



**HIKVISION**



Great Products, Great Partners

First Choice for Security Professionals

# HIKVISION MOMENTUM

## #1 Worldwide

**complete video surveillance products provider**

with **16.3%** market share (in 2014) by IHS Research (for 4<sup>th</sup> consecutive year) and **18.9%** of the global network security camera market

**US\$3.88 Billion** sales revenue in 2015

with growth rate of **47%**

**53%** CAGR (from 2004 to 2015)

**8%** of Annual Revenue goes back into R&D

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HIKVISION

# HIKVISION AT A GLANCE

**HIKVISION**

Established  
in 2001

16,000 employees  
6,000 engineers

Over 350  
technology  
partners

35 domestic subsidiaries  
21 overseas subsidiaries

Products used  
in over  
100 countries

Member of  
ONVIF /  
PSIA

# OUR FOCUS IN 2016

HIKVISION

## Products

- **Complete HD Solutions** – Smart Solution 2.0, Turbo HD 3.0, Easy IP
- **End-to-End Solutions for Vertical Markets** – Retail, Transportation, Banking, City Surveillance, and many more
- **Access Control, Alarm and Video Intercom**
- **EZVIZ** for consumer markets
- **Machine Vision** – Robotic Automation

## Partnerships

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

The heart of Hikvision's mission is an unwavering focus on developing great partnerships. We want you to know that partnering with Hikvision means partnering with all that we have to offer. This way, Hikvision ensures all our existing and prospective partners grow together, today and tomorrow.

**When You Partner with Hikvision,  
You Partner with So Much!**

**When You Partner with Hikvision, You Partner with  
State-of-the-Art Products and Advanced Technologies**

# COMPLETE SECURITY PRODUCTS

**HIKVISION**

## 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 surveillance products and complete solutions



Video Capture



Transmission



Video  
Recording



Storage



System  
Management



Display



Access Control  
& Alarms



Video Intercom  
& Alarms

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# SMART HD

HIKVISION

## smart IPC

- Full range of HD cameras with up to 4K resolution
- DarkFighter: 24/7 high-definition color monitoring with worldwide industry-leading low-light performance
- LightFighter: Improves video quality in harsh lighting and high-contrast conditions with WDR technology
- PanoVu: Multiple video streams into one panoramic shot with 360-degree view
- H.264+ high-efficiency codec to maximize storage resources
- Full set of Smart Features





## Video Surveillance Made Easy with Easy IP and Turbo HD Solutions

- Up to 5 MP high definition
- First-rate design and competitive pricing
- Plug-n'-play for easy installation
- H.264+ high-efficiency codec to maximize storage resources
- Free software for video viewing anytime, anywhere:  
HIK-connect P2P, iVMS-4500, and iVMS-4200



# COMPLETE VERTICAL SOLUTIONS

**HIKVISION**



- City Surveillance
- Transportation
- Retail
- Banking
- Hotels
- Buildings
- Critical Infrastructure
- Healthcare
- Education
- Entertainment
- Venues & Stadiums
- Law Enforcement
- Telecommunications

# ADVANCED SYSTEM SOLUTION CAPACITY

**HIKVISION**

Streaming media network  
and control technology



Big Data: Video Analysis &  
Pattern Recognition for city  
surveillance level projects



System health-check for  
easy system maintenance



A Unified  
**VMS Platform**  
for CCTV,  
Access Control,  
and Business  
Intelligence



Cloud storage technology for  
safe, high-volume storage



Server-level fail-over  
mechanism to ensure high  
system reliability



Open integration with 3rd  
party equipment and systems

# INTELLIGENCE AS A SOLUTION

HIKVISION

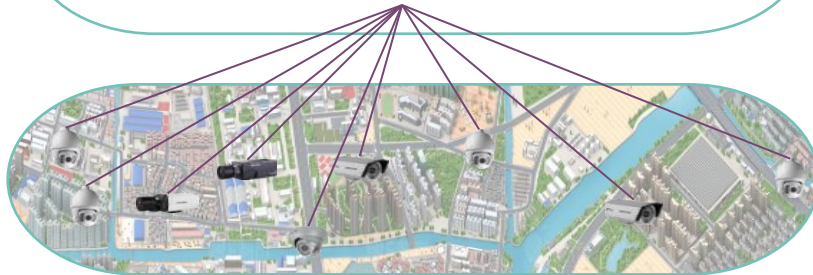
Smart Applications



Big Data  
Cloud Technology  
Cloud Computing



Front-End Intelligent Perception



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

### **Hikvision provides**

- EZVIZ Internet Cloud Platform
- Home Internet Cameras



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# NEW MARKET SEGMENT: MACHINE VISION

**HIKVISION**



## **Unmanned Aerial Vehicles (UAV)**

- Road Monitoring
- Routine Equipment Inspection
- Target Tracking
- Aerial Patrol

## **Smart Robotics**

- Self-orienting and self-directing
- Calculating measurements
- Barcode reading
- Product testing

## **Mobile Robot**

- Automatic visual navigation
- Multiple safety protections
- Flexible movement control
- Intelligent energy management

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When You Partner with Hikvision, You Partner with  
**Top-tier Engineers and R&D Teams**

# ROBUST R&D CAPABILITY

8% annual revenue invested in R&D,  
with nearly 500 copyrights and 900 patents

Over 6,000 engineers, including  
over 2,000 software engineers

**Hikvision Research Institute** conducts innovative research and development, keeping us at the forefront of technology.

