



HIK*VISION*[®]

GREAT PRODUCTS
GREAT PARTNERS

www.hikvision.com

HIKVISION

First Choice for Security Professionals



A WORLDWIDE LEADER FOCUSED ON EXCELLENCE IN SECURITY SYSTEMS

Hikvision is the world's leading supplier of video surveillance products and solutions. Featuring the industry's strongest R&D workforce, Hikvision uses its state-of-the-art manufacturing facilities to design and develop innovative CCTV and video surveillance products.

Hikvision's complete product suite includes Smart IP cameras, HD analog cameras, speed domes, NVRs, hybrid and standalone DVRs, video management software, access control and alarm systems, encoders, decoders, digital video servers, and other elements of sophisticated security systems and CCTV technology for any security need. Hikvision products serve a diverse set of vertical markets including retail, banking and finance, transportation, education, commercial, government, residential applications, and more.



HIKVISION AT A GLANCE

Established in **2001**

53% compound average
growth rate from 2004 to 2015

US\$ **3.88** billion sales revenue
in 2015, with growth rate of **47%**

Over **350** technology partners
Products sold in over **150** countries

7-8% of annual revenue invested in
research & development (R&D)

17,000 employees,
including **7,000** engineers



RAPID GROWTH

The Hikvision brand is renowned across the globe. IHS Inc.'s 2016 report affirmed that Hikvision is the largest worldwide supplier of CCTV and video surveillance equipment, for 5th consecutive year; and the No. 1 position in almost every individual equipment category.

Market Shares (by IHS Reasrch)						
Catagory	CCTV & Video Surveillance Equipment	Security Cameras	Analogue +HD CCTV Security Cameras	Network Security Cameras	Video Encoders	Total Recorders
Rank	1. Hikvision	1. Hikvision	1. Hikvision	1. Hikvision	1. Hikvision	1. Hikvision
Market share	19.50%	23.20%	19.90%	25.30%	14.70%	20.10%

WHEN YOU PARTNER WITH HIKVISION, YOU PARTNER WITH SO MUCH!

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 state-of-the-art products and advanced technologies
- You partner with top-tier engineers and R&D teams
- You partner with industry-leading quality and manufacturing output
- You partner with great customer service and support networks





WHEN YOU PARTNER WITH HIKVISION, YOU PARTNER WITH STATE-OF-THE-ART PRODUCTS AND TECHNOLOGIES

By offering complete end-to-end solutions, Hikvision provides a seamless integration of system components, resulting in an exceptional user experience. From video capture to video processing, storage, and management, Hikvision designs and manufactures a full line of innovative products and solutions – a true “one-stop shop” for the security needs of a broad spectrum of industries. Products range from complete HD solutions (Smart IP Solution 2.0, Easy IP Solution, Turbo HD 3.0 Solution), access control, and alarm systems, to the EZVIZ brand for consumer markets and a new market segment known as “machine vision.”

CORE TECHNOLOGIES

Hikvision excels in eight core technologies including:



Video Analysis and
Pattern Recognition
Technology



Audio and
Video Codec
Technology



Audio and Video
Data Storage
Technology



Embedded System
Development
Technology



Video Image
Processing
Technology



Streaming Media
Network and Control
Technology



Cloud
Computing



Big Data
Analysis
Technology



VIDEO ANALYSIS AND PATTERN RECOGNITION TECHNOLOGY

From its first day, Hikvision has dedicated itself to research and development of video analytics. Now the company presents the largest R&D team for Artificial Intelligence in the security industry. Hikvision has acquired sophisticated experience in the fields of video target detection, image segmentation, video structuring, and video retrieval. In recent years, Hikvision has participated in international competitions related to video analytics such as KITTI, MOT, ImageNet, consistently achieving remarkable performance ratings.

