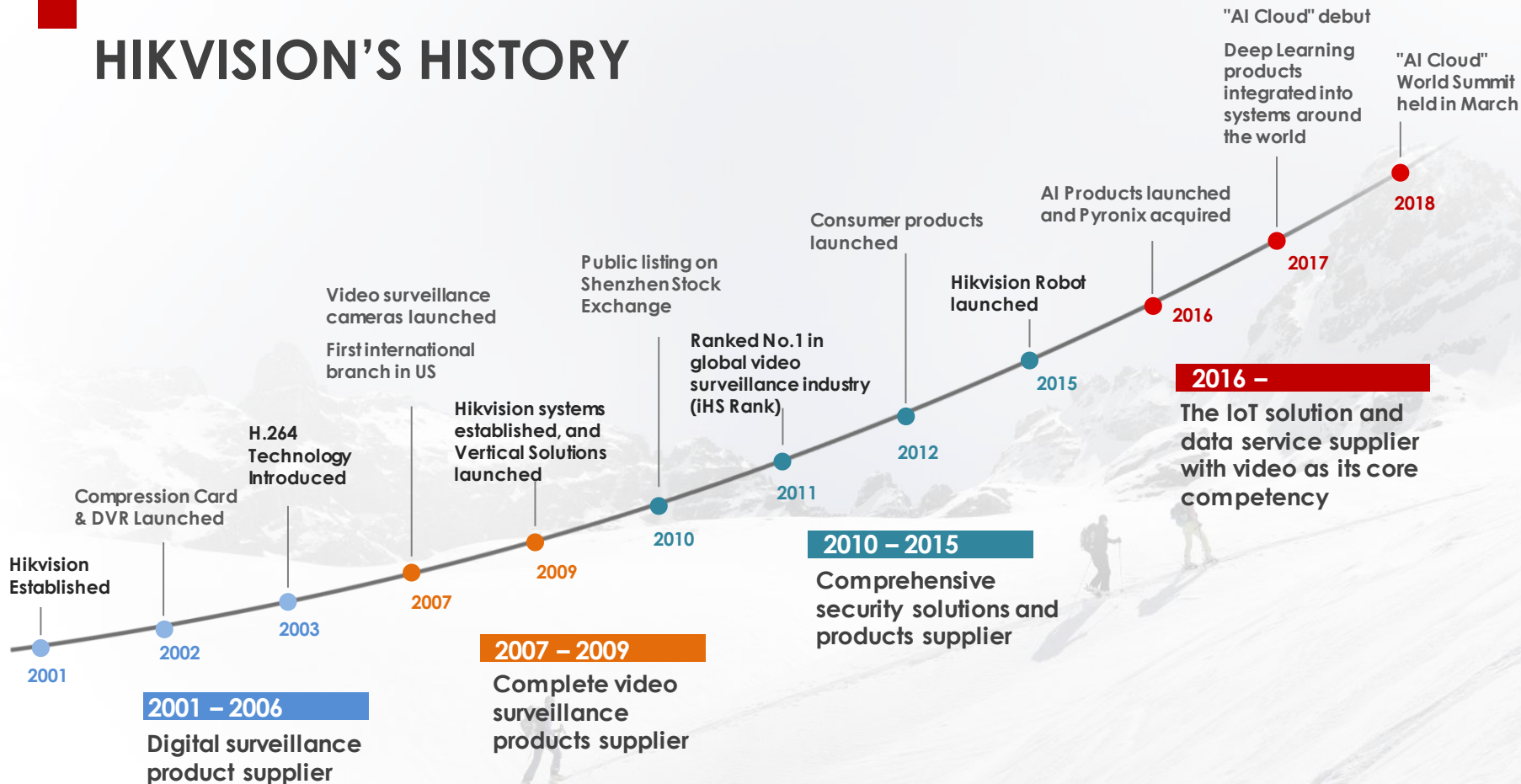
Technology partners



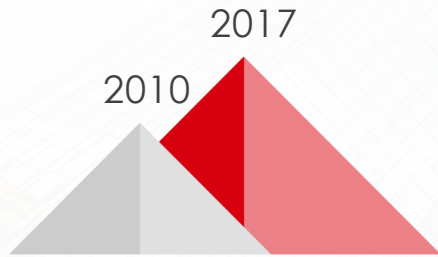
Hikvision products are used in
150+ countries and regions