## **Research Topics Include:**

Perceptive Technology / Intelligent Analysis Technology /  
Big Data and Cloud Storage Technology /  
Multimedia Technology

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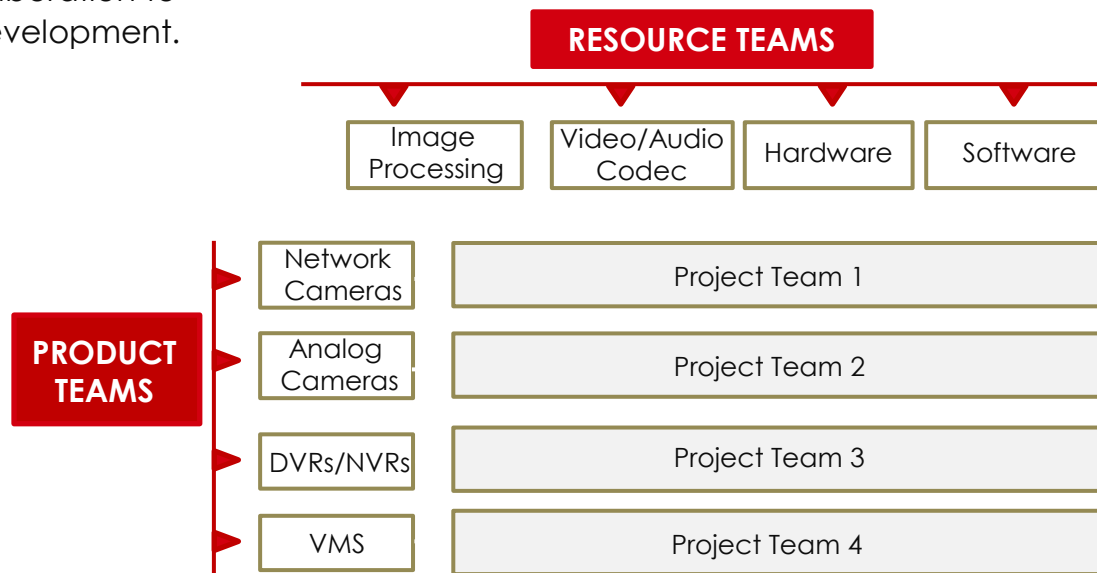




# INNOVATIVE R&D MANAGEMENT

## R&D Management Matrix:

Cross-departmental collaboration to optimize new product development.



# CONTINUOUS INNOVATION

## Products

- 4K Network Cameras (8 MP / 12 MP)
- H.265 Cameras and NVRs
- Smart 2.0 Total Product Line

## Coding Technology

Object encoding technology such as H.264+ and H.265+ offer higher coding efficiency and lower bandwidth

## Cloud Technology

VMware and Cluster Video Cloud storage systems, based on streaming and OSD storage technology

Video Cloud Computing System transfers unstructured data to structured and semi-structured data, and enables quick search, statistics, and analysis of multiple data types.

**When You Partner with Hikvision, You Partner with  
Industry-leading Quality and Manufacturing Output**

# QUALITY CONTROL

## Hikvision takes pride in Superlative Quality Assurance in the Design and Manufacturing Processes

- **Design QA:** Over 500 engineers dedicated to product testing
- **Manufacturing QA:** Raw materials, production process monitoring, testing, and outgoing quality control



# INDUSTRY-LEADING MANUFACTURING FACILITIES

## Top-tier Manufacturing Technology

- Fully automatic SMT equipment
- Clean rooms
- Extensive technician training
- The highest standards in the industry

