

EMBRACING CONVERGENCE FOR SUCCESS

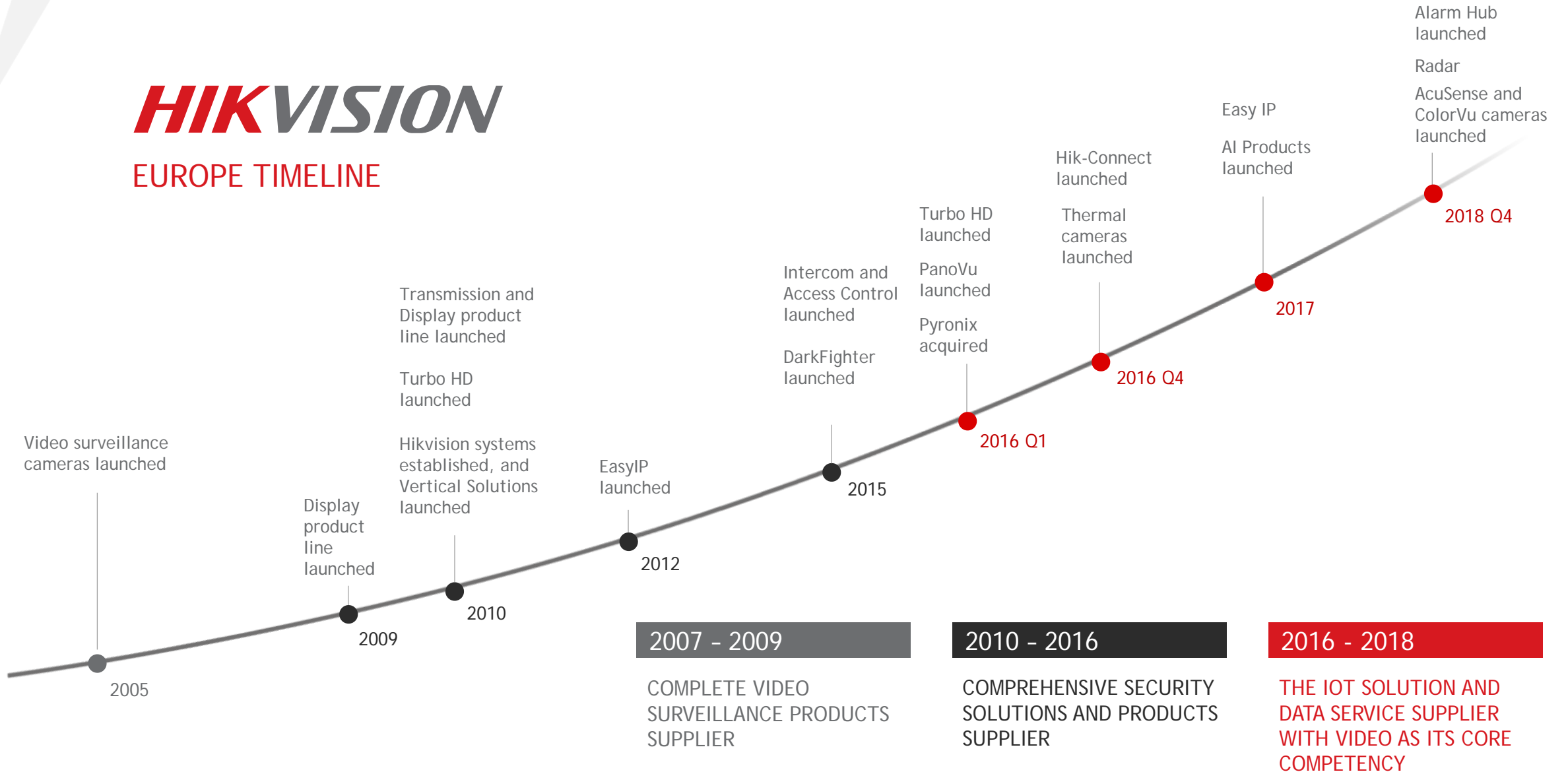


ROADSHOW 2019

HIKVISION

HIKVISION

EUROPE TIMELINE



EMBRACING CONVERGENCE FOR SUCCESS

Hikvision has been pushing the boundaries of what's possible in the security market for years, with numerous 'firsts' and breadth of innovation covering the security market and beyond.

World leader in complete surveillance solutions

\$ 6.65b

**SALES REVENUE
2017**

We employ more than

10,000

ENGINEERS

We hold more than

1,800+

PATENTS

HIKVISION

EMBRACING CONVERGENCE **FOR SUCCESS**

We see that convergence is
critical for success

IT SAVES
TIME

IT'S MUCH
EASIER TO USE
AND ANALYSE
OUTPUTS

IT SAVES
COSTS

IT'S SCALABLE
FOR FUTURE
SYSTEM
DEVELOPMENTS

HIKVISION

SO, WE'RE EMBRACING THE POTENTIAL OF
INTEGRATION FOR A PROSPEROUS AND
INNOVATIVE FUTURE...

