

**HIKVISION**  
海康威视

# HANGZHOU HIKVISION DIGITAL TECHNOLOGY CO., LTD.





## PHILOSOPHY

- Professionalism
- Integrity
- Honesty

## 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 around the world.

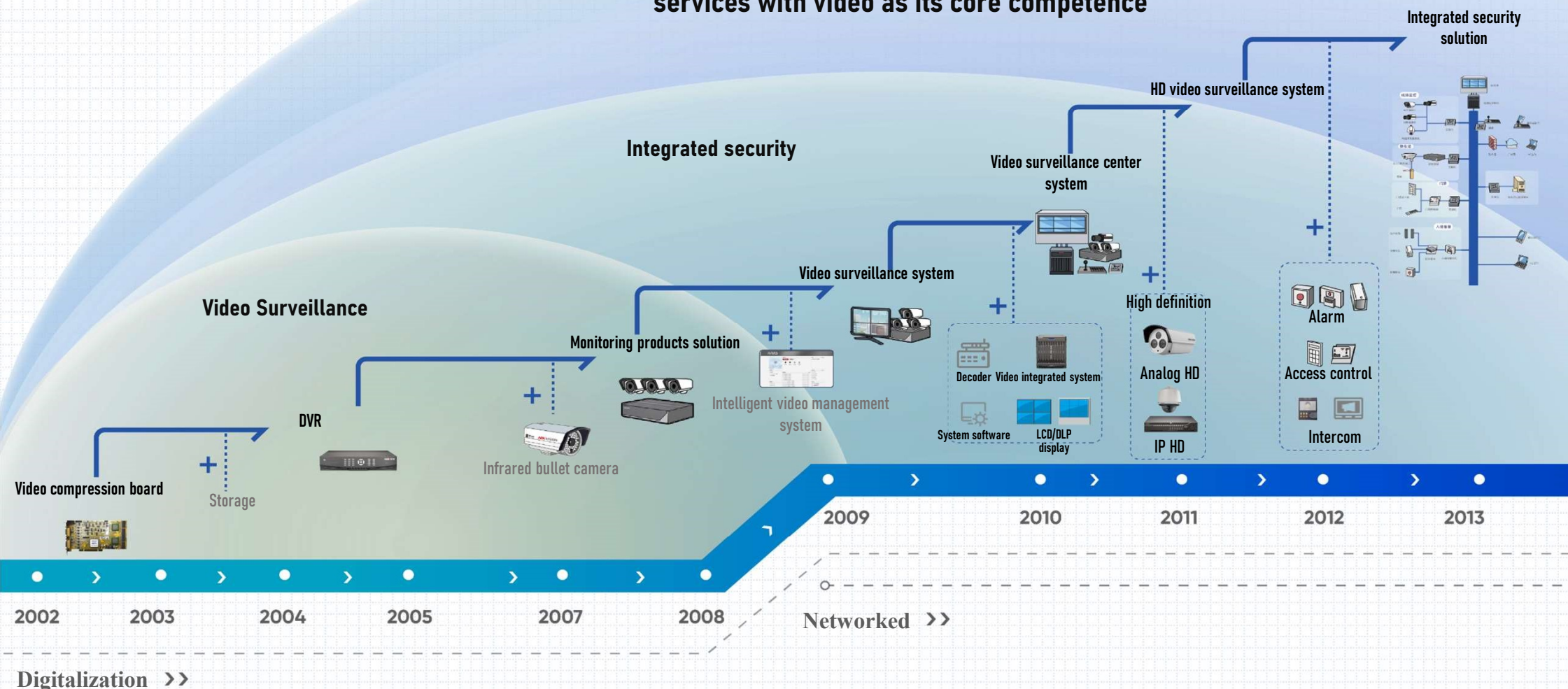
Hikvision is committed to serving a wide range of industries through IoT, perception, AI, and big data technologies, **leading the future of AIoT**

Through comprehensive perception technologies, we aim to help people better connect with the world around them, building the foundation of an intelligent world.

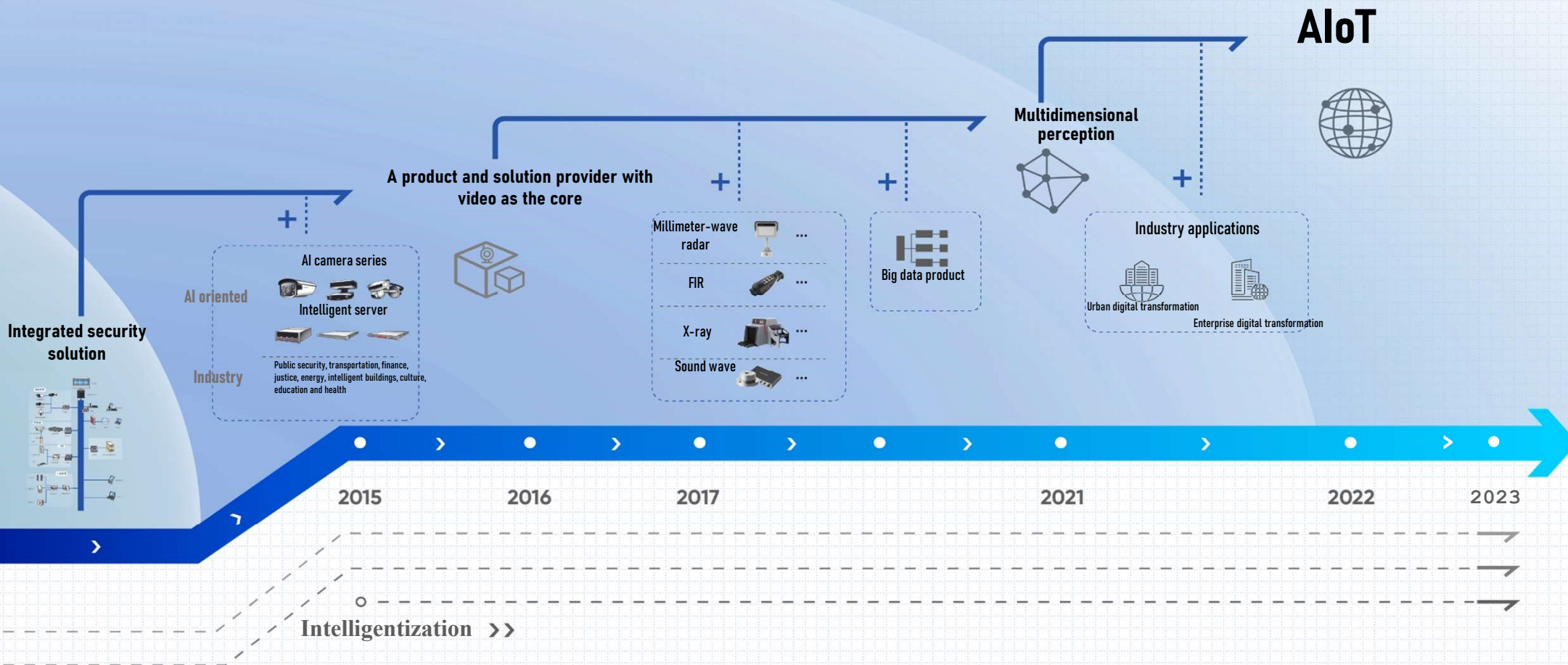
With a wealth of intelligent products, we strive to identify and satisfy diverse demands by delivering intelligence at your fingertips.

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.

