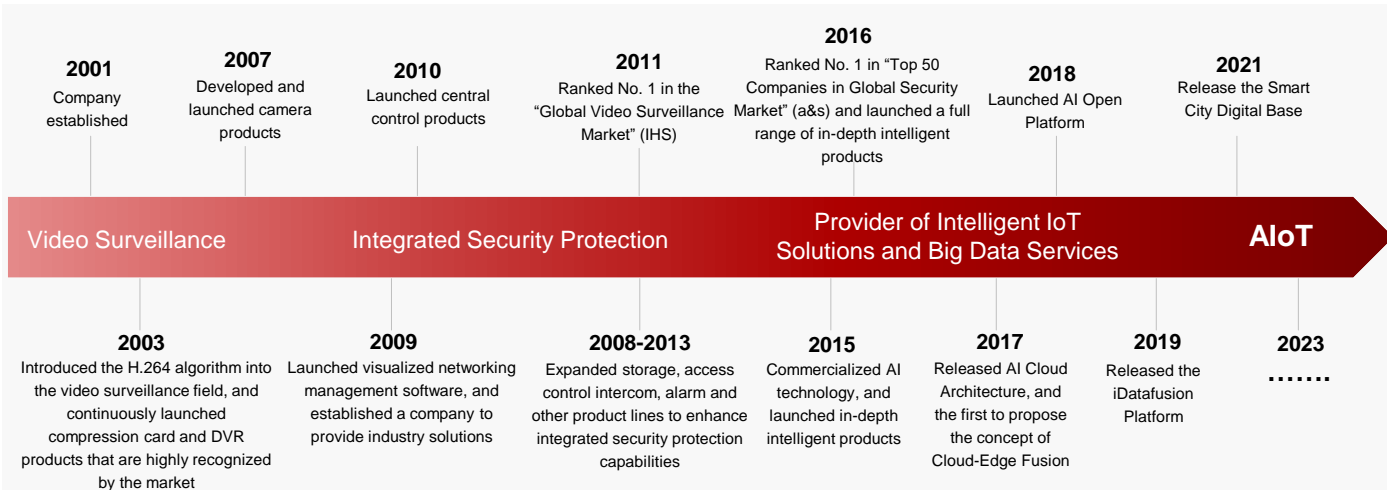


Our Company

Hikvision is a technology company focusing on technological innovation, with business covering more than 150 countries and regions around the world. Hikvision is committed to serving various industries through its cutting-edge technologies of machine perception, artificial intelligence, and big data, leading the future of AIoT: Through comprehensive machine perception technologies, we aim to help people better connect with the world around them; With a wealth of intelligent products, we strive to identify and satisfy diverse demands by delivering intelligence at your fingertips; Through innovative AIoT applications, we are dedicated to empowering every individual to enjoy a better future by building an intelligent world that is more convenient, efficient and secure.

Our History



Business Segments

PBG: Closely following the demands of customers and users in public services, we continue to enhance the capabilities of the "Perception Base, Intelligence Base and Data Base", enrich industry service items, and strengthen systems engineering capability, thereby contributing to the digital transformation of industries and cities. Main application scenarios: public safety, transportation, urban governance, people's livelihood services, ecological environmental protection and other fields.

EBG: Continuously refining digital enterprise solutions integrating enterprise informatization, equipment & facilities connection and intelligent scenarios IoT. We support industrial technology innovation and application, and serve the implementation of digital applications in thousands of industries. Main application scenarios: energy and metallurgy, industrial and commercial enterprises, financial services, smart buildings, education and other industries.

SMBG: We create a Generic-Security Industrial Internet product matrix, which is comprised of two mainline platforms: SMBG-SII HikLink and Hikvision SMBG E-commerce, it empowers channel customers, project contractors and ecological partners to develop intelligent omni-scenario IoT solutions.

Overseas Business: We have established sales and service channels all over the world, and ushered in the stage of localized marketing based on the "one country, one strategy" tactic. The overseas business is mainly based on product sales. We are also expanding solution sales to provide customers with products and overall solutions.

Innovative Businesses: The innovative businesses camp includes EZVIZ Network, HikRobot, HikMicro, HikAuto, HikSemi, HikFire, HikRayin and HikImaging. The solid development and growth of innovative business has continuously injected new impetus into the long-term stability and sustainable development of the company.

Core Competitiveness

Demand in the AIoT industry has always been **fragmented and scenario based**. In the past 21 years, Hikvision has gradually built up core capabilities to meet the fragmented industry needs in various aspects such as innovative products, efficient manufacturing and global marketing networks:

Innovative products: The products are diversified and customized, forming on-demand solutions for various industries

- More than 30,000 models of hardware equipment, more than 200 software products
- Combined application of machine perception, AI and big data

Efficient manufacturing: An agile and flexible manufacturing system to meet the large scale demands of multiple small-lot production

- Nearly 10,000 orders per day with an average of 40 products per order, generating more than 4,000 production batches
- Global manufacturing base and logistics center to ensure product delivery capabilities

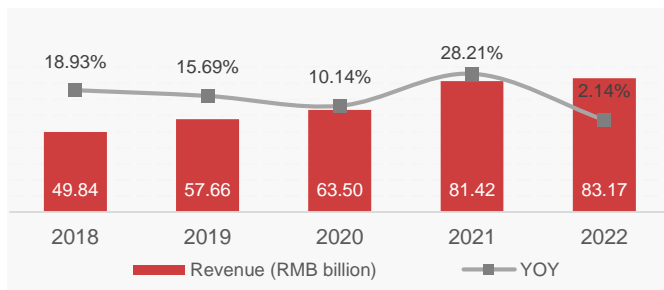
Global marketing networks: Covering more than 150 countries and regions around the world, we are committed to responding to customer needs in a timely and efficient manner