HIKVISION'S HISTORY



SALES GROWTH



42.1%

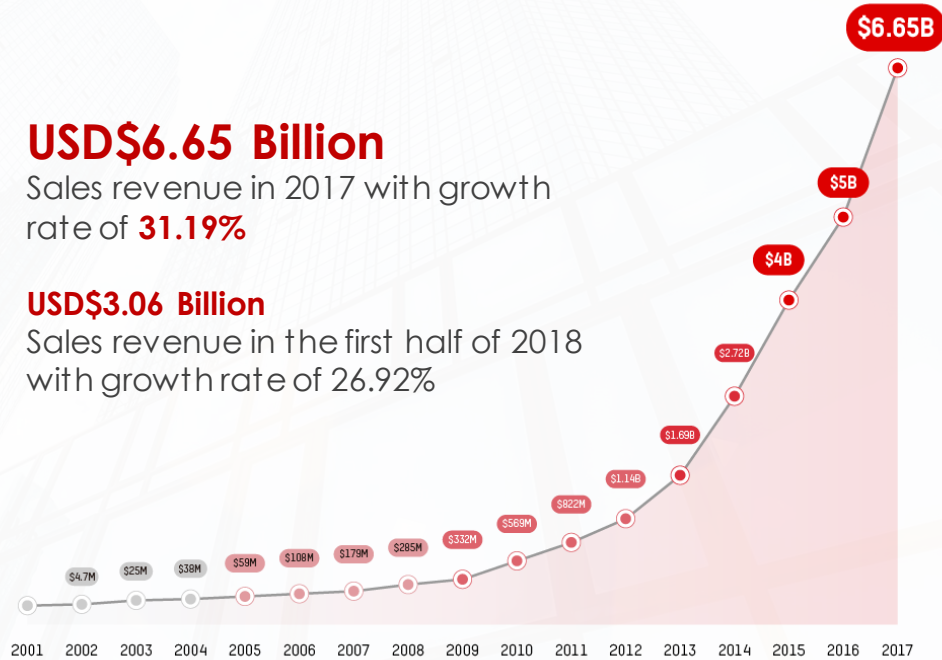
Compound growth rate from 2010 to 2017.

USD\$6.65 Billion

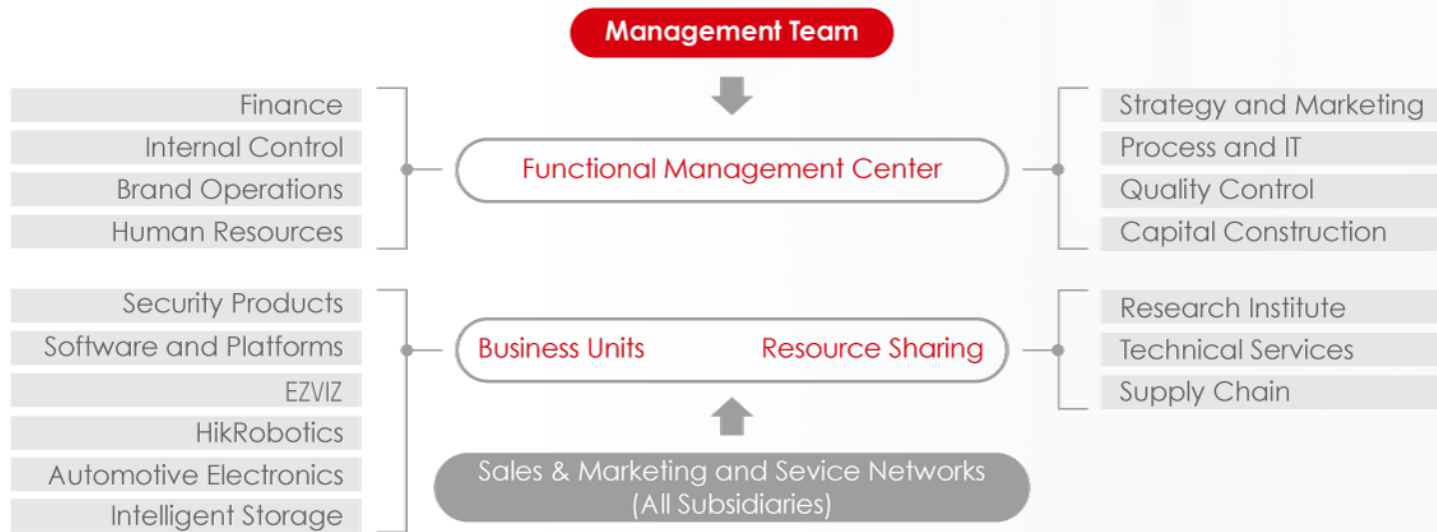
Sales revenue in 2017 with growth rate of **31.19%**