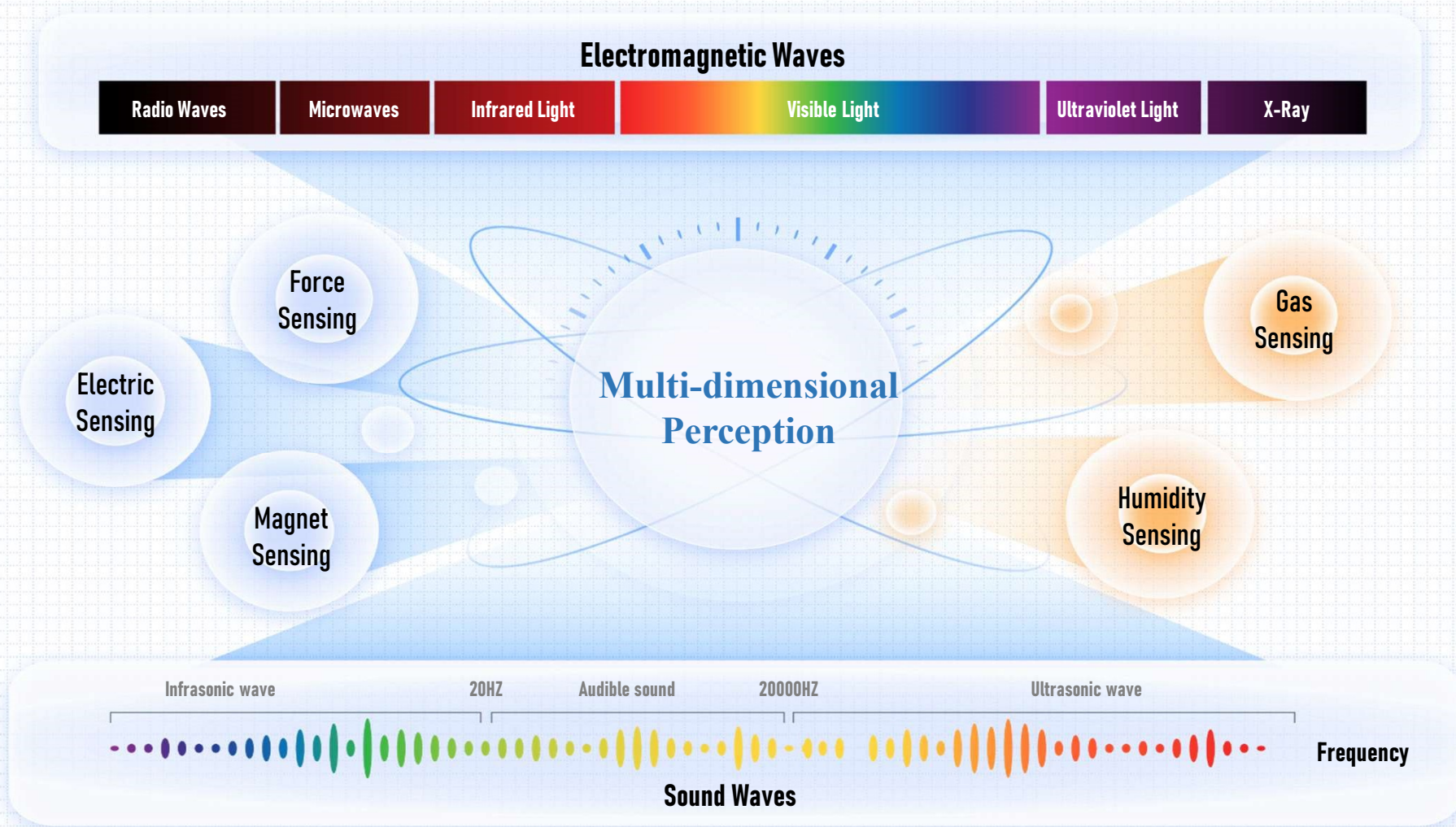
**A provider of Intelligent IoT solutions and big data services with video as its core competence**













# Systems

Fundamental products				General products				Industrial products										ALGORITHM		MODEL			SERVICE
Intelligence	AI software	Data	Big data software	Integrated security software	Supervision and command software		Traffic police software	Transportation software	Public security software	Government software	Judicial software	Business and industry software	Smart building software	Energy and metallurgy software	Education and teaching software	Culture, education and health software	Financial services software	Smart parking software	Object detection	Classification	Transportation industry	Government industry	Data engineering services
	Cloud computing software	Cloud storage software	Perception networking software	AR/VR and display control software	4D space-time operating environment														Image segmentation	Image comparison	Culture, sport and health industries	Business enterprises	System O&M services
Storage and computing		IoT	Intelligent operation and maintenance software															...	...	Traffic police industry	Judicial industry	Public security	Business Operations Services

# Devices

COMPREHENSIVE PERCEPTION	ENHANCED CONNECTIVITY	ENHANCED STORAGE AND COMPUTING	ENHANCED DISPLAY	ENHANCED INTERACTION	CONTROL AND EXECUTION	INNOVATIVE BUSINESS			
<ul style="list-style-type: none"> <li>Video perception</li> <li>Audio sensing</li> <li>Spectral detection</li> <li>Fiber optic sensing</li> </ul>	<ul style="list-style-type: none"> <li>Switches</li> <li>Wireless</li> <li>IoT gateways</li> </ul>	<ul style="list-style-type: none"> <li>DVR/NVR</li> <li>Storage</li> <li>Edge computing</li> <li>Servers</li> </ul>	<ul style="list-style-type: none"> <li>Small pitch</li> <li>Micro pitch</li> <li>LCD</li> </ul>	<ul style="list-style-type: none"> <li>Smart screen</li> <li>Classroom communication</li> <li>Videoconferencing</li> </ul>	<ul style="list-style-type: none"> <li>Access control</li> <li>Intercom</li> <li>Channel</li> <li>Alarm</li> </ul>	Intelligent home cameras	Bi-spectrum PTZ cameras	Solid state disks	Security inspection
...	...	...	...	...	...	Intelligent locks	Temperature measurement	Memory cards	Industrial inspection
...	...	...	...	...	...	Industrial cameras	PTZ dome cameras	Smart fire protection	MIS
...	...	...	...	...	...	Industrial code readers	Intelligent driving controllers	Traditional fire protection MIP	
...	...	...	...	...	...	Industrial radars			

# Modules

 Multimodal biometric identification	 Multispectral line scan camera	 Line laser stereo cameras	 Laser microscope stereo camera	 Temperature measurement detector	 Uncooled long-wave infrared temperature measurement module	...
 Lossless compression camera	 Refrigeration camera	 Pixel shift camera	 Intelligent code reader	 Human temperature measurement module	 Security detector	 Scattered structured light stereo camera

# Detectors

 Traffic parameter acquisition radar	 Safety warning radar	 Road gate radar	 Life sign monitoring millimeter wave radar	 Fall detection radar	 Level meter radar	 Volumetric imaging radar	 4D imaging millimeter wave radar	 Land-based/shore-based area radar	...
 Security warning radar video	 Traffic flow radar video	 Event detection radar video	 All-in-one radar PTZ camera for event detection	 Laser security radar	 Geomagnetic device	 Ultrasonic detector	 Uncooled long wave infrared detector	...	



# CITY-BASED DOMESTIC MARKETING SERVICE NETWORK

DOMESTIC MARKETING SERVICE NETWORK

32

Provincial business centers

300+

City branches and offices

300+

Local service centers

4

Customer Contact Centers (Hangzhou, Wuhan, Suzhou, Xi'an)

3,000+

Partners and authorized service providers





# STATE-CENTERED INTERNATIONAL MARKETING SERVICE NETWORK

INTERNATIONAL MARKETING SERVICE NETWORK

Our business operates in

**150+**

Countries and regions

**80**

Branches, subsidiaries and offices

**200+**

Authorized Local service providers

**17**

Overseas logistics centers

**13**

Overseas call centers





## Public Service Business (PBG)

Enterprise digital transformation: Public safety, traffic regulations and management, urban governance, emergency environmental protection...



14%

## Enterprise Business (EBG)

Enterprise digital transformation: Energy and metallurgical industry, Industrial and commercial enterprises, Intelligent buildings, Education and teaching, financial services, culture, sports and health...



18%

Domestic main business

## SMB Business (SMBG)

SMBG HikLink and SMBG E-commerce...



14%

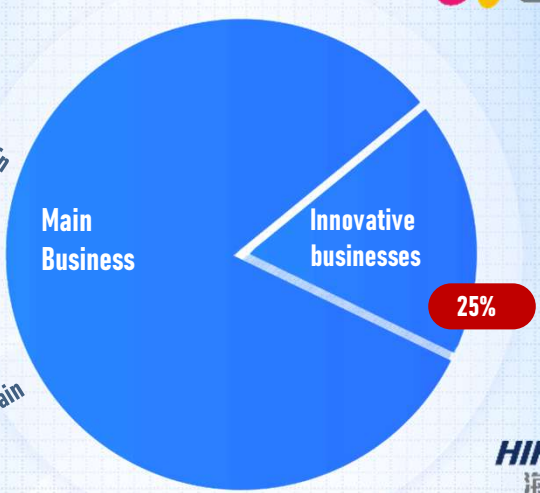
## 150+Countries/regions

Promote distribution business and industry business with "one country, one policy"...



28%

Overseas main business



**HIKROBOT**

A global product and solution provider of machine vision and mobile robot



Smart home services + IoT Cloud Platform



A product and solution provider of infrared technology



Intelligent driving, millimeter wave radar, Lidar...



Solid-state hard disks, front-end storage, embedded storage and flash memory application...



One-stop fire safety system solutions and fire management service solutions...