WITH YOU.

HIKVISION

CONVERGENCE **AND** HIKVISION



BY PRODUCT

Our products work seamlessly together, being the building blocks for any solution.



BY SOFTWARE

Our complete, smart and open VMS platforms act as powerful tools to bring the outputs from all these products together.



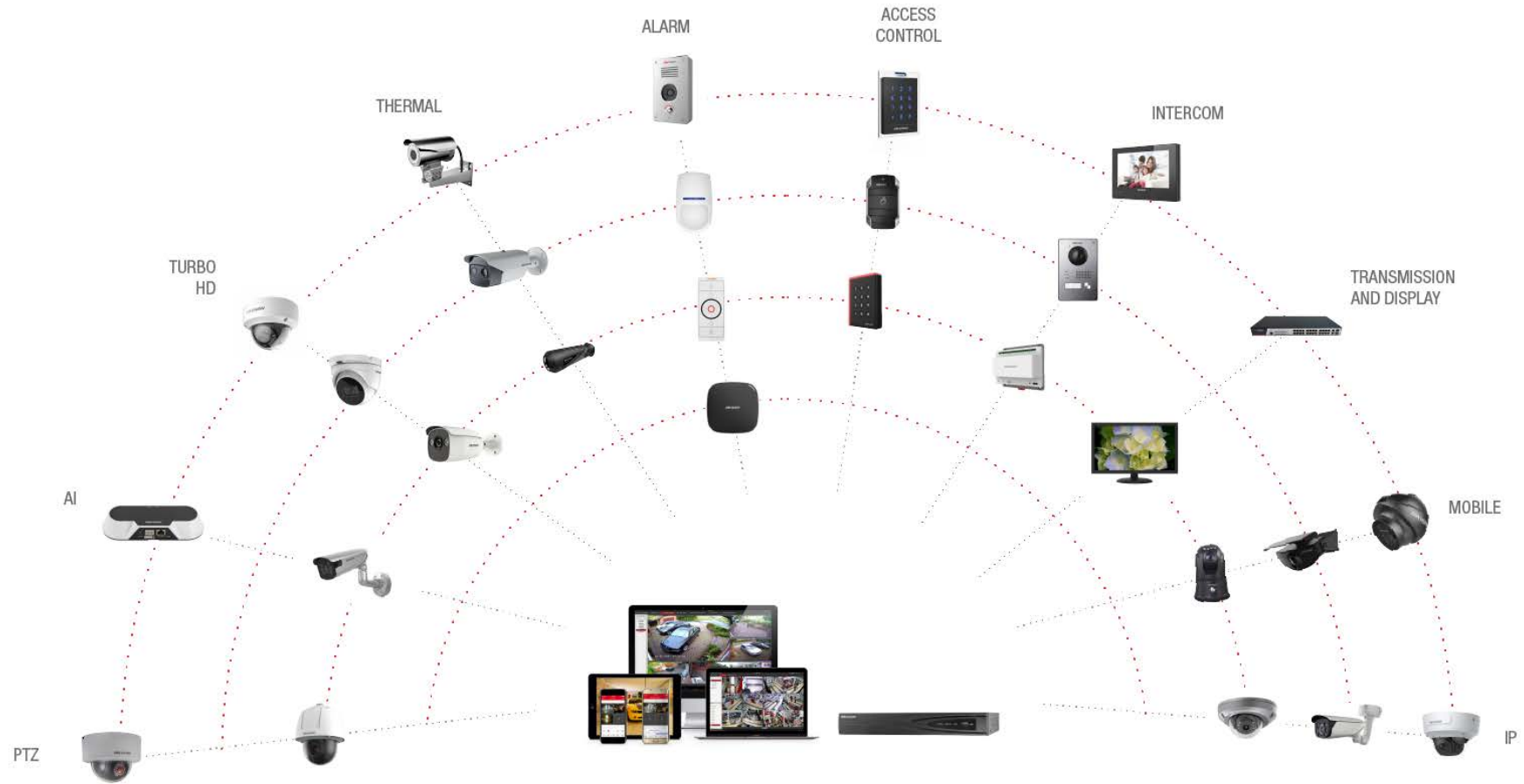
BY PARTNER

We work closely with numerous partners to ensure our systems are seamlessly Compatible.

EXPANDING THE POSSIBILITIES

Intrusion, alarm and access products are a more recent addition to our portfolio. These can also be integrated into one combined system.

PRODUCT OVERVIEW



HIKVISION

MARKET GROWTH

The market is changing and becoming greater and more varied. As technology is accepted into more applications, innovation comes to all parts of a scenario.

