

Innovating, Building, Achieving Together

Hikvision Corporate Brochure 2021

Distributed by



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# INNOVATING, BUILDING, ACHIEVING TOGETHER

**HIKVISION**



# ABOUT HIKVISION

Hikvision is an IoT solution provider with video as its core competency.

## 🕒 Vision

Empower vision for the security and sustainable growth of the world

## 🕒 Mission

To explore innovative ways to better perceive and understand the world, to empower vision for decision-makers and practitioners and work together to enhance safety and advance sustainable development of the world

## 🕒 Values

- Dedicated to customers' continual success
- Adding value to companies and communities
- Acting with honesty and integrity
- Pursuing excellence in every endeavor

Collaborating with customers and business partners, Hikvision aims to develop advanced technologies that help people around the world to analyze information, anticipate problems, and make informed and intelligent decisions.

We continually explore ways to better perceive and understand the world through technology, and to bring new insights and new wisdom to customers, decision-makers, and practitioners. Our ultimate goal is to support actions and decisions that enhance safety, and advance the sustainable development of communities globally.

Crucially, we are dedicated to creating value for our clients, including safety and security for people everywhere, and we are committed to responsible business practices through openness and transparency. We also place the highest value on our leadership in the security, cybersecurity, and information industries, and we constantly strive to move forward with integrity.



# AN INDUSTRY PIONEER

## Security Industry Market Leader

Hikvision is the industry's leading manufacturer of security devices, and cameras in particular. Our company has been expanding at an average growth rate of 33.21% each year since 2010. We achieved total revenues of \$9.20 billion in 2020, with more than 10% growth in revenue compared to the previous reporting year.

Hikvision's capabilities and performance in the security and smart video industries have meant that it was recognized as the No. 1 video security products provider worldwide by IHS Markit/Omdia for the 9th consecutive year and No. 1 in aSs Magazine's "Security 50" from 2016 to 2020.

From the early digital age to today's era of intelligence, automation, and all-dimensional perception, we have seized every opportunity to advance the security industry with our innovative technologies and business strategies.

## Driving Innovation of Leading Technologies and IoT Solutions

Hikvision is evolving as an IoT solution provider with video as its core competency. Focusing on IoT, big data, and AI solutions, the company provides a complete technology architecture, from perception layer, through data fusion, and on to application.

With our large and highly skilled R&D workforce, Hikvision has explored comprehensive perception technologies, covering X-ray, infrared ray, millimeter radar, and multispectral imagery, as well as humidity, smoke, and gas pressure detection. In addition to security, we extend our reach to smart home technology, industrial automation, automotive electronics, fire detection, infrared sensing and alarm technologies, and intelligent storage industries.

Hikvision's solutions have been applied in a wide variety of industries - such as energy, metallurgy, financial services, education, healthcare, as well as in commercial enterprises, and communities - empowering digital transformation in all of them. Hikvision is committed to helping construct smart cities and digital enterprises with cloud-edge integration, data fusion, and AI empowerment.

## Global Operations

Hikvision has established one of the most extensive regional networks in the industry, comprising 66 international subsidiaries and branch offices to ensure quick responses to the needs of customers, users, and partners.



33.21%

Compound annual growth rate from 2010 to 2020.

20,000+

R&D engineers among 42,000+ employees

Technology partners

2000+



66



International subsidiaries and branch offices

150+



Hikvision products are used in 150+ countries and regions

Over 10 %

of annual revenue invested in R&D

11



R&D centres worldwide including Montreal, Canada, and London, UK

4,600+

Patents



# BUILT ON A SOLID FOUNDATION

## Our Commitment to Innovation

With years of research and development, we have accumulated numerous world-leading patented technologies and built a highly sophisticated R&D team. In 2020, Hikvision devotes over 10% of our annual sales revenue to research and development – this level of investment has enabled us to sustain long term research and innovation, and to stay at the forefront of the security industry.

Hikvision has also developed tremendous strength in the Artificial Intelligence (AI) field, and we have extended a range of AI algorithms to our AI Cloud. This is a distributed computing network that combines the advantages of both Cloud Computing and Edge Computing. This migration of AI capabilities to the AI Cloud is powering a new age for AI solutions at the company.



Imaging Technology



Artificial Intelligence



Cloud Computing



Multi-Dimensional Perception



Big Data



Video Codec

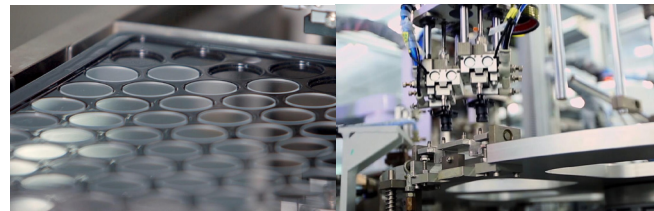
### CORE TECHNOLOGIES

## Quality Control

In-house product manufacturing at Hikvision ensures total control over product quality: from design to manufacturing, and to the service we ultimately provide for our customers. Based on a “reliability first” principle, we have established a strict quality management regime based on compliance with the following key systems and protocols:

- Quality Management System: ISO9001
- Research & Development Management System: CMMI-5
- Environmental Management System: ISO14001
- Occupational Health and Safety Management System: ISO45001
- Laboratory Management System: ISO17025
- Information Security Management System: ISO27001
- Hazardous Substance Process Management System: QC080000
- Supply Chain Security Management System: ISO28000

Hikvision’s manufacturing bases are located in Hangzhou, Tonglu, and Chongqing, China, with international manufacturing locations in India, Brazil and UK. Fully automated SMT production lines and machine vision products are incorporated to ensure premium quality products, flexible production, and punctual delivery to meet the unique development needs of our various business units.