Professional integrated solution provider of intelligent security inspection and industrial inspection based on X-ray



Component solution provider of medical endoscope, digital medical, micro camera system

Note: Data as of June 30, 2024



## Intelligent Production from small-batch production to multi-batch and large-scale manufacturing



Efficient and agile information systems



Flexible, collaborative and automated equipment



Smart and flexible warehouse system



Intelligent scheduling system



Hangzhou  
Tonglu



Hangzhou  
Binjiang



England

## Expansion of Manufacturing Bases

extension and construction of manufacturing  
bases



Chongqing



Wuhan



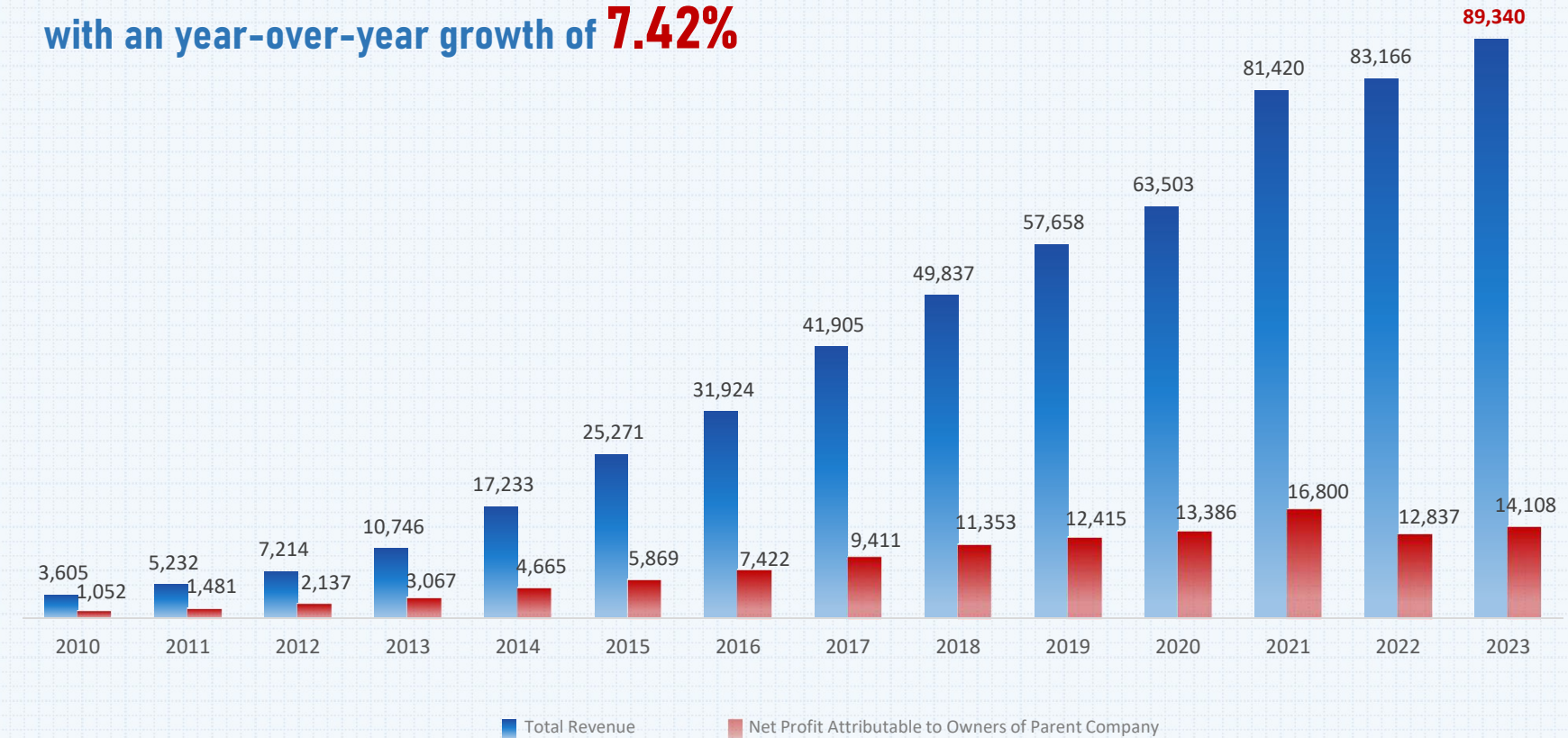
India

Brazil





Total Revenue in 2023 was **RMB 89.3 billion**,  
with an year-over-year growth of **7.42%**





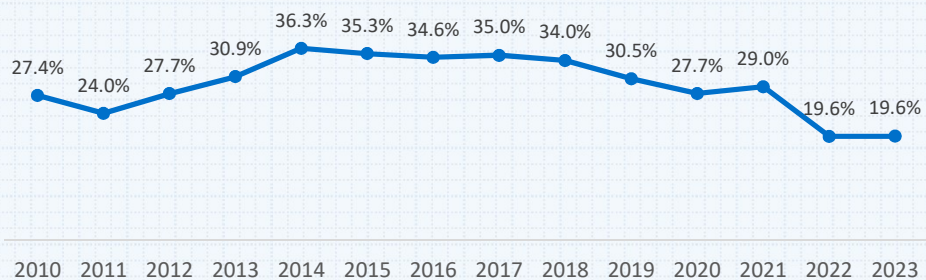
**Comparative Advantage**  
**Gross Profit Margin**



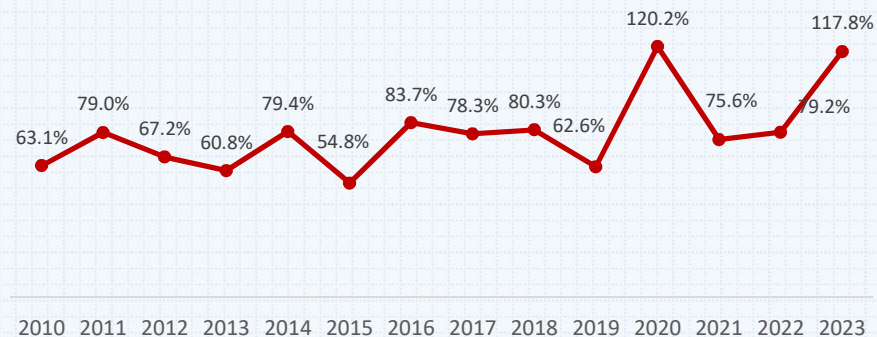
**Efficient Management**  
**Operating Expense Ratio\***



**Stable Returns**  
**Weighted Average ROE**



**High Quality Growth**  
**Cash Flow to Net Profit Ratio**



\* Operating expenses here refer to the sum of R&D, management and sales expenses



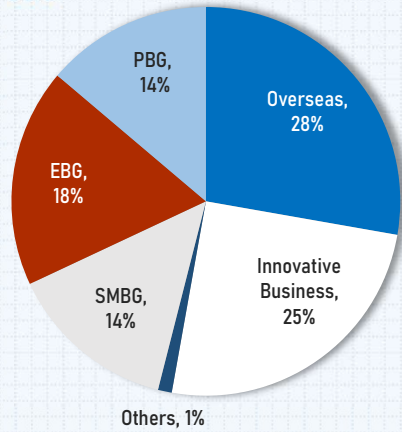
Unit: RMB million

	2023 Q3	2024 Q3	YoY Changes*	2023 Q1-Q3	2024 Q1-Q3	YoY Changes*
Revenue	23,704	23,782	0.33%	61,275	64,991	6.06%
<i>Gross Profit Margin</i>	44.32%	44.25%	-0.08 pts	44.85%	44.76%	-0.09 pts
Operating Expenses	6,472	6,960	7.53%	17,920	19,685	9.85%
<i>Operating Expenses Ratio</i>	27.30%	29.26%	1.96 pts	29.24%	30.29%	1.04 pts
Operating Profit	4,274	3,841	-10.12%	10,471	10,118	-3.37%
<i>Operating Profit Margin</i>	18.03%	16.15%	-1.88 pts	17.09%	15.57%	-1.52 pts
Net Profit Attributable to Parent Company	3,513	3,044	-13.37%	8,851	8,108	-8.40%
<i>Net Profit Margin Attributable to Parent Company</i>	14.82%	12.80%	-2.02 pts	14.44%	12.48%	-1.97 pts

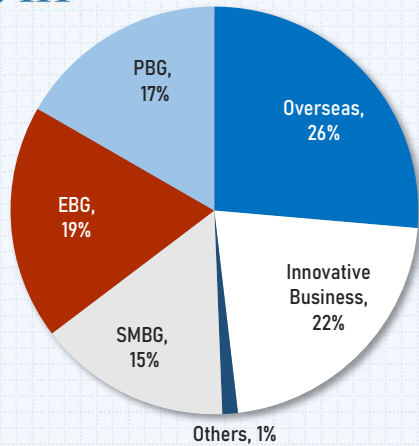
\*YoY changes is calculated from the original data (unit is RMB yuan), and the tailing difference may occur due to rounding