USD\$3.06 Billion

Sales revenue in the first half of 2018 with growth rate of 26.92%

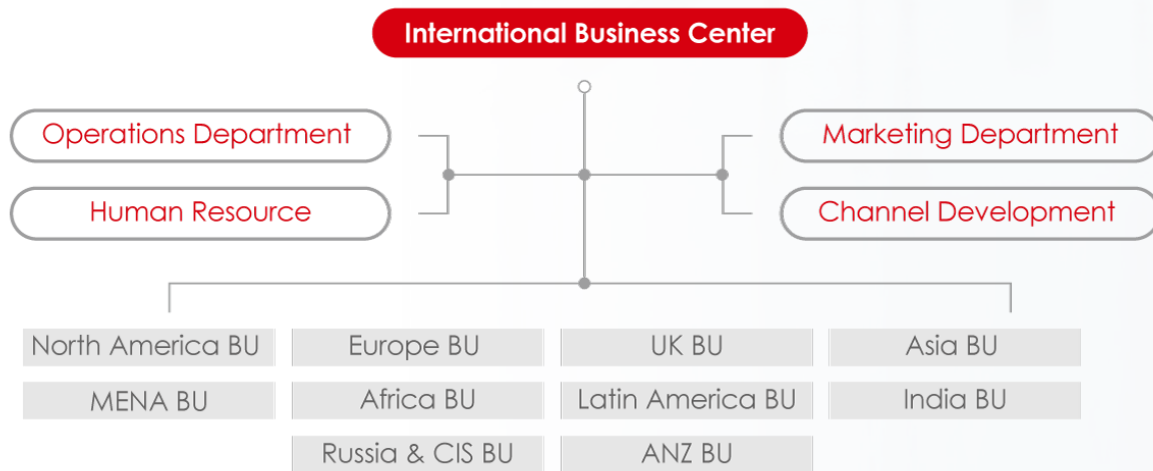


CORPORATE STRUCTURE



CORPORATE STRUCTURE

INTERNATIONAL BUSINESS CENTER



Our sales and support networks have been carefully refined to serve our customers with first-rate, world-class quality.

