

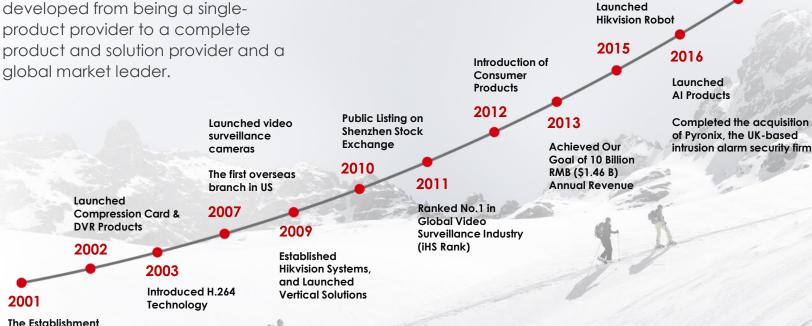
First Choice for Security Professionals

DEVELOPMENT PROCESS



2017

Over the last 15 years, Hikvision has developed from being a singleproduct provider to a complete product and solution provider and a



of Hikvision

HIKVISION MOMENTUM

#1 Worldwide

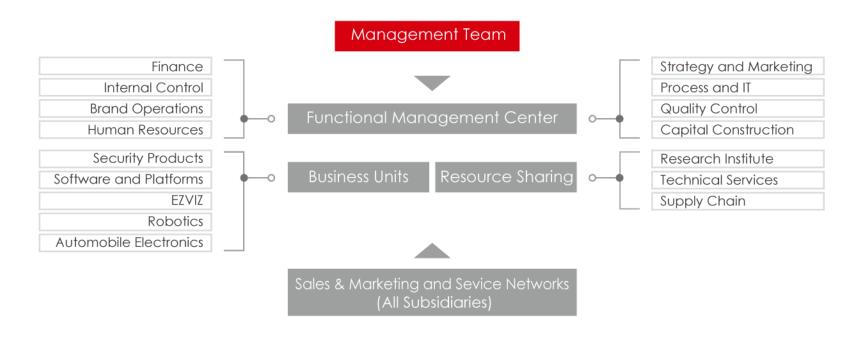
complete video surveillance products provider with 19.5% market share (in 2015) by IHS Research (for 5th consecutive year), and ranked No.1 in the A&S Security 50 (2016)

23.2% of the global network security camera market#2 position in US market with 7.3% market share#1 position in EMEA with 12.2% market share

US\$4.67 Billion sales revenue in 2016 with growth rate of **26.69%**







Hikvision has a thorough management system for every corner of its enterprise.



Hikvision operates under the leadership of its CEO, Yangzhong Hu. The CEO is further guided by Hikvision's nine board directors, four of whom are independent directors.

Biography of Yangzhong Hu

Yangzhong Hu has over 25 years of experience in the IT and security industries, as well as sophisticated experience in innovative strategic plans to help enterprises sustain development in the ever-changing market. Under the leadership of Mr. Hu since 2001, Hikvision has become the largest video surveillance provider worldwide.





As an independent and publicly traded corporation, Hikvision has a diverse set of private and public shareholders.

A Favorite of Listed Chinese Companies

- Hikvision issued €400 million public international bonds in Irish SE in Feb 2016.
- Foreign investors can purchase Hikvision stock via QFII and Shenzhen – Hong Kong stock connect.
- According to data from Shenzhen Hong Kong stock connect (from Dec. 5, 2016 to Feb. 9, 2017), Hikvision was among the top 10 active stocks for 35 trading days. And for 11 trading days, Hikvision ranked No. 1.