## 2024 H1

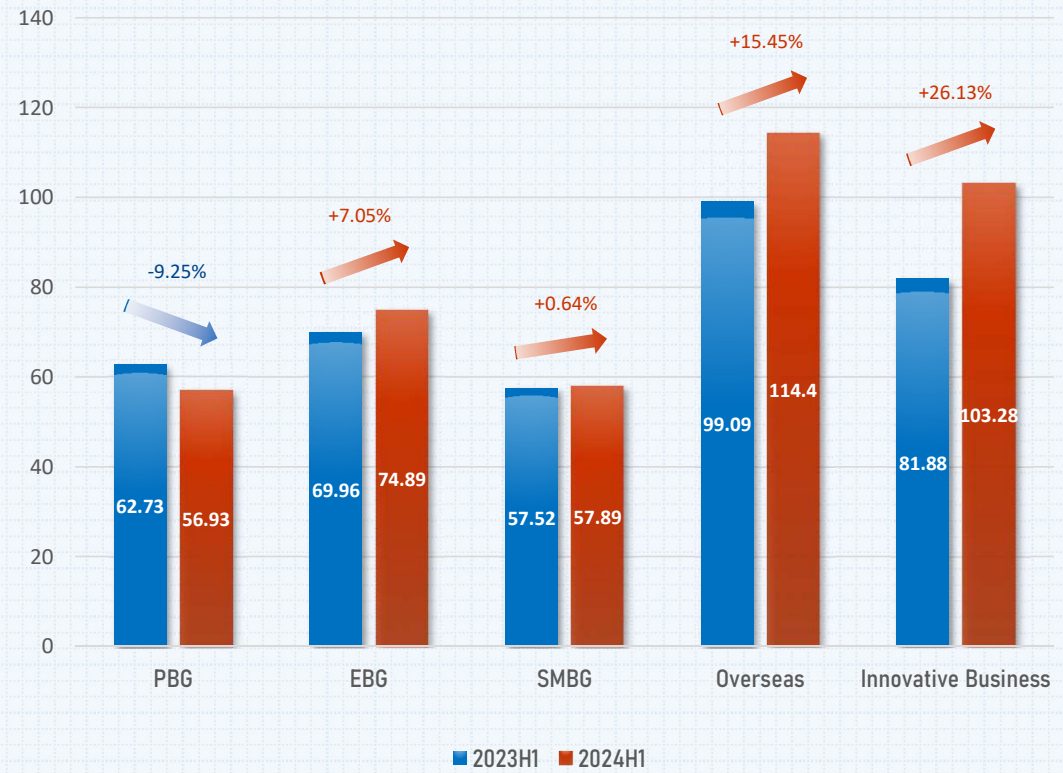


## 2023 H1



Business Department Percentage (Unit: %)

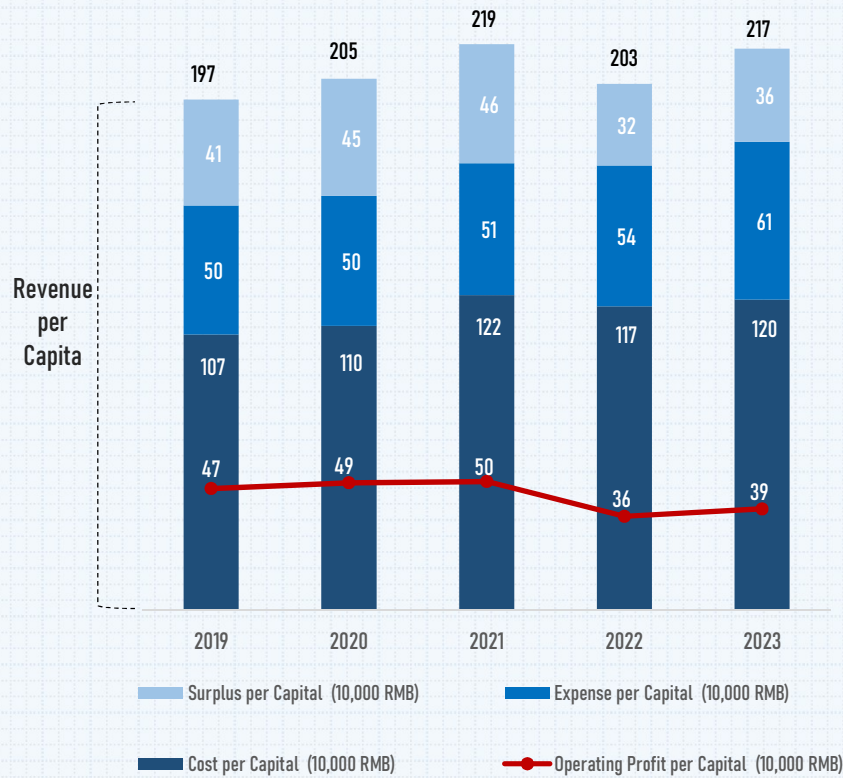
## Growth by Segment



Revenue (Unit: RMB 100,000,000)  
Growth Rate (Unit: %)

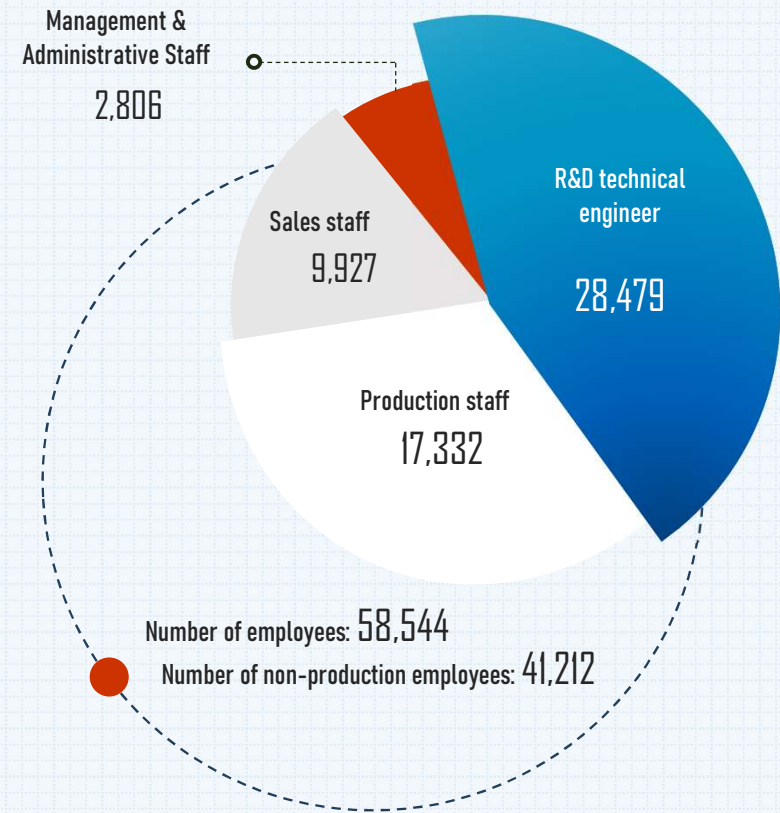


## Employee Productivity\*



\* The calculation here uses number of non-production employees as the denominator

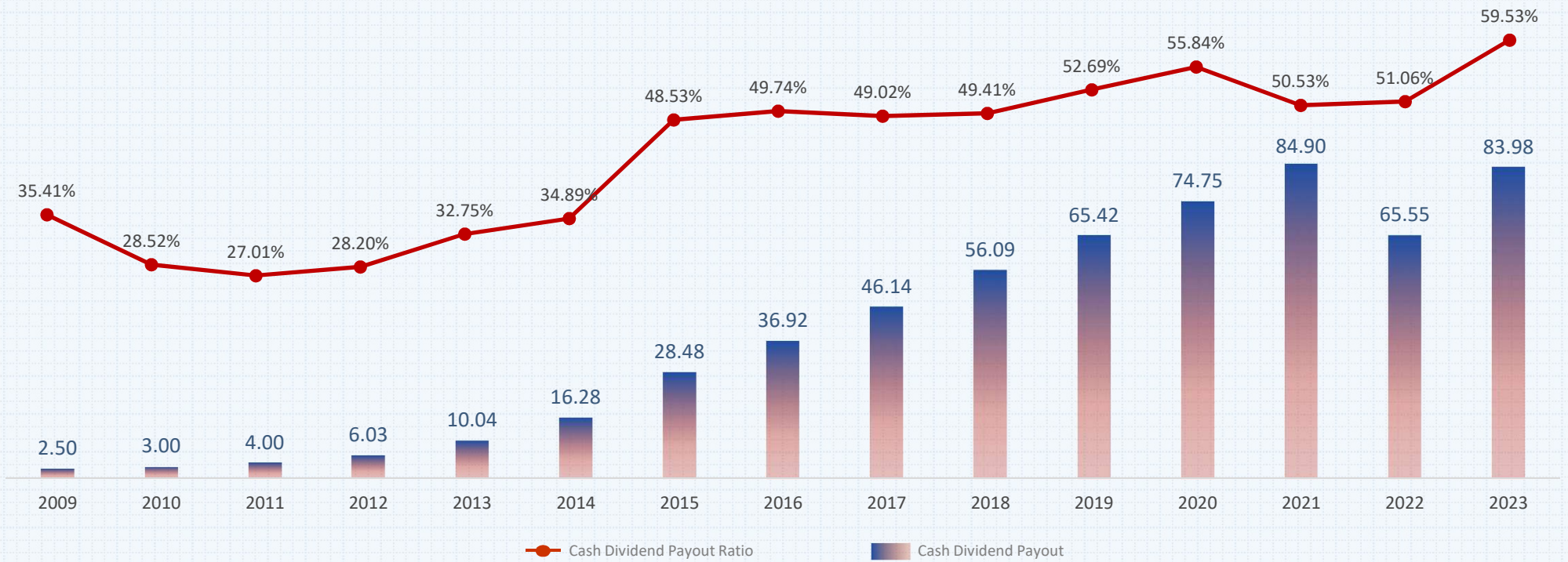
## Professional Structure of the Staff



Note: Data as of December 31, 2023



IPO Financing Amount in 2010 was RMB 3.4 Billion  
 Cash Dividends in total were **RMB 58.4 Billion**