02

**HIKVISION
AS INDUSTRY LEADER**

CORE BUSINESS

Perception



Transmission



Storage & Analysis



CORE BUSINESS

Display & Control



Mobile & Transportation



Video Intercom



Access Control



NEW ENTERPRISES

EZVIZ



HikRobotics



Automotive Electronics



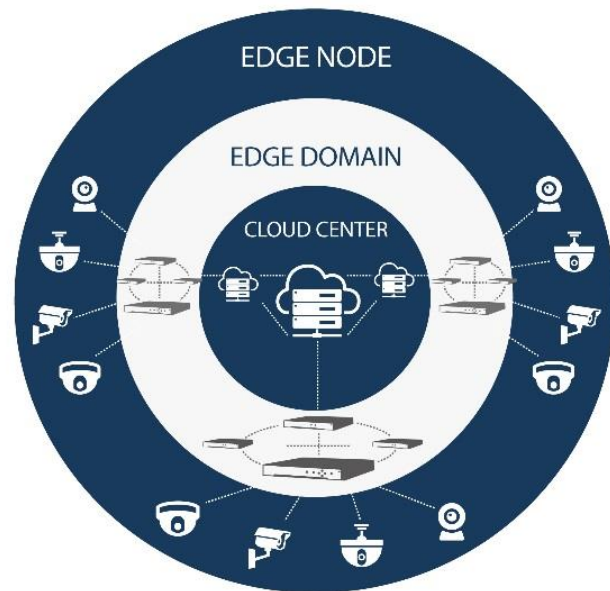
Intelligent Storage



2018 STRATEGY | AI CLOUD

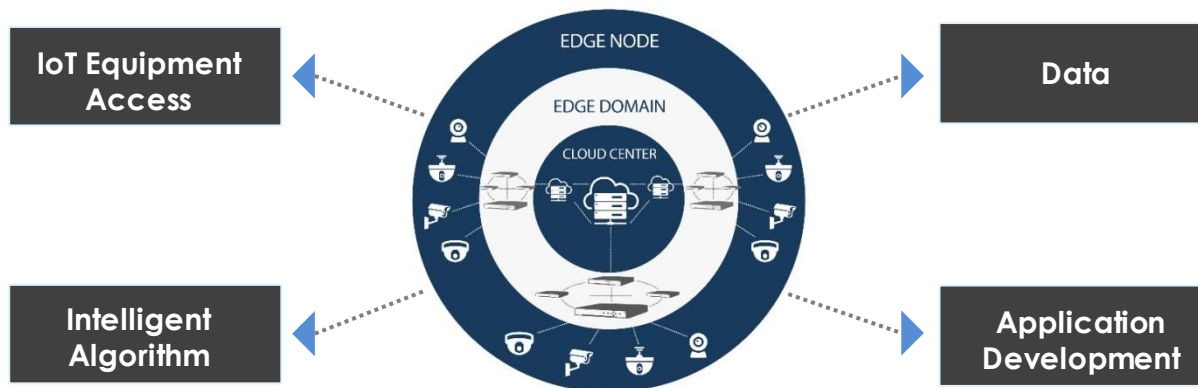
Hikvision's AI Cloud extends the Artificial Intelligence (AI) algorithm from the cloud center to an edge domain and to edge node.

It's a three-layered architecture incorporating **Cloud Computing** and **Edge Computing**, to provide multi-dimensional perception and front-end processing at Edge Nodes, and then process data in real-time and converged to Edge Domains for intelligent applications and create new data, and further converge on-demand data to the Cloud Center for big data analysis.

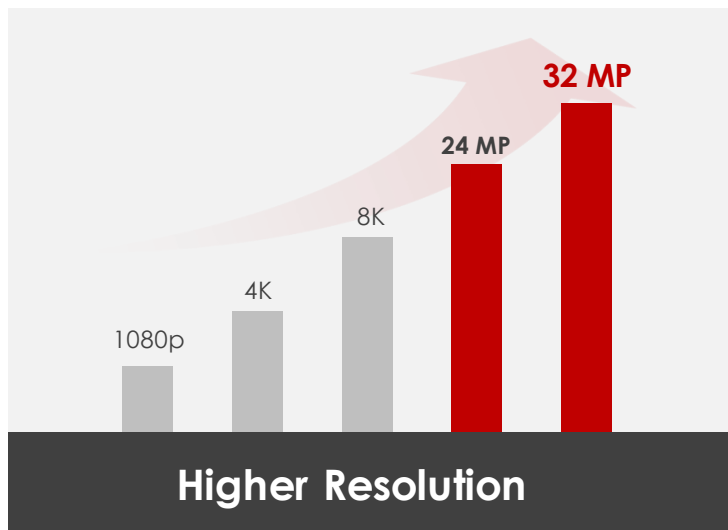


2018 STRATEGY | AI CLOUD

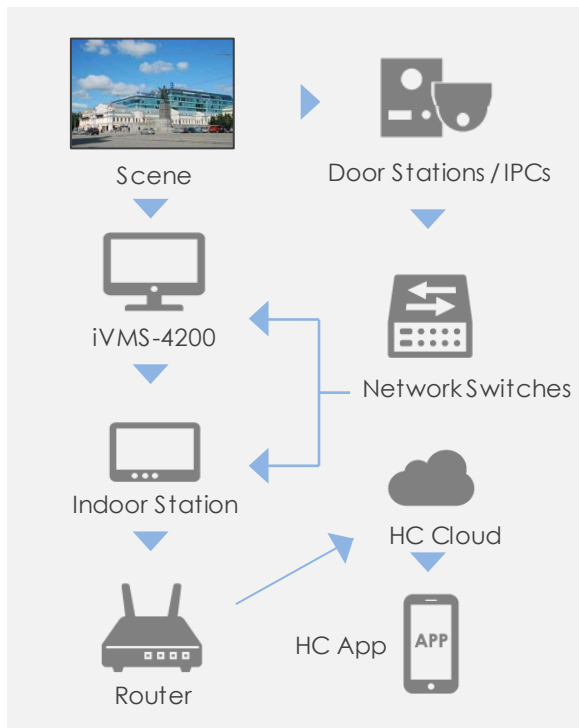
Hikvision provides a full range of **AI Cloud products** from perception, storage, and computing, to data analysis, as well as comprehensive **open interfaces**. We offer intelligent industrial solutions by working with partners to develop and build AI-based ecosystems.