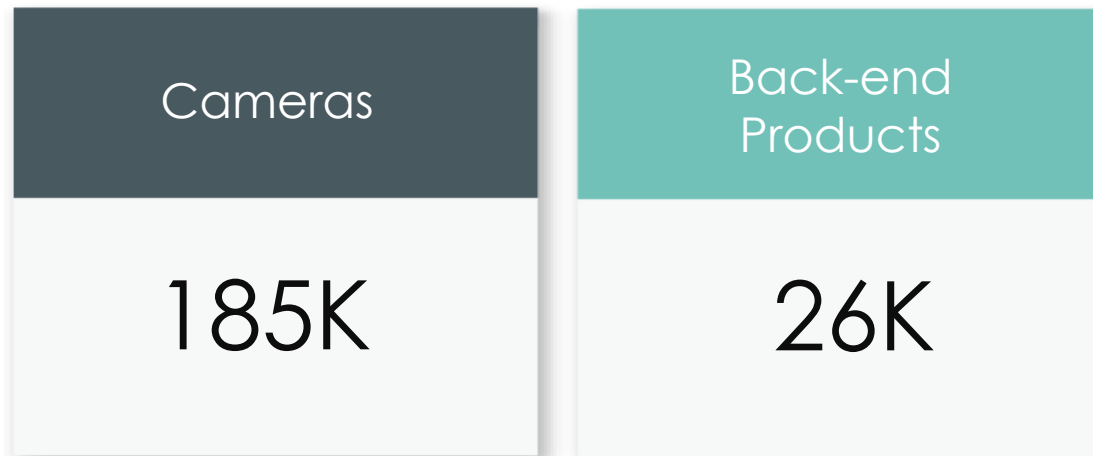
## Two Manufacturing Facilities

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



# DAILY MANUFACTURING CAPACITY

**HIKVISION**



\* Annual output of cameras in 2015: nearly 38,000,000

# HEADQUARTERS

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.

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



When You Partner with Hikvision, You Partner with  
**Great Customer Service and Support Networks**



# CUSTOMER SERVICE

HIKVISION

*Please fill in according to local situation*

- Local Distributors: **(quantity)**
- Local Warehouse: **(location)**
- Call Center: **(location, if no, then remove this item)**
- Warranty: **XX** years

## - Service Center Tiers

Headquarters

- Online training
- Online technical support

Regional Subsidiaries

- RMA
- Call center
- Training
- Onsite technical support

Authorized Customers

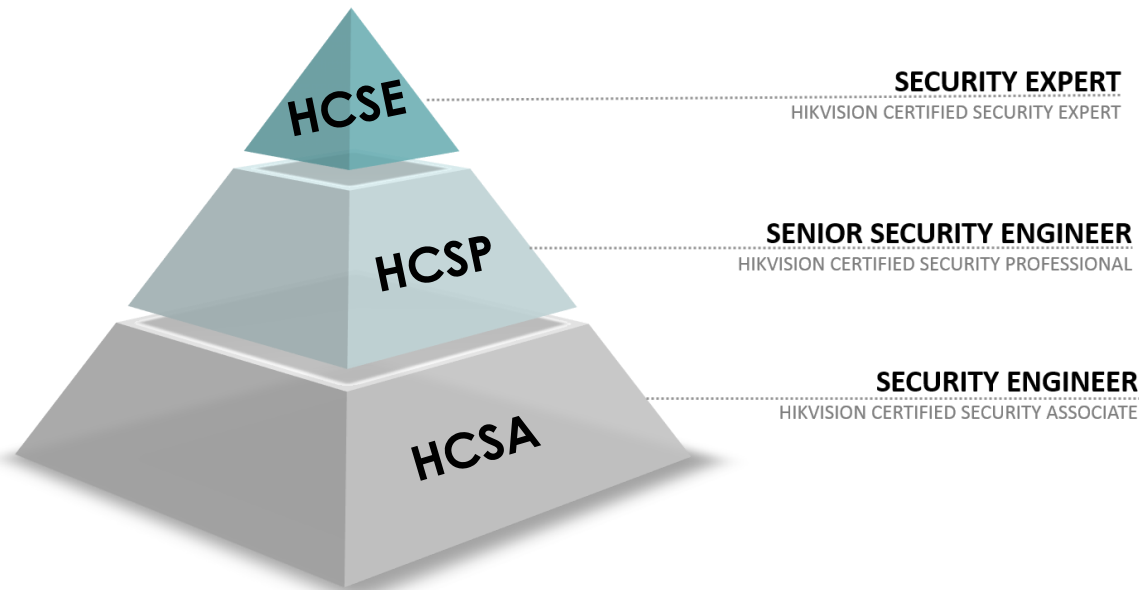
- RMA
- Training

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# HIKVISION CERTIFICATION PROGRAM

**HIKVISION**



Hikvision certification program is open to security personnel who install and operate our devices, design security projects, and solve problems. System integrators and security personnel who hold this certification demonstrate proven skill and competence in the video surveillance industry. They will stand out from their competitors as being more qualified – and therefore more desirable – to potential clients and end-users.

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# LOCALIZATION

21 Regional Subsidiaries

65% of Employees in Hikvision's International Business Department are locals working in their native regions.