- 32 provincial business centers, 300+ city branches covering most cities across China
- 22 regional functional centers and 72 corresponding branches overseas

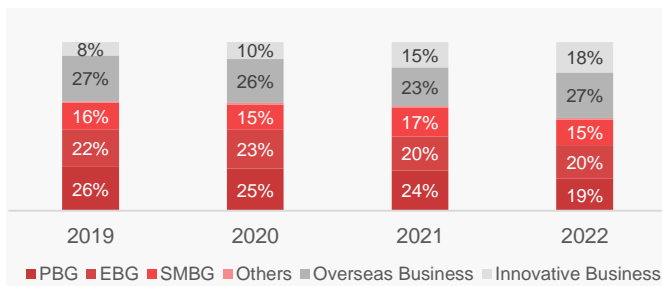
Long-term Value Creation

- ◆ **High quality scale growth:** 2010-2022 revenue CAGR **29.89%**
- ◆ **Stable profit growth:** 2010-2022 net profit attributable to owners of parent company CAGR **23.18%**
- ◆ **Sustainable shareholder return:** Since 2010, the company has distributed a total of **RMB 49.76 billion** cash dividends

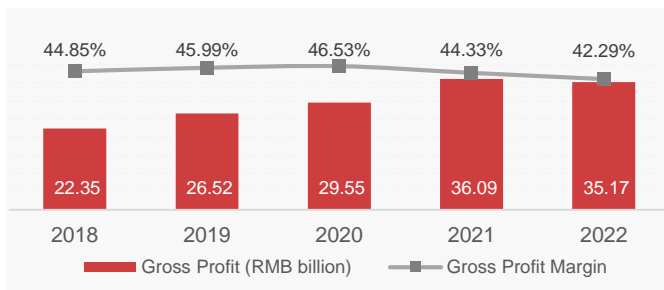
Revenue



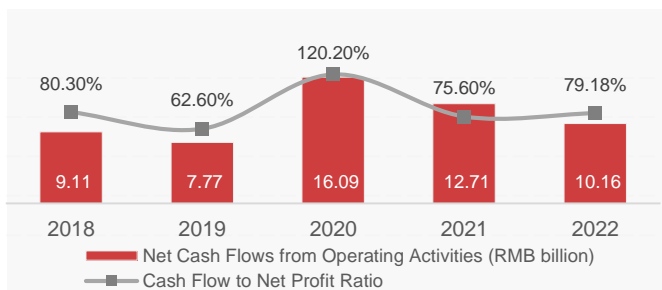
Revenue Structure



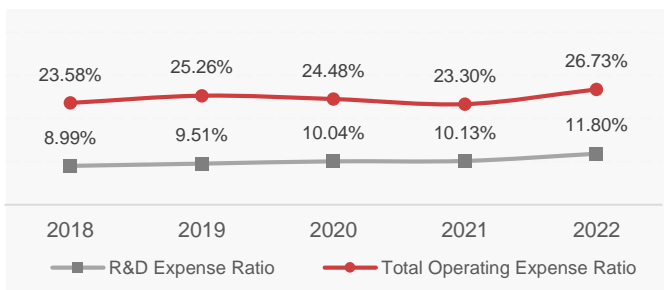
Gross Profit & Gross Profit Margin



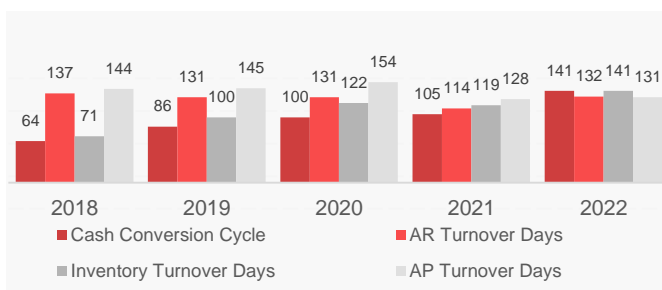
Cash Flow to Net Profit Ratio



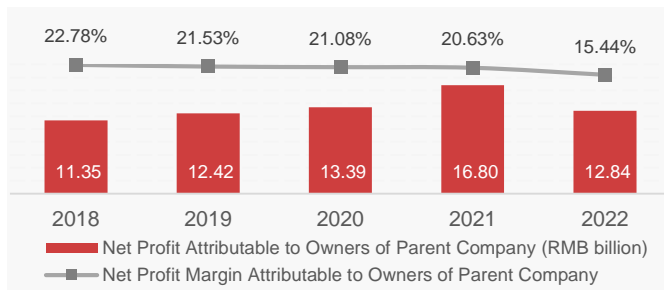
R&D Expense Ratio & Total Operating Expense Ratio



Cash Conversion Cycle



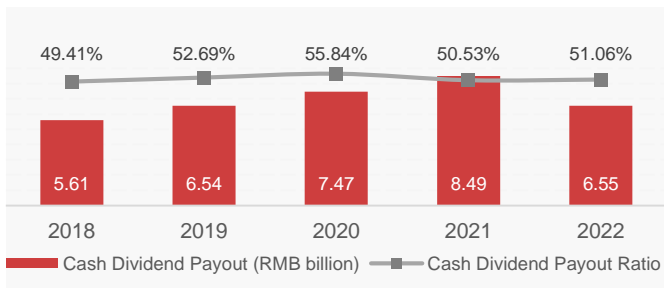
Net Profit Attributable to Owners of Parent Company



Weighted Average Return on Shareholder's Equity



Cash Dividend Development



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