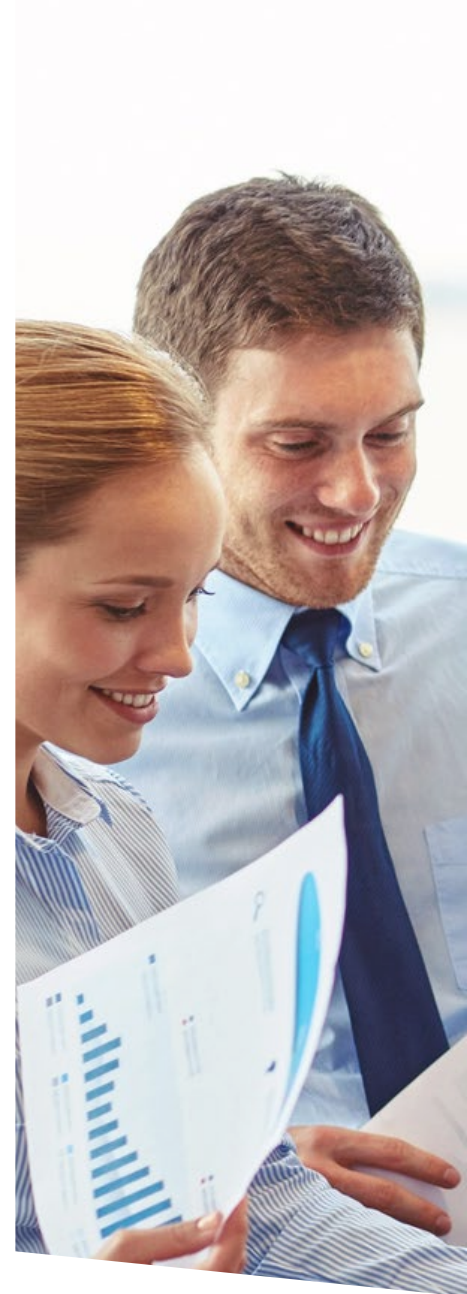
WHEN YOU PARTNER WITH HIKVISION, YOU PARTNER WITH TOP-TIER ENGINEERS AND R&D TEAMS

A firm commitment to research and development has always been a key element of Hikvision's success. Its thorough understanding of the industry and significant R&D investment has made the company a technology leader in the global security market. Hikvision has over 7,000 engineers, among which there are more than 2,000 software engineers. The company owns nearly 900 patents and more than 500 copyrighted software applications.



INNOVATIVE R&D MANAGEMENT

Hikvision operates five R&D centers globally and devotes 7-8% of its annual revenue to research and development for continued product innovation. The Hikvision Research Institute was also established to focus on innovative product research and development and maintain the company's status as a technology leader. Research topics include Perceptive Technology, Intelligent Analysis Technology, Big Data and Cloud Storage Technology and Multimedia Technology.





WHEN YOU PARTNER WITH HIKVISION, YOU PARTNER WITH INDUSTRY-LEADING QUALITY AND MANUFACTURING OUTPUT

Unlike many brands in the security industry, Hikvision manufactures its own products. This enables the utmost control over product quality, and the company is certified to meet ISO 9001:2000 and ISO 14001:2004 quality standards. From Design Quality Assurance (DQA), to Manufacturing Quality Assurance (MQA), to the service and support provided for customers, Hikvision's quality control is all-encompassing.