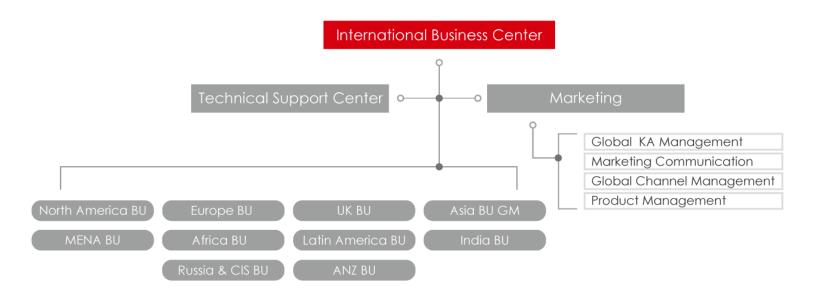
TOP 10 SHAREHOLDER

Name of shareholder	Nature of shareholder	Share-holding percentage(%)
China Electronics Technology HIK Group Co., Ltd.	State-owned corporation	39.91%
Gong Hongjia	Individual	18.28%
Xinjiang Weixun Investment Manage- ment Limited partnership	Domestic non-state-owned corporation	6.38%
Xinjiang Pukang Investment Limited Partnership	Domestic non-state-owned corporation	2.10%
The 52nd Research Institute at China Electronics Technology Group Corporation	State-owned corporation	1.97%
UBS AG	Foreign corporation	1.88%
Zhejiang Orient Holdings Co., Ltd	Domestic non-state-owned corporation	0.93%
JPMORGAN CHASE BANK NATIONAL ASSOCIATION	Foreign corporation	0.82%
MORGAN STANLEY & CO. INTERNATIONAL PLC.	Foreign corporation	0.73%
Central Huijin Investment Ltd	State-owned corporation	0.72%

Until July 2016



INTERNATIONAL BUSINESS CENTER



Our sales and support network has been carefully refined to better serve our customers.

OUR STRATEGY IN 2017 | ARTIFICIAL INTELLIGENCE (AI)

2017 will witness wider application of Artificial Intelligence Technology in the security industry. Hikvision leads the way in Al-integrated security, expanding the potential for long-term collaboration with partners.

Deep Learning Applications:









Behavioral detection



People counting



OUR STRATEGY IN 2017 | THE ERA OF 4K





■ Pro Series Cameras

The 4/6-line cameras and 4K PTZ are the best choice for high-end markets with H.265+codec, video analytics and DarkFighter Technology.

■ PanoVu

Get panoramic views and incredible detail with Panovu series cameras.

Super NVR

A reliable data center with up to **256** camera channels, 68-ch decoding capacity, RAID, N+1 Hot Spare, and more.

OUR STRATEGY IN 2017 | THE ERA OF 4K





■ IP: EasyIP 3.0

The **H.265+** codec brings 4K applications to the SMB market.

■ Analog: Turbo HD 4.0

Turbo HD 4.0 provides recording at up to **4K** using H.265 codec.

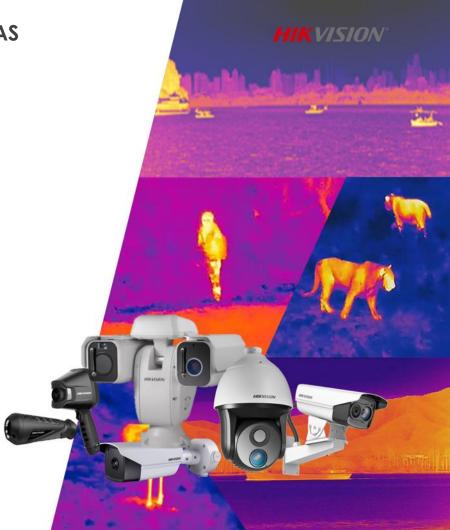
■ Entry-level: Low-light capability

Hikvision DarkFighter technology is equipped for low-light performance. **OUR STRATEGY IN 2017 | THERMAL CAMERAS**

Hikvision provides a full range of thermal products that can render images in the visual spectrum by detecting temperature differences between an object and its surroundings.

Key Features:

- Excellent environmental adaptability
- Advanced detection ability
- Temperature sensing



OUR STRATEGY IN 2017 | EZVIZ



Using cloud technology, EZVIZ provides a costeffective surveillance platform for families and small businesses to protect loved ones and valuable investments.