2018 STRATEGY | VIDEO SURVEILLANCE



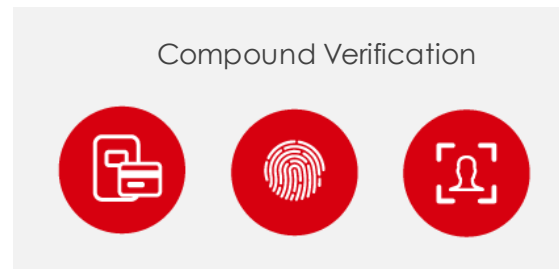
2018 STRATEGY | ACCESS CONTROL & VIDEO INTERCOM



IP-Based Video/Cloud Integration



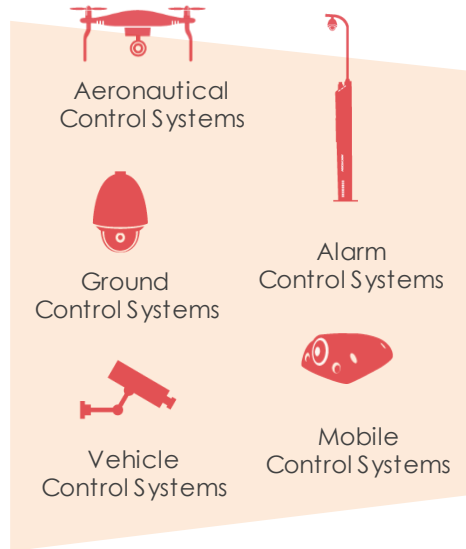
Biometric Technology



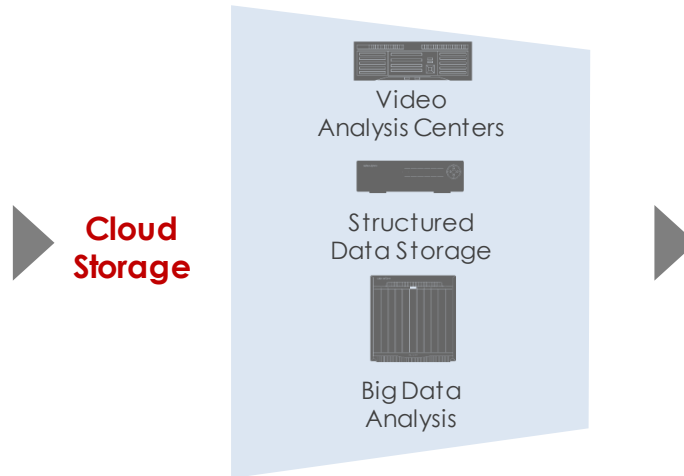
Multiple Verification

2018 STRATEGY | SAFE CITY SOLUTION

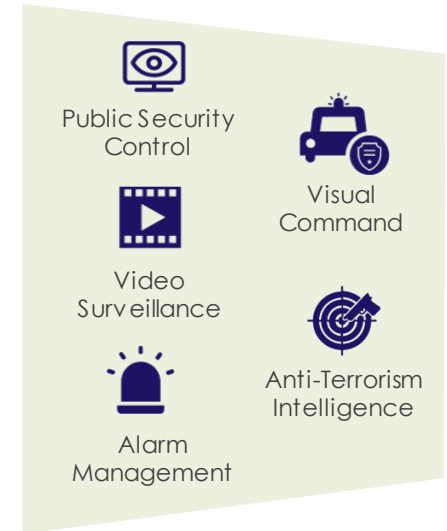
Multi-Dimensional Control Systems



Storage & Structuring Centers



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
- Liverpool, 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

ISO/IEC 27001-Certified:
Information security
management system
certification



ISO/IEC 9001-Certified:
2008 quality
management system
certification



Hikvision Security Response Center (HSRC)
Established

Product Security Baseline (PSB) introduced to
ensure security during product design



Network and Information
Security Laboratory
established

Hikvision Security
Development Life-Cycle
(HSDLCL) initiated



Network Security Department
Established

Well-known domestic and
international security
organizations invited for
cybersecurity testing



Hikvision Cybersecurity
White Paper Published



EZVIZ Cloud passed Ernst & Young's
SOC2 third-party data security audit

Passed Level-3 assessments in
information security for basic network
systems and cloud service systems



QUALITY CONTROL



Fully automated SMT equipment



1,500 m² 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 m² 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