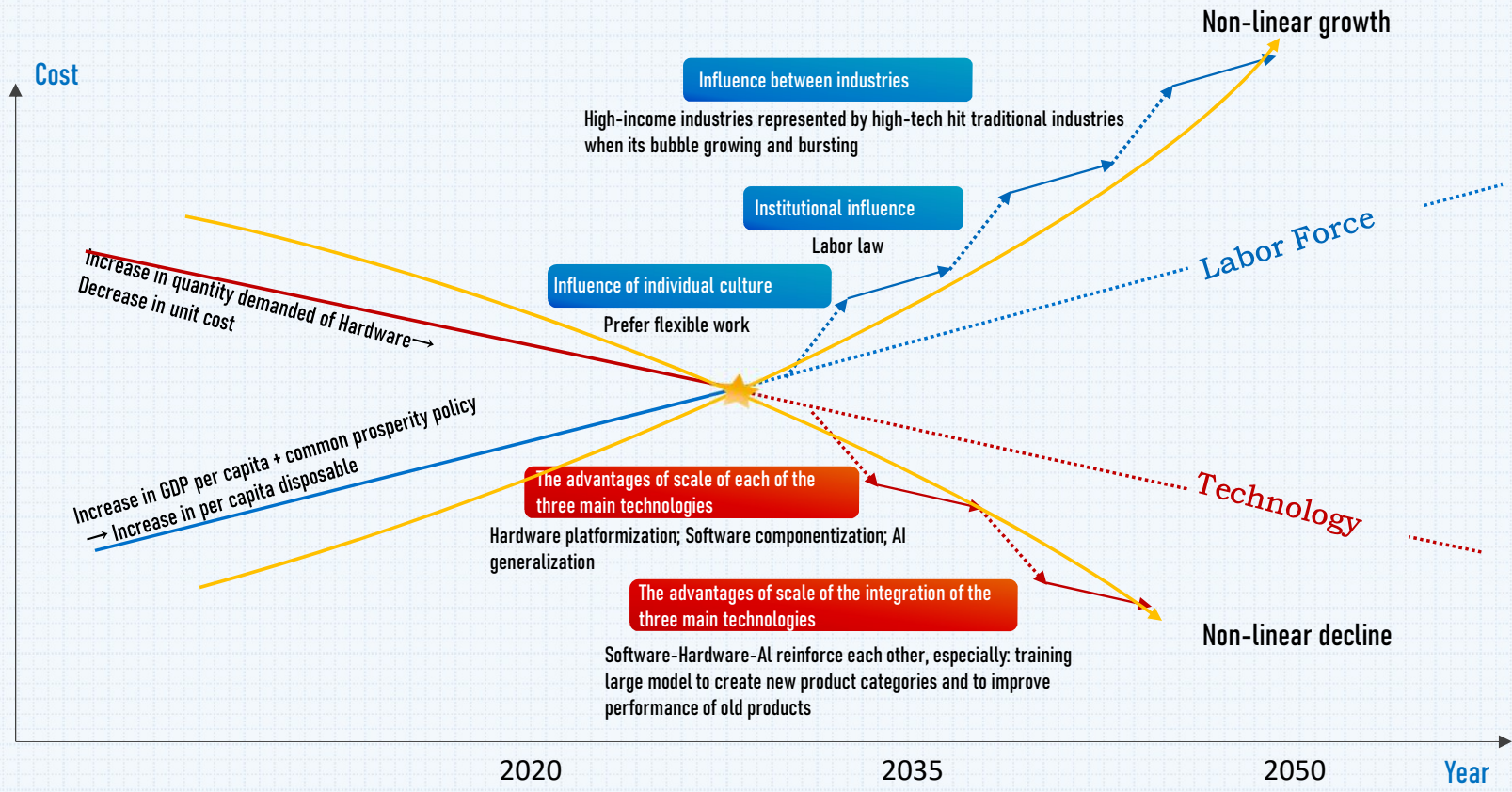


Unit: RMB 100,000,000

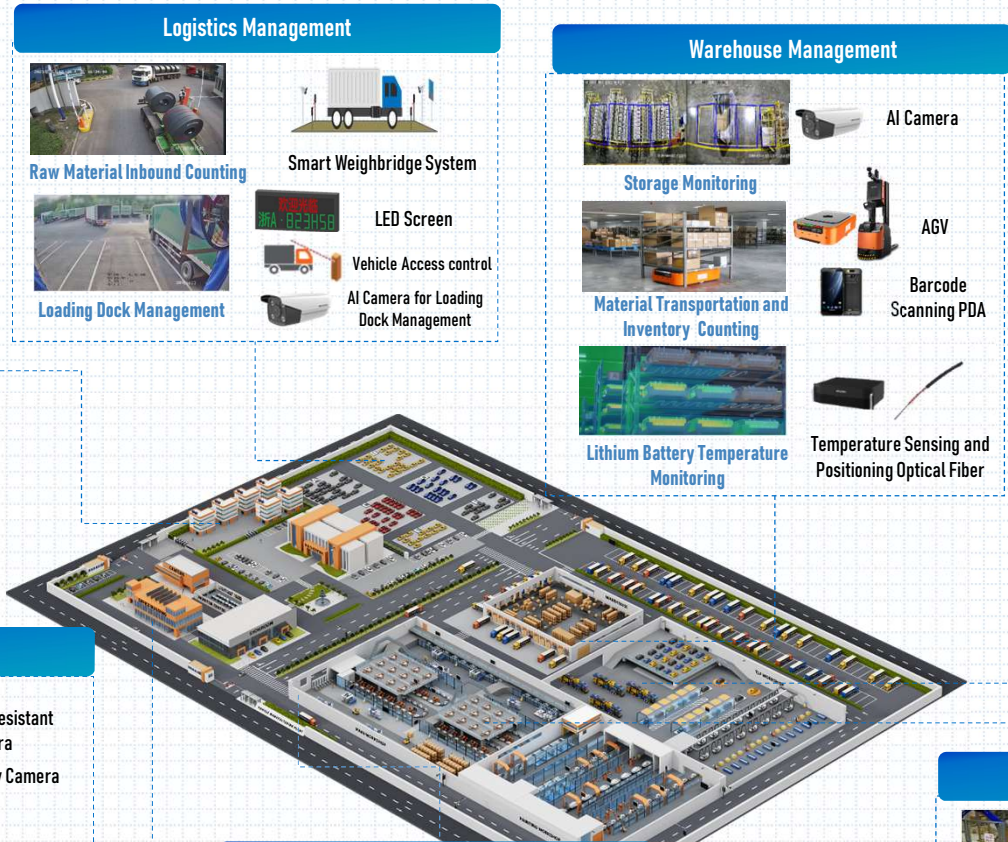


## GDP per Capita in 2023

Singapore: \$70,000  
 EU and US: \$50,000  
 Japan: \$40,000  
 South Korea: \$30,000  
  
 $(1+5\%)^{17}=3/1.3$   
**China: \$13,000**







### Industrial Park Management

- Park Overview**: AR Panoramic Camera
- Park Fire Protection**: Infrared Camera for Fire Detection, Smoke Detector
- Park Perimeter Security**: Access Control System, Electronic Fence, Infrared Perimeter Camera

### Logistics Management

- Raw Material Inbound Counting**: Smart Weighbridge System
- Loading Dock Management**: LED Screen, Vehicle Access control, AI Camera for Loading Dock Management

### Warehouse Management

- Storage Monitoring**: AI Camera
- Material Transportation and Inventory Counting**: AGV, Barcode Scanning PDA
- Lithium Battery Temperature Monitoring**: Temperature Sensing and Positioning Optical Fiber

### Quality Control

- Friction Stir Welding Inspection**: Phased-array Automated Ultrasonic Testing (AUT) System
- Defect Detection for Wheels**: X-ray Defect Detection Machine
- Temperature Monitoring for Die Casting Molds**: Thermal Camera for Temperature Monitoring
- Fan Missing Detection**: Production Line Camera

### Production Process Management

- Auxiliary Remote Operation**: Vibration-Resistant Camera, Low Latency Camera
- Production Line Process Recording**: Production Line Camera
- Material Stocktaking**: X-ray Based Material Counting Machine
- AR-Enhanced Workshop**: AR Panoramic Camera

### Equipment Management

- Machine Condition Monitoring**: Industrial Auscultation Microphone
- Meter Reading**: Macro Meter Camera