Hikvision provides

- EZVIZ Internet Cloud Platform
- Home Internet Cameras



OUR STRATEGY IN 2017 | NEW BUSINESS SEGMENTS



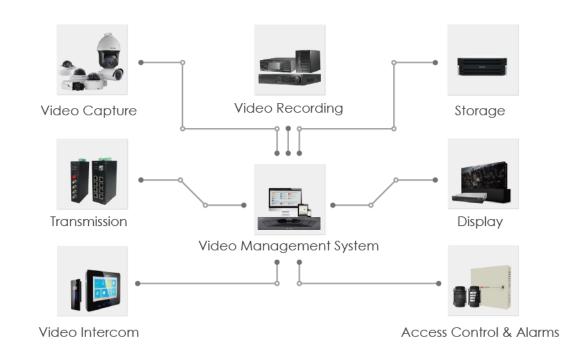


OUR OFFERINGS | COMPLETE RANGE OF SOLUTIONS



Hikvision is committed to:

- Product innovation based on high-performance chips
- Dedication to coding & decoding technology research and development
- On-going expansion of a full range of video surveillance products and solutions



OUR OFFERINGS | INTELLIGENCE AS A SOLUTION



Hikvision intelligence synthesizes powerful video surveillance applications from perception, transmission, and storage to analysis and applications.



Applications

Smart Applications



Storage

Back-End NVR/DVRs, Storage Devices.





Perception

Front-End Multi-Dimensional. Stereo and Intelligent Perception.



Transmission

H.265+ Smart Codec, PoE Switch, PoC Power.



VMS, Big Data, Cloud Technology, Cloud Computing, Video Analytics, Al.





First Choice for Security Professionals

R&D INVESTMENT FOR SMART INNOVATION

About 7% annual revenue invested in R&D. Over 600 copyrights (100+ increase from 2016) and 1,300 patents (400+ increase from 2016).

Over 8,000 engineers including over 2,000 software engineers, among 20,000 employees.

New Research Centers in North America (coming in 2017)

- R&D Centre in Montreal, Canada
- Research Institute in California's Silicon Valley, US

Five Research Centers in China

Hangzhou, Chongqing, Wuhan, Shanghai, Beijing



R&D INVESTMENT FOR SMART INNOVATION

HIKVISION

Hikvision Research Institute conducts innovative research and development to keep us at the forefront of technology.

- Research topics: Perceptive Technology, Intelligent Analysis Technology, Big Data and Cloud Storage Technology, and Multimedia Technology.
- The largest R&D team in Artificial Intelligence in the security industry.
- Sophisticated experience of video target detection, image segmentation, video structuring and video retrieval.
- Ranked No.1 in Scene Classification at ImageNet 2016 challenge and ranked top in the MOT Challenge Evaluation.



ENHANCED AND OPTIMIZED CYBERSECURITY

We are dedicated to enhancing and optimizing cybersecurity in the development, manufacturing, delivery and servicing of our video surveillance products.

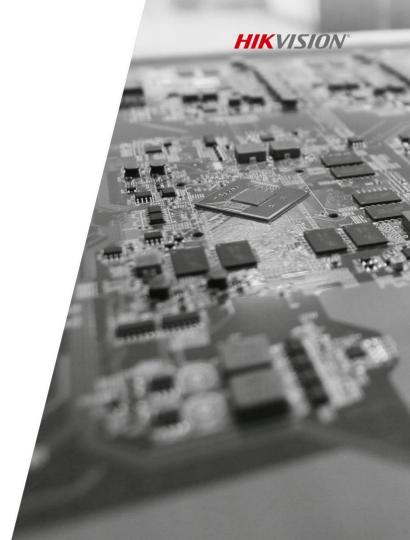
- Hikvision's information security management system has been certified with ISO27001.
- We are working with CISCO and other top-notch companies to benchmark product security requirements, security design and security testing.
- We invite international organizations, such as Ernst & Young, to further evaluate and advise on our security system.
- Hikvision's Network and Information Security Lab utilizes the world's leading known-vulnerability scanning tools and unknown-vulnerability discovery tools.