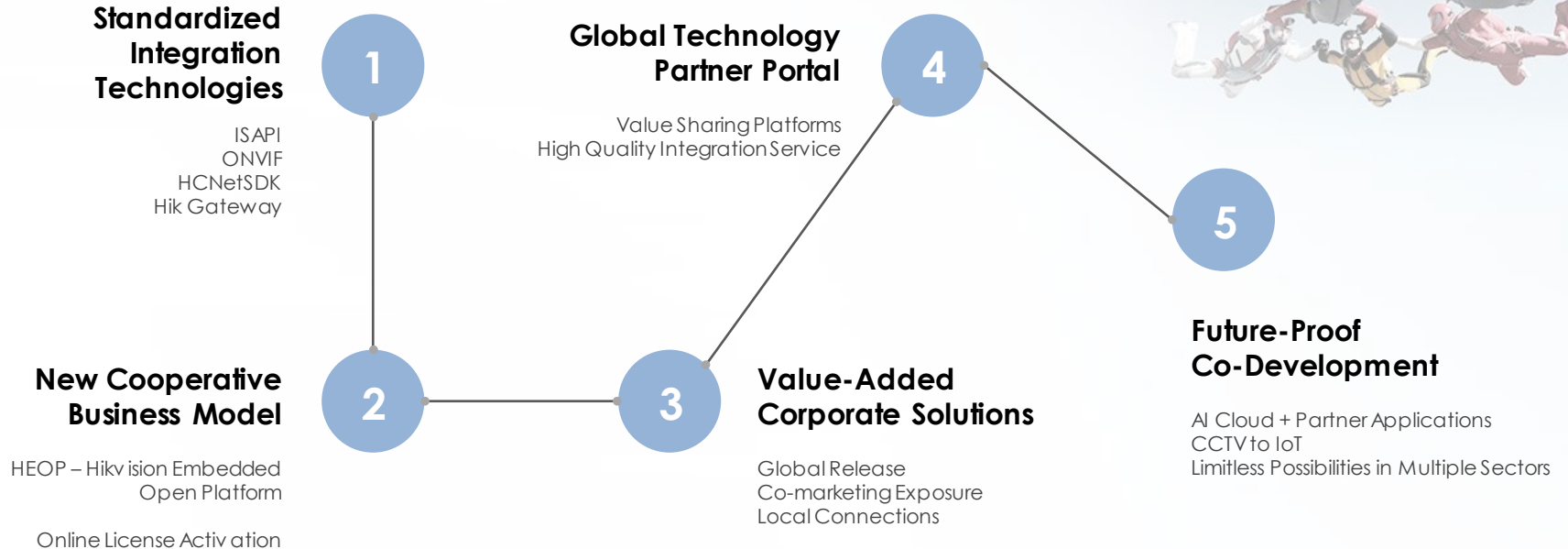


38 international regional subsidiaries and branch offices

38 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

- MENA**
- Lahore City, Pakistan

- 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

- N. America**
- The Utica Police Department, US



Intelligent Traffic Solution

- Asia • Yangon Intelligent Traffic Management Solution, Myanmar
- EU • The Svend C Trawler Factory Onboard in Greenland, Denmark
- 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' SOFITEL Arc de Triomphe Hotel, France
- Espace Seine Security Renovations, France
- Chronopost Object Tracking Project, France
- Restaurant Security, Russia
- Foodservice Denmark Warehouse, Denmark

India • NIIT Technologies Corporate Offices Protection, India

- Latin America** • Brazil's Foz do Iguaçu Vital Tourism Industry, Brazil
- Hard Rock Hotel Riviera Maya, Mexico

- MENA** • Türk Telekom Infrastructure Security Protection, Turkey
- New Islamabad Shopping Mall, Pakistan
- Grosvenor House, Dubai, UAE
- Al Wadi Hotel, Oman
- Al Falaj Hotel, Oman
- Oman Ruwi Hotel, Oman

- 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 Center, Islamabad, Pakistan
 - EZDAN OASIS, Qatar
- Oceania**
 - Tonga Police Operations Center, 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
 - "The Lodge" at Operation INASMUCH Men's Shelter in Fayetteville, N.C.

Retail

- 
- Asia**
 - McDonald's Restaurants, Malaysia
 - Chow Tai Fook Jewelry Shop, China
 - EU**
 - Centrum Schalkwijk Shopping Mall in Haarlem, the Netherlands
 - 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
- 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

- EU**
- Public Schools in Frederiksberg, Denmark

- 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
 - Battleship North Carolina National Historic Landmark in Wilmington, N.C.

Government



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

- EU**
- Multiple Incarceration Centers 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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