### Safety Production

- Intrusion Detection for Restricted Personnel Areas**: Thermal Imaging AI Camera
- Safety Management of Robotic Arm Operation Area**: Industrial Radar, Electronic Grid, Robot Arm Safe Operation Monitoring Camera





### Safety Production



Safety Management of Special Operations



Explosion-Proof Portable Camera



Gas Detector

### Pipeline Monitoring



Gas Leak Detection



Liquid Flow Monitoring



Audiovisual Instrument

TDLAS Gas Detection Camera

Magnetic Flow Meter

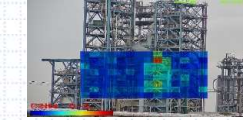
### Chemical Park Management



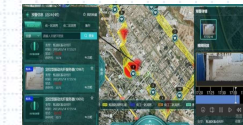
Park Overview



Park Fire Protection



Park Gas Leak Monitoring



Park Perimeter Security



Explosion-proof Camera



Structured Analytics Camera



Infrared Camera for Fire Detection



Hyperspectral Fourier Gas-imaging Camera



VOCs Gas-cloud-imaging Positioning System



Explosion-proof Access Control



Electronic Fence



Infrared Perimeter Camera

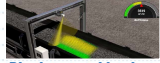
### Conveyor Belt Monitoring



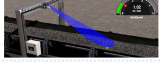
Roller status monitoring



Deviation Identification



Blockage and Leakage Detection



Belt Slip Monitoring



Auscultation Optical Fiber Detector



Auscultation Optical Fiber Host



AI Camera



Flow Radar



Speed Radar

### Warehouse and logistics Management



Stocktaking of Materials



Raw Material Inbound Counting



Loading Dock Management



Volume Imaging Radars



Smart Weighbridge System



LED Screen

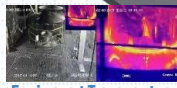


Vehicle Access Control



AI Camera for Loading Dock Management

### Equipment Management



Equipment Temperature Monitoring



Furnace temperature monitoring



Equipment Patrol Inspection



Thermal Imaging Camera



Endoscopic Furnace Flame Observation System (Capable of Withstanding 2000°C)



Explosion-proof track-mounted Patrol Robot

### Material Composition Analysis



Coal Composition Analysis



Laboratory Quality Testing



Fusion Spectrum Coal Quality Analyzer



Gas Chromatograph



### Coal Quality Analysis



Fusion Spectrum Coal Quality Analyzer

### Factory Environment Management



VOCs Gas-Cloud-Imaging Positioning System



Hyperspectral Fourier Gas Telemetry Camera



TDLAS Laser Telemetry Camera

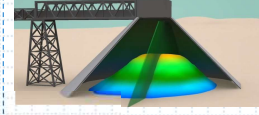


AR Panoramic Camera

### Coal Warehouse Management



Microwave Scanning Imaging Radar



Explosion-and-Dust-Proof Radar Level Meter



Intrinsic Safe Warehouse Thermal Imaging Camera

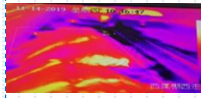
### Equipment Condition Management



Audiovisual instrument

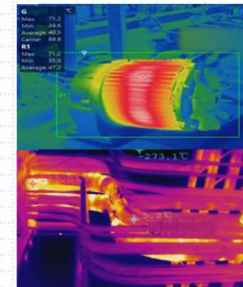


Macro Meter Camera



Temperature Monitoring of Coal Preparation Equipment

### Thermal Monitoring of Electrical Equipment



Bullet Thermometer



4G Low-Power-Consumption Bullet Camera



Cabinet internal Thermometer



Handheld Thermometer



Dual-Spectrum Thermal Imaging PTZ Camera



Dome Thermometer

### Underground Personnel Protection



Personnel Counting System for Dusty Environment



Smart Helmet

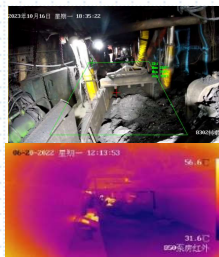


Intrinsically Safe 165° panoramic camera



Intrinsically Safe Underground Personnel Counting Camera

### Safety Management of Underground Operations



Intrinsically Safe Self-cleaning Camera



Intrinsically Safe Dual-Spectrum Thermal Imaging Ball Camera for Mining Use



Intrinsically Safe Dual-Spectrum Thermal Imaging Camera



Handheld Thermometer

### Abnormal Belts Detection



Intrinsically Safe Temperature Sensing Optical Fiber



Anti-Skid Radar



Industrial Auscultation Optical Fiber



Dust-penetrating Camera

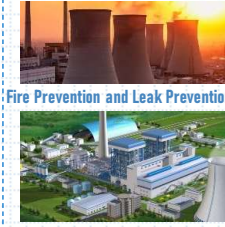


### Power Generation Temperature Control



Endoscopic Furnace Flame Observation System  
(Capable of Withstanding 2000°C)

### Factory Environment Management



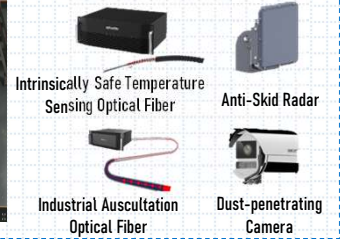
Fire Prevention and Leak Prevention

Boundary Management



Hyperspectral Fourier Gas Telemetry Instrument  
Thermal Imaging Camera  
AR panoramic camera  
Electronic Fence  
Thermal Imaging Boundary Observation  
Infrared Dual-directional Detection

### Abnormal Belts Detection



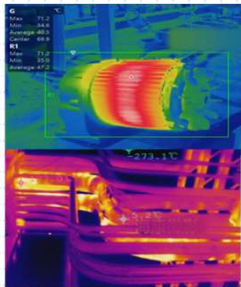
Intrinsically Safe Temperature Sensing Optical Fiber  
Anti-Skid Radar  
Industrial Auscultation Optical Fiber  
Dust-penetrating Camera

### Smart Inspection System



Indoor Inspection Robot  
Outdoor Inspection Robot  
Standard Macro Camera  
Wireless Plug-in Macro Camera  
Inspection Cameras on Track

### Thermal Monitoring of Electrical Equipment



Bullet Thermometer  
4G Low-Power-Consumption Bullet Camera  
Cabinet internal Thermometer  
Handheld Thermometer  
Dual-Spectrum Thermal Imaging PTZ Camera  
Dome Thermometer

### Smart Inspection System



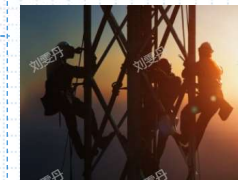
Audiovisual instrument  
Online UV Corona Monitoring Camera

### Personnel Protection



Smart Helmet  
UWB High-Precision Positioning  
Access Control System

### Mobile Work Assistance



Portable Dome  
Handled Terminal  
Potable recorder



### Traffic Flow Optimization



**Traffic Flow Monitoring**

**Intelligent Traffic Signal Control**

- Check Point Camera
- Radar-and-Video-Integrated Camera
- Binocular Camera
- Traffic Parameter Acquisition Radar
- Microwave Traffic Flow Detector
- Traffic Signal Controller
- Different Traffic Lights
- Variable Lane Sign

### Camera Assistance on Road




**Traffic Safety Alert**

**Other Traffic Assistance**

- Integrated Road Safety System
- Heavy Vehicle Right-Turn Alert
- Zebra Crossing Safety Warning
- Non-Motorized Vehicle Safety Warning
- Solar-Powered Sign
- Cameras for Lower-class Roads
- Multi-region License Plate Recognition
- New Car Verification Camera

### Traffic Violation Detection



**Traffic Accident Detection**

**Traffic Police Assistance**

**Urban Road Management**

- Panoramic Radar-and-Video-Integrated Camera
- Snapshot Camera
- Radar-Cloud Accident Detection Camera
- Motorcycle Police Illegal Parking Evidence Collection System
- Remote Control Portable Camera
- Overload Detection
- Panoramic PTZ Camera
- Horn Detection
- Small Portable Camera



### Highway Management




**Highway Toll Plaza**

**Driving Safety**

- Highway ETC
- Car Plate Recognition
- Emergency Lane Occupancy Monitoring
- Portable Speedometer
- Dual-Spectrum Dome
- Multi-Camera Recognition

### Road Emergency Management



**Landslide**

**Snow, Rain, and Fog**

**Bridge Collapse**

**Flooding in Tunnel**

- GNSS-Assisted Displacement Detection PTZ Camera
- Visual Displacement Detection
- Target and Flashlight
- Road Condition Detection Camera
- Traffic Weather Station
- Self-Cleaning Camera
- Inclinometer
- Optical Fiber Bragg Sensor
- Optical Fiber Vibration Sensor
- Water Level Observation Dome
- Underground Water Level Monitoring
- Manhole Cover Monitoring

### Scenarios on Boats and Trains



**Harbor**

**Railway**

- Binocular Ship Detection
- Laser Radar
- Cloud-Based Ship Detection
- Smart Hydrological Observation
- Boundary Radar
- Dual-Spectrum Dome
- Railway Intrusion Detection