EXEMPLARY QUALITY CONTROL

Hikvision manufactures its own products. This enables the utmost control over product quality from Design Quality Assurance (DQA) to Manufacturing Quality Assurance (MQA).

- Design QA: About 650 engineers dedicated to product testing, including software, hardware and reliability tests.
- **Manufacturing QA**: The quality control process is from raw materials, production process monitoring, testing, to outgoing quality control.



INDUSTRY-LEADING MANUFACTURING FACILITIES



Hikvision's automated facilities, manufacturing equipment, and resources are the foundation of manufacturing quality assurance.

- Fully automated SMT equipment
- Cleanrooms
- Mobile robot for intelligent warehousing management
- UL / CUL/ FCC / CE / CCC / C-tick / RoHS / WEEE / ISO standards



INDUSTRY-LEADING MANUFACTURING FACILITIES

Two Manufacturing Facilities

- Tonglu facility nearly 320,000 square meters
- Hangzhou facility over 100,000 square meters

A new manufacturing facility in Chongaing with over 120,000 square meters is under construction and will begin operating in 2018.

Daily Manufacturing Capacity

- 260K Cameras
- 36K Back-end Products



NEW HEAD OFFICE

A **new facility** currently under construction will add 250,000 square meters of office space and accommodate 11,000 employees in 2018.

The current building occupies 68,000 square meters of office space, and consists of two 22-storey towers linked together by a 4-storey mezzanine.





GREAT CUSTOMER SERVICE AND SUPPORT

Devoted Partnerships

Hikvision continues to build close partnerships with distributors, system integrators and installers, as well as third-party technology partners. Now Hikvision has over 350 technology partners.

Service Center Tiers

Headquarters

- Online training
- Online technical support

Regional Subsidiaries

- RMA
- Call center
- Training
- Onsite technical support

Authorized Customers

- RMA
- Training



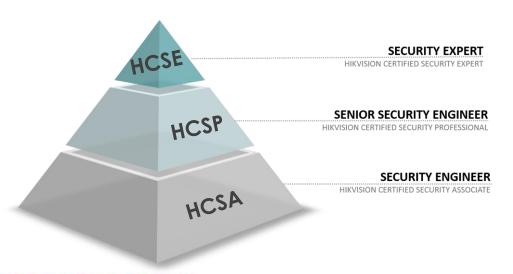
GREAT CUSTOMER SERVICE AND SUPPORT



Seven Call Centers Worldwide

- US, UK, India, Russia, Brazil.
- The Europe and Australia call centers are under construction.

Certification Program



Targets:

Security personnel who install and operate our devices, design security projects, and solve problems.

In 2016:

About 6,000 customers have attended HCSA training in over 50 countries.

Online Training:

Online courses are available to keep you updated on Hikvision products, services and solutions.

First Choice for Security Professionals

GREAT CUSTOMER SERVICE AND SUPPORT | LOCALIZATION





 Newly added branch offices in Thailand and Indonesia in 2016.

RELIABLE APPLICATIONS





















CITY SURVEILLANCE

Success Stories

Nottingham-based Mobile CCTV solution, UK
Revolutionize Salford's Nighttime Surveillance, UK
Brazil Mineirao stadium perimeter surveillance
Hammersmith and Fulham, London, UK
Chongqing Safe City Program, China
World Expo Shanghai 2010, China
Safe Cities Memphis, USA
The entire country of South Korea
Metro Manila, Philippines
Buenos Aires, Argentina
Minas Gerais State, Brazil
Belo Horizonte, Brazil
Foz do Iguaçu, Brazil



Safe City, Singapore

Hikvision designed an integrated IP video system by installing and managing 100,000 IP cameras in Singapore to increase safety in the city.