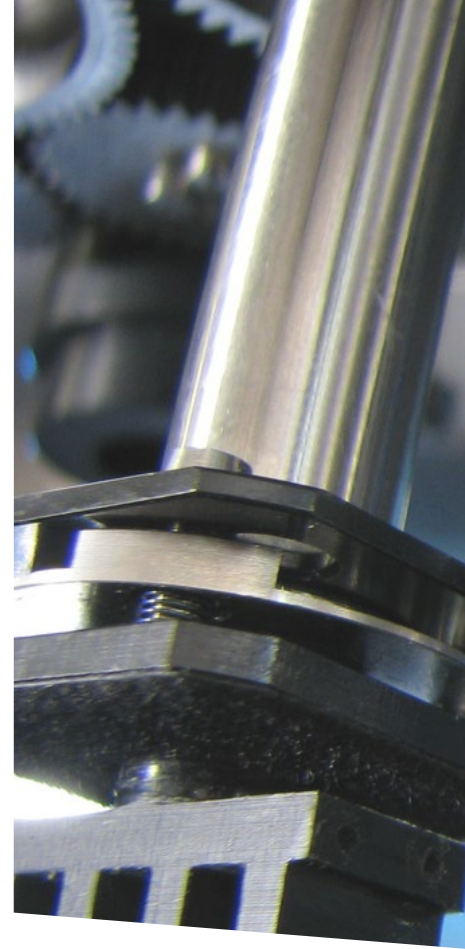
A DEVOTION TO DQA

Hikvision believes that product quality begins with design. More than 500 Hikvision engineers are devoted to meticulous product testing, including software, hardware, and reliability tests, which play a crucial role in development.

MQA WITH WORLD-LEADING MANUFACTURING CAPABILITY

Hikvision's state-of-the-art production facilities, manufacturing equipment, and resources are the foundation of Hikvision's superior MQA, which is divided into four categories: raw materials quality control, production process monitoring, testing, and outgoing quality control.

The top-tier manufacturing technology include fully automatic SMT equipment, clean rooms, extensive technician training and the highest standards in the industry.

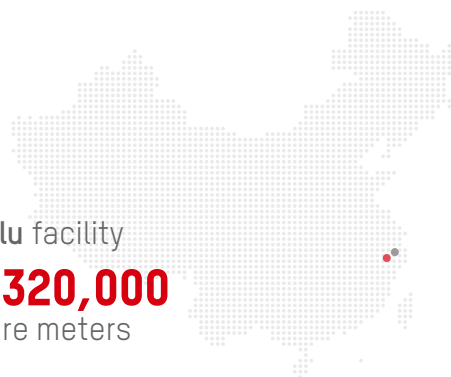




TWO MANUFACTURING FACILITIES

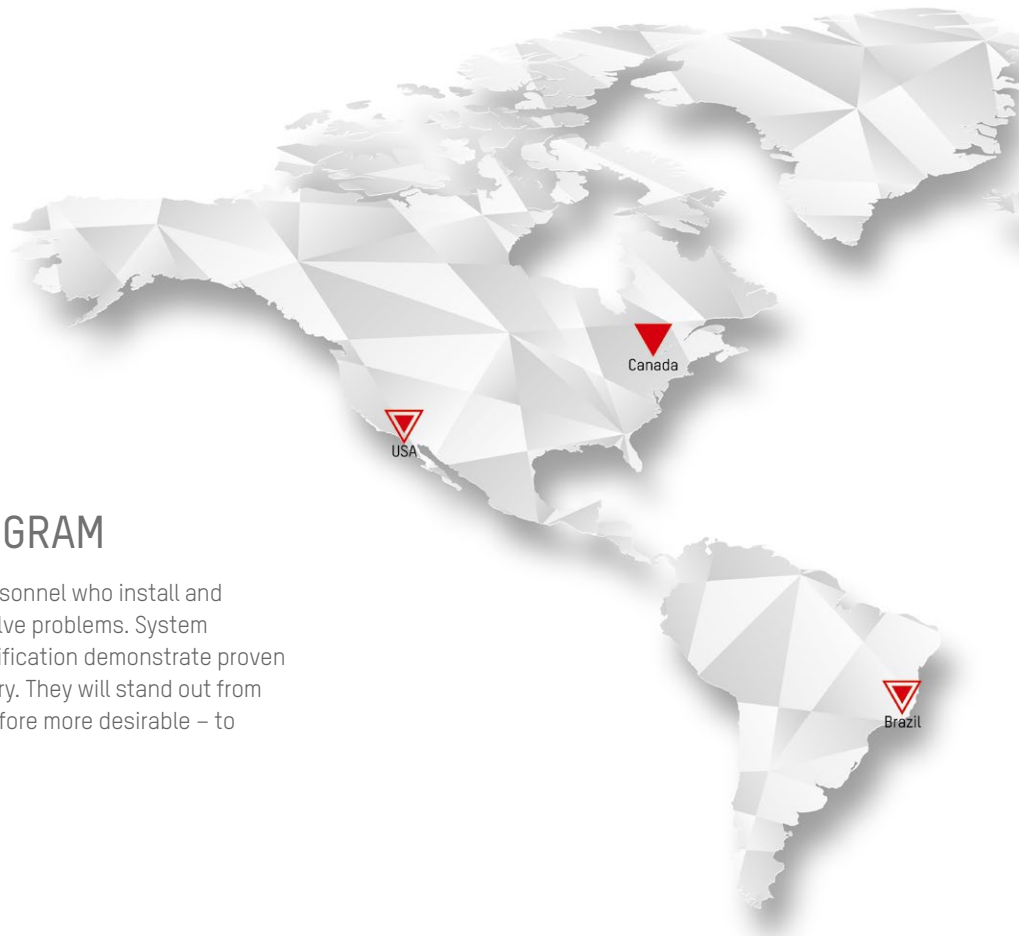
More than **185,000**
cameras and 26,000
back-end products
produced daily