### Intelligent Command Center




- Emergency Command Management Platform
- Mobile Law Enforcement Device
- Video Conference System

### Dam Monitoring



**Status Monitoring**

- AR Panoramic Camera
- Video-based Flow Measurement Camera
- Water Level Gauge Dome Camera
- Solar Powered Integrated Camera



**Safety Management**

- Anti-spider Web camera
- GNSS-Assisted Displacement Detection PTZ Camera
- Sluice Gate Flow Measurement

### Wellbeing Improving



**Smart Community**

- Electric Motorcycle detection camera
- High-rise Littering detection
- Waste Sorting Detection



**Smart Elderly Care**


- Emergency Call Button
- Auxiliary Care Radar

### Geological Disaster Monitoring




- Wire-drawing Crack Meter
- Accelerometer-based Inclinometer
- GNSS-Assisted Displacement Detection PTZ Camera

### Forest Fire Prevention




- Bi-spectrum Thermal Imaging Cameras
- Long-Range Smoke Detection Dome Camera
- UAV and Its Accessories

### River Hydrological Monitoring



**Hydrological Parameter Monitoring**

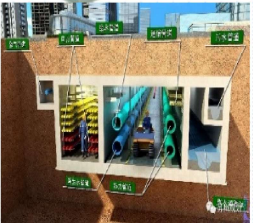


**Hydrological Station Management**

- Radar Flow Meter
- Hyperspectral Water Quality Monitor
- Water Level Monitoring PTZ
- Meteorological & Suspended Sediment Sensor
- Macro Meter Camera
- Industrial Stethoscope
- AR Panoramic Camera



### Underground Utility Corridor Monitoring



- Flammable Gas Detector
- Multi-Parameter Water Quality Monitor
- Patrol Robot
- Temperature measurement Optical fiber

### City Management



**Illegal Building Control**



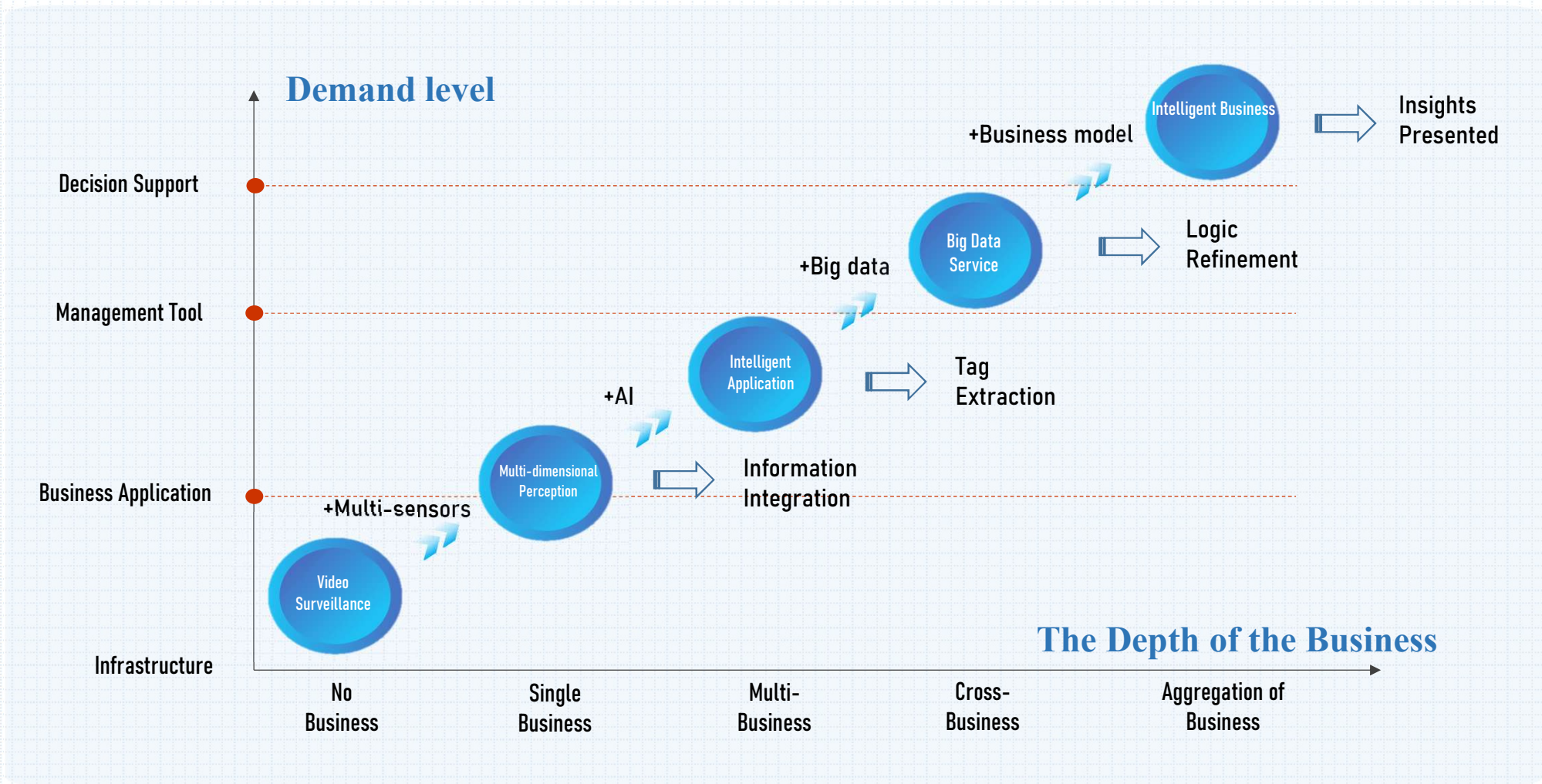
**Environmental Sanitation Management**



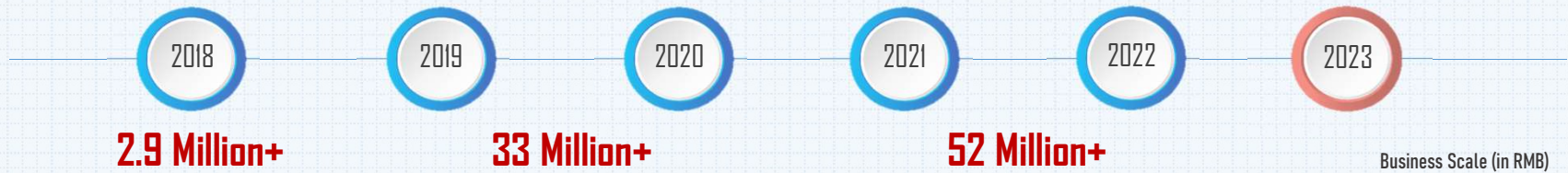
**Manhole Cover Monitoring**

- AR Panoramic Camera
- Industrial Grade UAV
- Waste Sorting Detection
- Sanitation Truck Management System
- Manhole Cover Monitoring
- City Management Dome Camera









Video surveillance

### Video surveillance

- Build video surveillance system.



Blast furnace temperature measurement

### Plant security

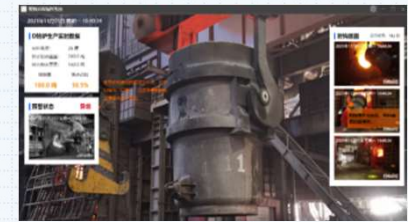
- Expand to intelligent integrated security service;
- Thermal imaging temperature detection for some equipment in the plant



Operation process management

### Safe production, remote command and management

- Auxiliary centralized control;
- Equipment inspection;
- Safe production;
- Remote command and dispatch;
- Filed management.



Remote command and management

— Extend from security to core businesses such as safe production and operation management.





2018  
**1.1 Million+**



Plant integrated security

**Video Surveillance**

- Build video surveillance and integrated security system.

2019

**4.6 Million+**



Video networking

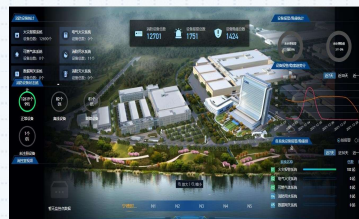
**Integration of security and fire protection**

- Video networking for multiple parks across the Group;
- Integration of security and fire protection;
- Fire patrol and inspection.

2020

2021

**25 Million+**

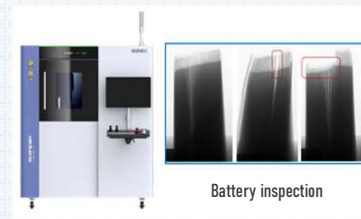


Integration of security and fire protection

2022

2023

Business Scale (in RMB)



Battery inspection

Quality inspection management

**Intelligent manufacturing**

- AI production line;
- Quality inspection;
- Equipment management;
- Energy storage tank business;
- On-site logistics.