TRANSPORTATION

Success Stories

Public Buses, Argentina
Sea Point, South Africa
Traffic monitoring in South Korea
Ghana International Airport, Ghana
Shenzhen Bao'an International Airport, China
Belo Horizonte BRT MOVE Bus Station, Brazil
Shanghai Magnetic Levitation Train, China
London Public Transportation System, UK
Bangkok's Crime Suppression, Thailand
Frankfurt's Light-Rail Stations, Germany
Nuremberg Railway Station, Germany
Container Depot in Antwerp, Belgium
Charles de Gaulle Airport, France
Supervia Stations, Brazil



Eyes Wide Open in the Bus, Rosario Argentina

The cameras employed for this project are some of the best Hikvision units on the market. Argentina considers this new system to be a positive step toward solving crime problems plaguing Latin American cities.









Success Stories

Southgate Shopping Center, UK Al Fitaihi Jewelry Shop, Saudi Abrabia Rawda & Coop Society Supermarket, Kuwait Chow Tai Fook Jewelry Shop, China Suhail Bahwan Automobiles, Oman Centaurus Shopping Mall, Pakistan Somerset Mall, South Africa McDonald's Restaurants, Malaysia Oechsle Department Stores, Peru Ti Amo Italian Restaurant, Russia Makro Mall, South Africa Shell Shop, South Africa Ramez Hypermarket, Bahrain House of Amber, Denmark Magyar Telekom, Hungary DM Drugstores, Germany Midwest Foods, USA Tesco Stores, UK





McDonald's Restaurants, Malaysia

Hikvision provided an IP solution integrated with a POS system, to protect 300 McDonald's restaurants throughout Malaysia, and even helps the stores improve their management efficiency.







Hard Rock Hotel, Riviera Maya, Mexico Sunset Plaza Hotel in Hollywood, California, USA Hotel Sofitel Paris Arc de Triomphe, France Grosvenor House, Dubai, UAE Ruwi Hotel, Muscat, Oman Al Falaj Hotel, Muscat, Oman Al Wadi Hotel, Sohar, Oman





Hard Rock Hotel, Mexico

The security team is able to monitor 2,300 hotel staff and 3,800 guests that occupy the hotel on a normal day. The Hard Rock Hotel, Riviera Maya is thoroughly satisfied with the performance of the new system.



BANKING

Success Stories

State Bank of India (SBI), India China Merchant Bank BMCE Bank, Morocco VakifBank, Turkey ZIRAAT Bank, Turkey Bank of India



VakifBank, Turkey

Hikvision helps VakifBank centrally secure and manage the 610 branch offices throughout Turkey, which involves 3,700 channels of video footage, real-time video preview, video retrieval, pan-tilt-zoom control, access and transfer of video information, and more.





BUILDINGS

Success Stories

Cotswolds Downs Golf Complex, South Africa Singapore's World-class Theaters, Singapore Hamburg's Borough Pool and Ministry of Commerce, Thailand City of Philadelphia Parks and Recreation Department, Pennsylvannia, USA New York Low-Income Housing Facilities, New York, USA Lawrence Police Department, Massachusetts, USA The National Rehabilitation Center, Abu Dhabi, UAE Pakistan-China Friendship Centre, Islamabad, Pakistan Tan Hiep Phat Beverage Group, Binh Duong, Vietnam Military Command of the East, Rio de Janeiro, Brazil Itamaraty Palace, Zona Civico-Administrativa, Brazil Esplanade – Theatres on the Bay, Singapore Tonga Police Operations Centre, Tonga The Rotonda Building, Ljubljana, Slovenia NIIT Technologies, Uttar Pradesh, India Jablotron Alarms, Czech Republic



HIKVISION'

New York Low-Income Housing Facilities, New York City, US

Hikvision provided over 5,000 IP and analog products as well as a video management platform to improve residential security and safety to tenants in low-income housing facilities.