Tonglu facility
over **320,000**
square meters



Hangzhou facility
over **100,000**
square meters

WHEN YOU PARTNER WITH HIKVISION, YOU PARTNER WITH GREAT CUSTOMER SERVICE AND SUPPORT NETWORKS



HIKVISION CERTIFICATION PROGRAM

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.

A GLOBAL BRAND WITH A LOCAL PRESENCE

The customer comes first at Hikvision. Long-lasting partnerships are fostered as Hikvision works with its customers to identify their needs and provide solutions that support their success. Hikvision continues to expand into new areas and markets and currently has 21 regional offices in countries around the world. 65% of Employees in Hikvision's International Business Department are locals working in their native regions. Hikvision's support team of regional sales managers, sales engineers, and technical service personnel all share the same goal of helping customers with their individual needs.



CORPORATE COMMITMENT

Hikvision is committed to both creating and protecting business value for its customers. Comprehensive products, solutions, and services customized for the end-user are essential in providing preeminent video surveillance for a particular industry.

- We continually expand our reputation in every area of the surveillance industry.
- Our worldwide presence continuously expands with increased support networks, product availability, and business partnerships.
- Hikvision provides critical solutions for every vertical market, every day.



Urban cities offer a wealth of opportunity and challenge. Hikvision helps keep this balance in check by enhancing the overall quality of security.



Hikvision helps business owners understand customer behavior, assess conversion rates, and improve management efficiency through smart camera features and other tools.



This constantly changing environment is known for its real-time needs. Hikvision's solutions keep travelers safe and transit running on time.



Those who deal in finance and securities are under a constant threat of loss and crime. Hikvision understands the unique needs of this industry and offers reliable solutions one can bank on.



Sports and entertainment enhance quality of life but can also draw exceptionally large crowds. Hikvision keeps an eye on large groups of fans to provide a safe public setting that doesn't interfere with enjoyment of the event.



Hikvision helps safeguard patients, healthcare providers, and visitors and provides a secure environment for hospitals and other medical facilities so that the patients' health remains the top priority.



An educational environment should be a safe haven for students, faculty, and staff. Hikvision protects learners and educators as well as the schools and academic facilities they use.



Commercial assets are vulnerable to theft and vandalism. Hikvision offers a wide range of effective and reliable solutions for the private sector so that the focus can remain on the business, not security.



Hikvision defends against burglary and break-ins to secure what you value the most.

GREAT PRODUCTS
GREAT PARTNERS

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Hikvision Corporate Brochure 2016