THE NUMBERS

VMS revenues in EMEA are predicted to rise from:

\$277.5m

2015

\$425.5m

2020

Intrusion, alarm and access markets are rising steadily, with EMEA revenues predicted to continue rising, for example:

Access Control

\$1,216m

2017

\$1,520m

2021

Intruder alarm equipment

\$1,014m

2017

\$1,132m

2021

CONVERGENCE IN THE SUPPLY CHAIN

Integration has benefits for the whole supply chain

DISTRIBUTORS

can be a one-stop-shop for whole solutions by stocking the full range of Hikvision products



CONVERGENCE IN THE SUPPLY CHAIN

Integration has benefits for the whole supply chain

INSTALLERS AND SYSTEMS INTEGRATORS

need look no further to
complete solutions that
work seamlessly together.
It's easy - just plug
and play

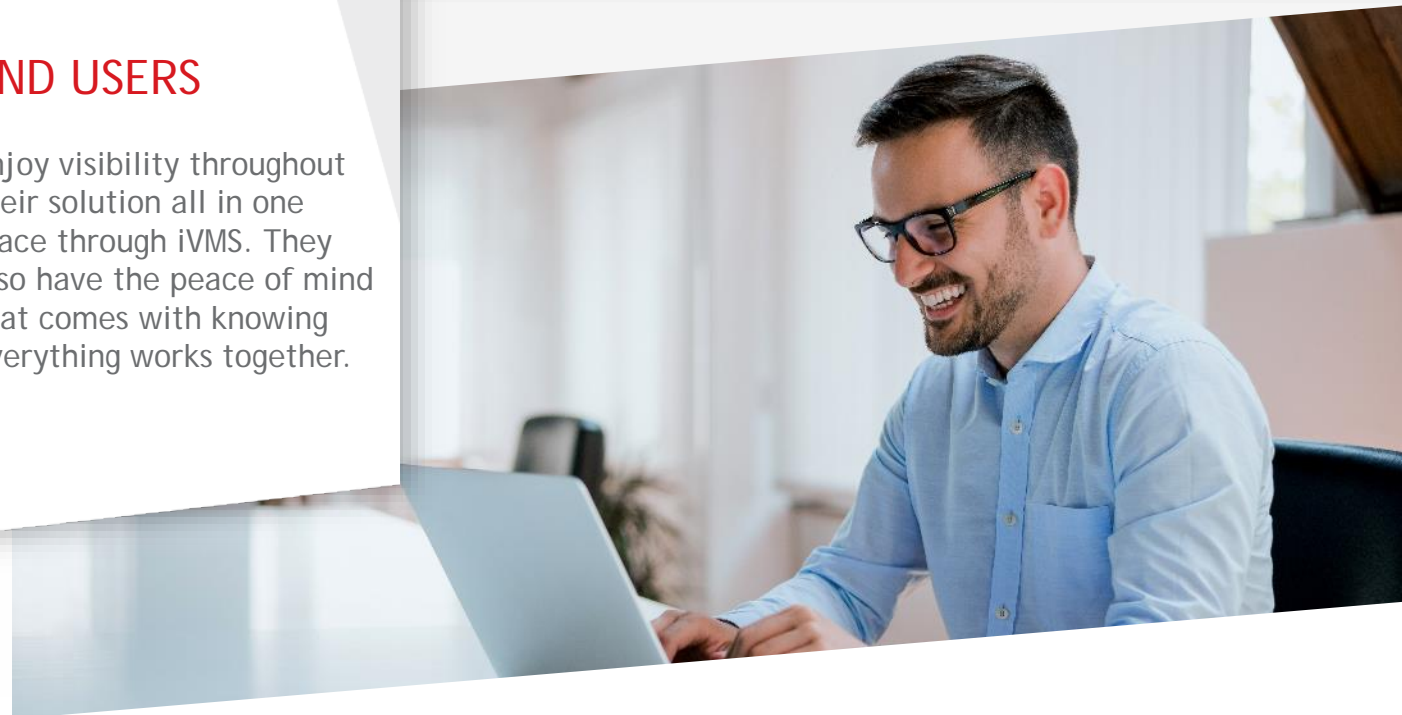


CONVERGENCE IN THE SUPPLY CHAIN

Integration has benefits for the whole supply chain

END USERS

enjoy visibility throughout their solution all in one place through iVMS. They also have the peace of mind that comes with knowing everything works together.



CONVERGENCE AND ARTIFICIAL INTELLIGENCE

It's not just security that can be enhanced by integration. Using the power of AI, solutions can also include:



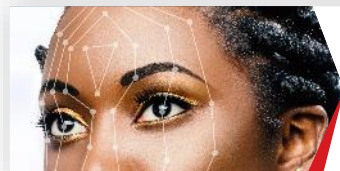
ENHANCED ALARM FILTERING

reducing the time and efforts wasted on false alarms



CUSTOMER SERVICE

with facial recognition identifying VIP customers, for example, and transaction overlays helping solve disputes



VEHICLE AND PERSONAL ACCESS

using facial recognition or other methods to confirm or deny access to car parks and buildings



TRAFFIC MANAGEMENT

using vehicle identification technology to maintain traffic flow and enforce regulations, for example in speed and parking.

THANK YOU