## Leading the Industry in Cybersecurity

Hikvision is investing significant resources in setting new standards for the security industry in the area of cybersecurity. We are committed to supporting and adhering to internationally recognized cybersecurity standards and best practices.

To further enhance the security of our products, we have implemented ‘Secure-By-Design’ manufacturing and testing processes from end to end. This ensures that all of our products are designed and engineered to minimize cybersecurity risks, and tested rigorously to expose and address potential vulnerabilities before products are delivered to market.

In addition to these comprehensive cybersecurity measures, Hikvision’s dedicated cybersecurity response teams ensures that we can respond quickly and effectively to support customers in the event of a cybersecurity incident.

Our major achievements in establishing product security include:

- **Enterprise Security Certificates**
  - ISO 27001 Information Security Management
  - ISO 28000 Supply Chain Security Management
- **Authoritative Product Security Certifications**
  - FIPS 140-2: The U.S. Government Federal Information Processing Standard by the National Institute of Standards and Technology.

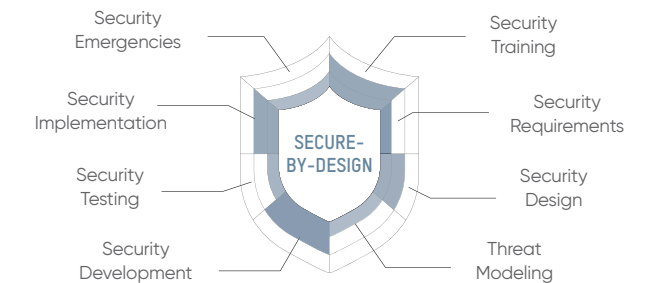
- Common Criteria ELA 2+: One of the most widely recognized international standards in information technology security.

### • Cybersecurity Training and Support for Installers

- At Hikvision, we understand that cybersecurity is a three-way responsibility for manufacturers, installers, and customers. To ensure that our products are installed safely in customer networks in a way that minimizes the risk of a data breach or other security incident, we offer a range of training opportunities and resources for our installers globally

### • A Valued Contributor to the CVE Vulnerability Library

- As a “CVE Numbering Authority”, Hikvision is one of a very small family of companies around the world who collaborate to maintain the CVE Vulnerability Library. As part of this select community, we help cybersecurity practitioners and stakeholders to create stronger cyber defences, and to protect their organizations and customers.





# MAXIMIZING VALUE FOR OUR CUSTOMERS

Hikvision continually strives to maximize value for our customers with innovations that drive security and efficiency in cities and communities, at home and at work. Above all, we aim to innovate and apply technology in ways that contribute to the health and prosperity of people around the world.

## Empowering Innovative, Highly Efficient Cities and Enterprises

AI-enabled smart video solutions are helping cities, businesses, and communities to accelerate their digital transformation journeys, automate costly manual processes and make smarter, faster decisions.

We support these outcomes for our customers with a range of smart video solutions designed for specific verticals and use cases. Using our solutions, for example, cities can optimize traffic flow at peak times to reduce congestion and improve air quality. Logistics parks can maximize throughput and automate goods and order tracking from end to end. And retailers can better understand foot traffic in their stores to optimize their merchandising strategies.

Together, these capabilities enable more efficient, greener, safer operations that deliver more value and better experiences for customers and communities worldwide.



## Protecting People, Places, and Assets

Hikvision provides solutions that boosts security for cities, businesses, government organizations, homeowners, and members of the public. To do this, we focus on creating advanced security products and solutions that automate routine monitoring tasks, and support faster, more effective responses to a broad range of incidents. In this way, we help to keep people and assets safe in a wide range of situations and scenarios.

Critically, we strive to make advanced security solutions accessible to all by continuing to drive down total cost of ownership. By making our solutions available directly to consumers, we help to make homes and businesses safer, smarter, and more efficient around the world.



## Making Advanced Security Accessible for Homeowners and SMBs

SMB and homeowners often have to do a lot of security 'heavy lifting' – monitoring video footage manually, and responding to many false alarms.

Hikvision is making things better with advanced security solutions that are easy, reliable, and affordable for everyone. With our AI technology, for example, alarms are only triggered when a person or vehicle pops into the camera view – allowing homeowners and SMBs to focus 100% on real threats. We have also integrated low-light technology into our home and SMB solutions to provide vivid color images – even at night.

Add our wireless alarm system detectors to the mix and homeowners and SMBs can detect break-ins, smoke, water leaks, and other risk factors – with real-time alerts sent instantly to their mobile phones.