Track Pollution Hot-spots, South Korea
Shell Gas Station, South Africa
Dun Laoghaire Harbour, Dublin
Rio Grande Energia Electricity Stations, Brazil
Sierra Grande Mining Facility, Argentina
Fuel Storage Distribution Center, Iraq
Furnas Central Electric SA, Brazil
Shell Gasoline Stations, Oman
Total Petrol Stations, Morocco
Puma Energy Facility, Tanzania
San Juan Plant 1, Argentina
Southern Power Grid of China
Libya Oil, Cameroon
SINOPEC, China





Shell Gas Station, South Africa

Hikvision IP technology provides superior coverage, both indoors and outdoors increasing employee productivity and providing additional business benefits.







Charlotte Maxeke General Hospital, Johannesburg, South Africa

Blood Transfusion Center, Pinelands, South Africa Men's Shelter of Charlotte, North Carolina, USA Bareilly's Medical College and Hospital, India Clara Swain Hospital, Bareilly, India Louis Pasteur Hospital, Chartres, France Our Lady of Good Counsel, Tiranë, Albania





Blood Transfusion Center, Pinelands, South Africa

Hikvision provided a hybrid solution to ensure that sensitive medical areas are continually monitored, as well as to logistically monitor the packaging and dispatching of blood stock.



EDUCATION

HIKVISION°

Success Stories

STEM Education with Donation to Citizen Schools, USA
Dubai-Sharjah-Ajman's National Charity School Buses, UAE
Marguerite-Bourgeoys School Board, Montreal, Canada
Beijing University of Aeronautics and Astronautics, China
Prince of Wales Island International School, Malaysia
Strand High School, Cape Town, South Africa
University of Agriculture, Faisalabad, Pakistan
Uka Tarsadia University, Gujarat, India
Texans Can Academies, Texas, USA
Delhi University, New Delhi, India
Kyoto University, Japan



School Buses, Dubai-Sharjah-Ajman's National Charity School

One hundred large buses were equipped with Hikvision CCTV products to ensure that all access doors and seating areas were monitored, getting students to and from school safely.





ENTERTAINMENT

Success Stories

Oamaru Blue Penguin Colony, Oamaru, New Zealand Atlantic Palace Hotel Casino, Agadir, Morocco National Grand Theater, Beijing, China Santa Ana Star Casino, New Mexico, USA



Santa Ana Star Casino, New Mexico, USA

Hikvision provided a meticulous surveillance system to monitor all activities in Santa Ana Star Casino, and created a safe and healthy environment for regular and repeat visitors 24/7.









The Tank Museum, UK
Water Polo Olympic Qualification Tournament,
Netherlands
Knoebels Amusement Resort, Pennsylvania, USA
Mani Yadanar Jade Hall, Myanmar
Estadio Alberto J.Armando Stadium,
Shenzhen University 2011, China
China Pavilion, World Expo, Shanghai, China 2010
2008 Olympics, Beijing, China
Mineirao Stadium, 2014 World Cup, Brazil





Water Polo Olympic Qualification Tournament, Netherlands

Competitions took place under the watchful eye of the Hikvision IP surveillance solution. The surveillance system provided a great opportunity to relay the games to a significantly wider audience.







La Prison de Lille-Annoeullin, France

Hikvision provided a robust surveillance solution for La Prison de Lille-Annoeullin – a new prison in the northern town of Lens, France. This solution keeps an eye on the prisoners and offers operational simplicity. A low-maintenance system was installed to ensure maximum endurance and stability for this critical application.



TELECOMMUNICATIONS

Success Stories

Makedonski Telekom, Macedonia Globaleyes in Fujian, China Zhejiang Telecom, China Magyar Telekom, Hungary Türk Telekom, Turkey



Magyar Telekom, Hungary

Hikvision provided an IP solution that strategically addressed customer security needs on the main floor, at entrances, and at cashier counters of Magyar Telekom stores – one of the most prominent telecommunications providers in Hungary.





Thanks

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