— Extend from **security** to core businesses such as **intelligent manufacturing** and **Integration of security and fire protection**.





Business Scale (in RMB)



Video surveillance



Substation services



Transmission & safety supervision business



Logistics service

### Video surveillance network

- Build a regional video surveillance system.

### Substation services

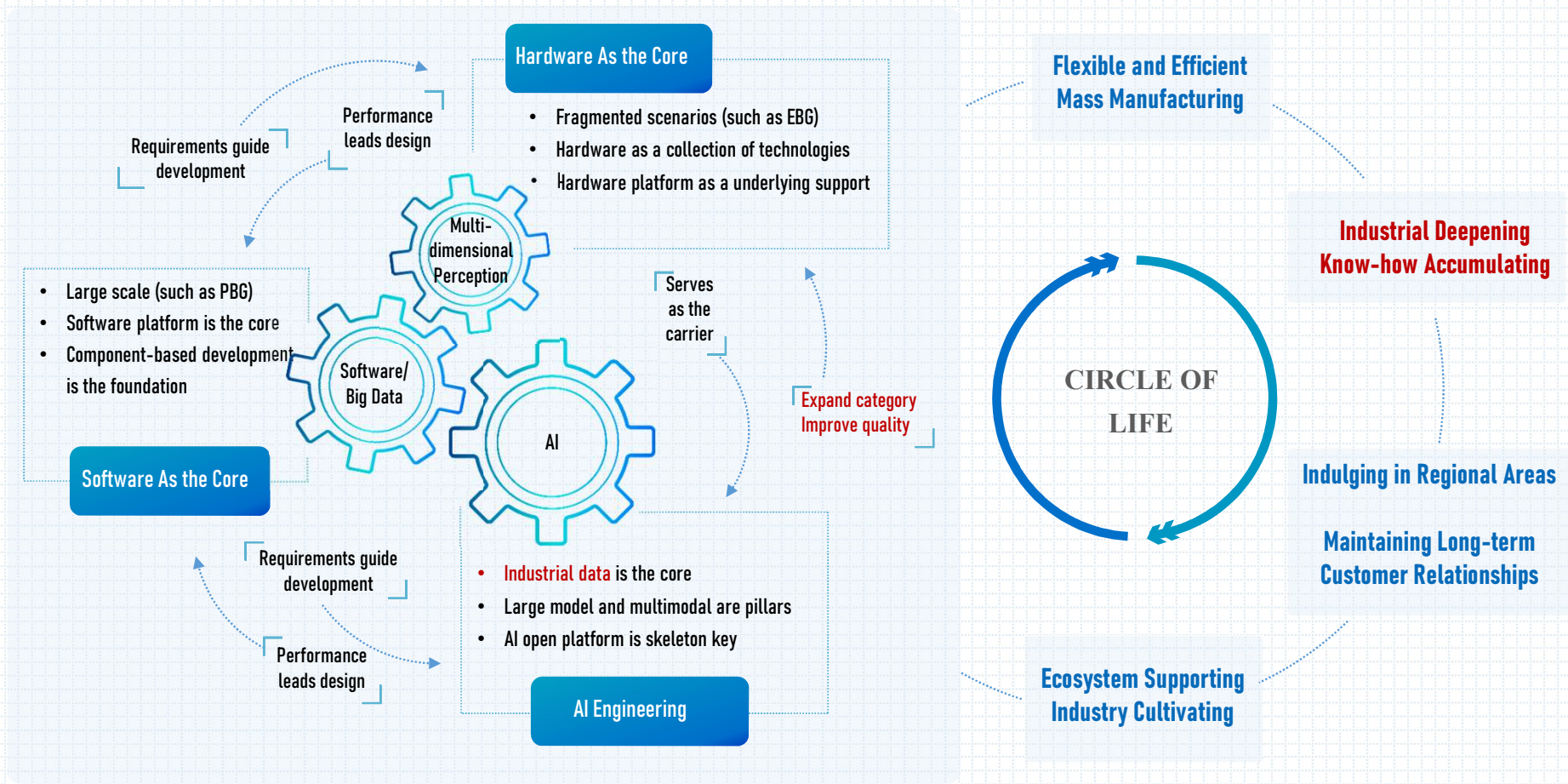
- Intelligent patrolling;
- Intelligent implementation;
- Intelligent safety;
- More IoT products trail.

### Transmission, distribution, safety supervision and rear service

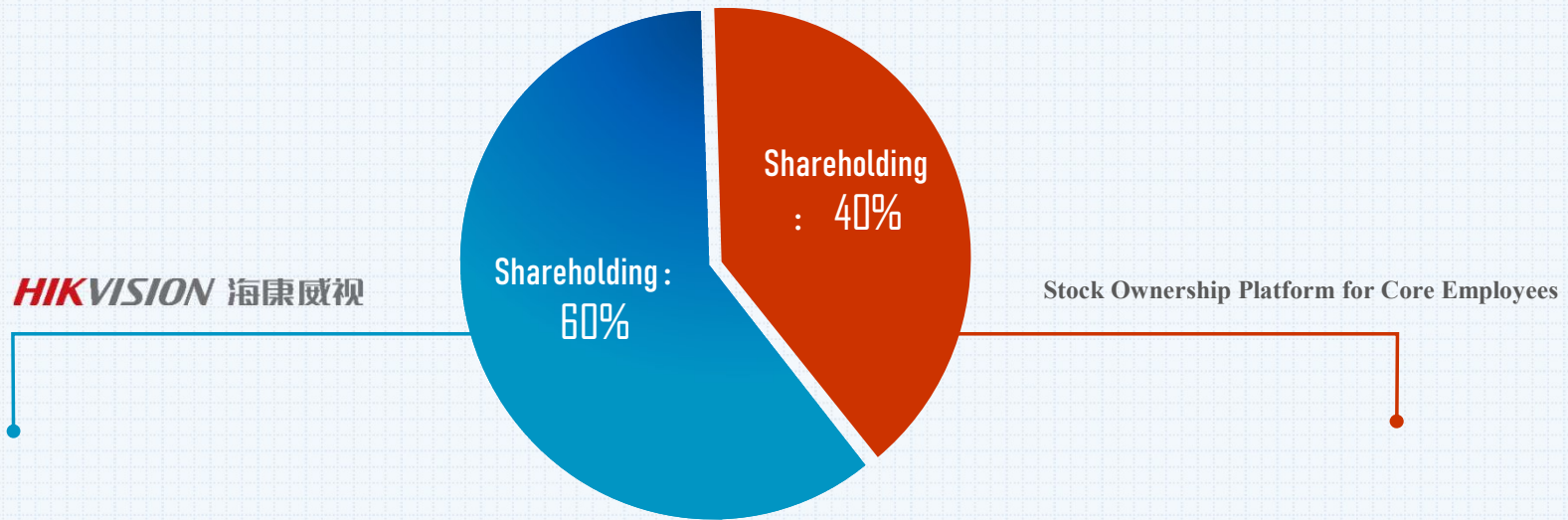
- Power transmission business;
- Power distribution business;
- Safety supervision business;
- Rear service business;
- Other business: Infrastructure site management, warehouse management, construction vehicles management etc.

— The business scope extends from video surveillance to substation business, and then expand to the power transmission, distribution, safety supervision and rear service.









INNOVATIVE BUSINESSES: Ezviz, HikRobot, HikMicro, HikAuto, HikSemi, HikFire, HikRayin, HikImaging

**Co-investment Mechanism:** Hikvision and employees co-create subsidiaries with a **6:4 equity ratio**, and a large number of core employees and key technical personnel become "business partners" who share risks and benefits with the company's innovative businesses, so as to solve the problem of Hikvision's employee incentives.

**Intrapreneurship:** Innovative businesses operate independently, with the mentality of a start-up enterprise and a light and flexible organization to develop new business.





### Biodiversity Monitoring and Conservation



At Dongtan Reserve in Shanghai,  
Protecting and monitoring migratory birds with AIoT technology



At wildlife Reserve in South Africa,  
Helping with anti-poaching and protection for rhinos



### Environmental Monitoring and Protection



In the Everest glacial lakes,  
Helping with the scientific investigation and research of glacial lakes



In the upper reaches of the Huangpu River,  
Helping with water quality monitoring of small water sheds in drinking water reserves



### Digital Villages



In Bazhong, Sichuan,  
Helping to build the smart and scientific farm with AIoT technology



In Chuxiong in Yunnan, Qinglong in Hebei, Shangluo in Shaanxi...,  
Building "remote synchronous classrooms" to share high-quality educational resources



### Cultural Heritage Preservation



AIoT technology as a bridge connecting the beginning and the end of Yangtze River,  
Helping with the ecology protection and cultural heritage



# 见远行更远

See Far, Go Further



Hikvision Official  
WeChat Account  
(Chinese)



IR Official  
WeChat Account  
(Chinese)



IR Website



2023 ESG Report



2023 Annual Report



2024 Q3 Report



Hikvision at a Glance



Hikvision Financial Fact Book  
(2010-2023)