# OUR CORPORATE RESPONSIBILITY COMMITMENTS

We believe that our technologies have the power to drive social progress and to improve quality of life for people and communities everywhere. However, achieving these same goals requires an unwavering commitment to environmental sustainability, corporate good governance, and broad commitments to social responsibility.

## Our Commitments to Our Customers and Communities

Understanding the role of business and technology for driving progress and for increasing living standards, we work closely with partners, employees, customers, suppliers, and partners on social welfare and environmental protection projects.

Hikvision technologies, such as IoT, big data and AI, are being put to work in a range of sectors, including transportation, energy, agriculture, ecological protection – empowering greater efficiency and improved economic and environmental outcomes. We are also proactively investigating the needs and pain points of customers across all industries, helping us to continually improve our products and services, reduce our carbon emissions, and develop technologies that contribute to a better future.

## Green Operations

While improving its product and services, Hikvision always adheres to the concept of green operation to help balance the sustainable common development of society progress and ecological harmony. In the course of market planning and business upgrading, we have actively explored low-carbon initiatives, strengthened the R&D and application of clean

technologies, optimized resource management, and promoted environmental awareness.

All these efforts help to minimize our impact on the environment and contribute to ecological harmony. As we are all aware, green development will be key to a sustainable and bright future.

## Protecting Nature and Biodiversity with Technology

Hikvision is committed to providing innovative technologies and resources to support environment and biodiversity research and protection. This is key to our efforts to safeguard a more harmonious relationship between communities and the environment, and to contribute to a more sustainable ecosystem.

Hikvision helps to protect the environment with visual monitoring technology and other solutions to gain insights for ecological and environmental authorities to improve the response mechanism to air pollution. We also strive to protect lakes and rivers by monitoring waters such as the Three Gorges Dam, and by supporting long-term protection and dynamic water management.

We work closely with our customers and NGO partners to help them manage and monitor nature reserves through digital information projects and video security projects, in a bid to prevent hidden dangers such as fire, and to improve nature protection responses.



For example, a Hikvision-powered grass-fire monitoring and emergency response system has been used in China's Hebei Province; and our thermal imaging technology is helping the country's Deqing County to prevent forest fires.

Protecting wildlife is also a focus, and our long-distance, high-resolution video monitoring system is used to protect wild animals and the natural landscape at the source of the Yangtze River, Yellow River, and the Lancang River (on the Qinghai-Tibet Plateau in China). And our smart video technologies are also used in protecting wildlife at Kariega Game Reserve in South Africa.

## Our Dedication to Social Advancement

Over the years, Hikvision has been committed to supporting social concerns, taking actions to promote sustainable development of communities, and society as a whole. We encourage and help employees organise to participate in various social welfare activities, and to devote their passions and efforts toward improving people's livelihood.

## Employee Empowerment and Support

People are the primary resource in any enterprise, and Hikvision is no exception. As well as providing our employees with a safe and comfortable working environment, we also provide platforms and training to help them achieve their personal and professional goals.

We honor and safeguard the equal legitimate rights and interests of all employees in employment, compensation, benefits, and many other aspects – adhering to a strong commitment to diversity and inclusion. We believe that every employee deserves respect, acknowledgement, and kindness.

Employee safety is also a top priority for us, and we strive to continually improve the occupational health and safety of our employees across all roles and regions.

Based on our commitment to employee wellbeing and development, we have been awarded multiple 'good employer' awards.



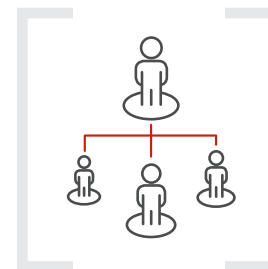


**TOGETHER  
WE CAN GO FURTHER**

Hikvision believes that close collaboration with our ecosystem of partners is needed to further accelerate innovation and development in the security industry, and to create maximum value for our customers and their communities.

Our partner ecosystem includes an impressive range of channel partners, technology partners, service providers, laboratories, consultants, and industry bodies.

### Channel Partners



Our go-to-market model is based on indirect sales via channel partners. The core elements of its channel partner program are the Dealer Partner Program (DPP) and the Value Added Solution Partner (VASP) Program. Our channel partners enjoy access to a wealth of technical and commercial resources, along with the benefits that stem from strategic marketing through our communications channels.

### Technology Partners



Another cornerstone of our partner ecosystem is the Technology Partner Program (TPP). This is a platform for collaboration between Hikvision and our technology partners, allowing us to combine our expertise, skills, technological understanding, and industry focus to deliver optimum solutions for our customers. Additional aims are to expand the scope of our offerings and business activities, and to increase our profitability. The integration of our innovative video technology with the technologies born out of these programs ensures that customers can access secure, customized solutions that meet their business needs.

### Open Technologies that Foster Collaboration



Hikvision has opened up our hardware and software products to enable easy and sustainable integration with partner technologies. Additionally, we engage with a broad range of partners to support seamless integration between platforms and products, and to meet the specific business needs of customers.

Our partners include IoT hardware companies, software solutions providers, application developers, platform service providers, and solution developers.



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