**When You Partner with Hikvision, You Partner with  
Solutions in Every Vertical Market**

# ADDRESSING SECURITY ACROSS VERTICALS

**HIKVISION**



RETAIL



BUILDINGS



CITY  
SURVEILLANCE



HOTELS



TRANSPORTATION



EDUCATION



CRITICAL  
INFRASTRUCTURE



BANKING

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An aerial night view of a dense city skyline, likely New York City, featuring numerous illuminated skyscrapers and buildings. The scene is captured from a high vantage point, looking down into a canyon of buildings. The lights from the windows and streetlights create a vibrant, glowing effect against the dark sky. A semi-transparent grey circle is overlaid on the left side of the image, containing the text "CITY SURVEILLANCE".

**CITY  
SURVEILLANCE**

## Success Stories

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

Sea Point, South Africa

Traffic monitoring in South Korea

Dun Laoghaire Harbor , Ireland

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

Qinghai-Tibet Railway, China

Supervia Stations, Brazil



## Sea Point Highway, Cape Town, South Africa

Hikvision Smart IP Cameras were selected to monitor each lane of traffic. The cameras provide unparalleled image quality under all lighting conditions. The solution supplies accurate renderings of vehicle license plates regardless of their speed.





RETAIL

## Success Stories

Al Fitaihi Jewelry Shop, Saudi Arabia  
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  
Kiwi Mini Pris, Denmark  
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.

A vibrant tropical resort scene featuring a swimming pool, lounge chairs, a large white umbrella, and palm trees under a clear blue sky. The foreground shows a stone patio with two wicker lounge chairs on wheels, each with a white towel draped over it. A large white patio umbrella stands to the right. In the background, a modern resort building is visible, surrounded by numerous palm trees. The sun is bright, creating a lens flare effect in the upper left corner. A purple circular graphic is overlaid on the left side of the image, containing the word "HOTELS".

**HOTELS**

## Success Stories

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





## Sofitel Hotel, France

The well-suited Hikvision cameras were installed in the hotel's main hallways, emergency exits, and interior corridors leading to guests' rooms. They provide high resolution images to track individuals, and the vandal-proof feature also fully deters any potential property damage.



**BANK**



Banking

## Success Stories

State Bank of India (SBI), India

China Merchant Bank

BMCE Bank, Morocco

VakifBank, Turkey

ZIRAAT Bank, Turkey

Bank of India



The Hikvision logo is located in the top right corner of the image. It consists of the word "HIKVISION" in a bold, sans-serif font. The "HIK" is in red and "VISION" is in black.

## VakifBank, Turkey

Hikvision helps VakifBank centrally secure and manage the 610 branch offices throughout Turkey, including 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

Hamburg's Borough Pool and Ministry of Commerce, Thailand  
City of Philadelphia Parks and Recreation Department,  
Pennsylvania, 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

## 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.

A photograph of an industrial refinery or chemical plant at sunset. The sky is filled with colorful clouds in shades of orange, yellow, and blue. Several tall, cylindrical distillation columns are visible, some with red and white horizontal stripes. The facility is illuminated by numerous lights, creating a bright, industrial scene. A large, semi-transparent orange circle is overlaid on the left side of the image, containing the text 'CRITICAL INFRASTRUCTURE' in white, bold, uppercase letters.

**CRITICAL  
INFRASTRUCTURE**



## Success Stories

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

## Sierra Grande Mine, Rio Negro, Argentina

Hikvision provided a high-tech solution composed of auto-tracking PTZ cameras and network dome cameras, to secure Argentina's Sierra Grande mining facility and increase management efficiency.



**HEALTHCARE**



## Success Stories

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



**HIKVISION**

## 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

## Success Stories

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.





A photograph of a carousel horse at night. The horse is ornate and colorful, mounted on a wooden platform. In the background, there are trees and a building with a lit tower. A yellow circle is overlaid on the left side of the image, containing the word "ENTERTAINMENT" in white capital letters. A metal fence with an "EXIT" sign is visible in the foreground.

**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.





**VENUES &  
STADIUMS**

## Success Stories

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

## **“The Bird’s Nest,” National Olympics Stadium, Beijing, China**

Hikvision established a centralized platform to manage the surveillance systems in the “Bird’s Nest,” the National Olympics Stadium of 2008, to ensure vigorous security for those involved in all aspects of the Olympic Games.

A close-up photograph of a dark wood gavel with a gold band around the head, resting on a wooden surface. The background is blurred, showing a person's hand. A green circular graphic overlay is positioned in the lower-left foreground, containing the text 'LAW ENFORCEMENT' in white, bold, uppercase letters.

**LAW  
ENFORCEMENT**

## Success Stories

La Prison de Lille-Annoeullin, France

Beijing Bureau of Prisons, China

Anhui Bureau of Prisons, China

Rio de Janeiro Prison, Brazil



## 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 offered 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.



**HIKVISION**

**Hikvision is Your Partner in Success!**

Thanks

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