



# DAHUA TECHNOLOGY

## Company Introduction



Version:V202109

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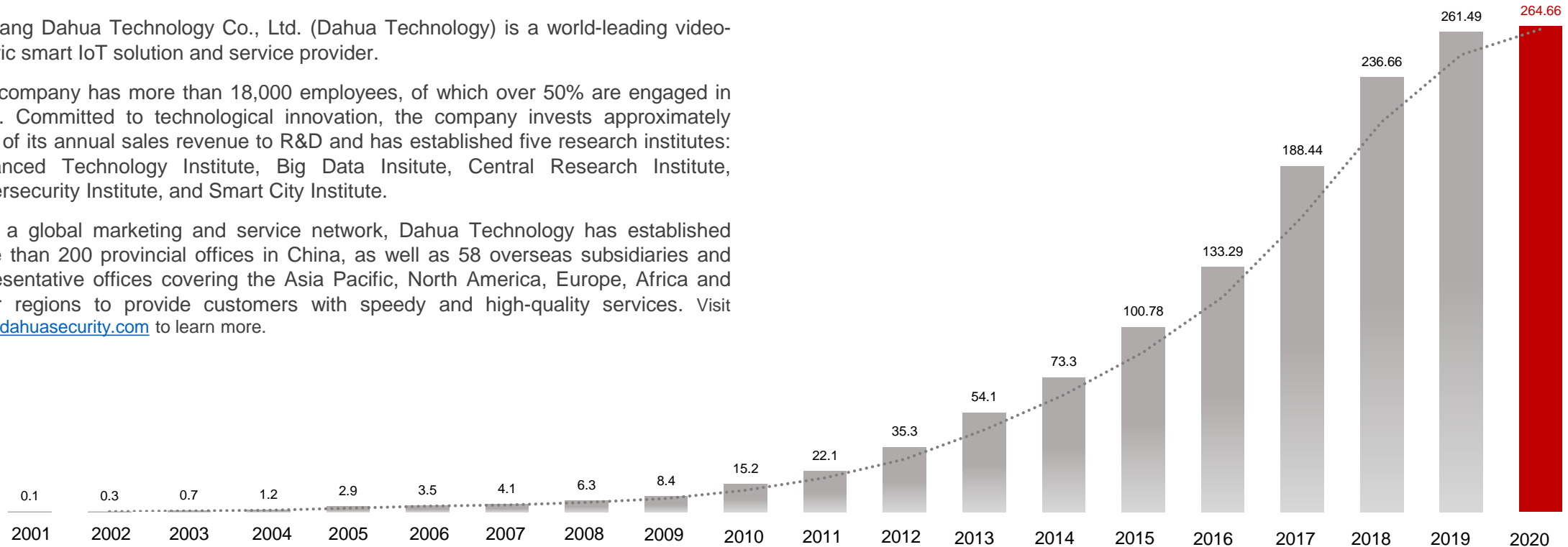
# ABOUT US

Zhejiang Dahua Technology Co., Ltd. (Dahua Technology) is a world-leading video-centric smart IoT solution and service provider.

The company has more than 18,000 employees, of which over 50% are engaged in R&D. Committed to technological innovation, the company invests approximately 10% of its annual sales revenue to R&D and has established five research institutes: Advanced Technology Institute, Big Data Institute, Central Research Institute, Cybersecurity Institute, and Smart City Institute.


With a global marketing and service network, Dahua Technology has established more than 200 provincial offices in China, as well as 58 overseas subsidiaries and representative offices covering the Asia Pacific, North America, Europe, Africa and other regions to provide customers with speedy and high-quality services. Visit [www.dahuasecurity.com](http://www.dahuasecurity.com) to learn more.


Unit: 100 Million



 **No.2\***  
Global Market Share

 **18,000+**  
Employees

 **58**  
Overseas Subsidiaries  
& Representative  
Offices

 **4,500+**  
Patent Applications

 **180**  
Distribution Coverage  
(Number of Countries &  
Regions)

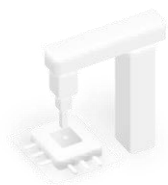
 **200+**  
China Offices

\*Source: Omdia 2021 Video Surveillance Analytics Market Share Database

# ABOUT US

- 2021 H1: Achieved **CNY 13.505 billion** (USD 2.09 billion) in total operating revenue, with YOY growth of **37.27%**; Net profit amounted to **CNY 1.643 billion** (USD 254 million), with YOY increase of **20.03%**.
- 2020: Achieved **CNY 26.466 billion** (USD 4.09 billion) in total operating revenue; Net profit amounted to **CNY 3.903 billion** (USD 603 million), with YOY increase of **22.42%**.
- Focused on building core competency, achieving R&D investment of **CNY 1.406 billion** (USD 217 million) in the first half of 2021. Total R&D investment amounted to **CNY 15.523 billion** (USD 2.40 billion) since IPO. Maintained high R&D investment with **CNY 2.998 billion** (USD 464 million) in 2020.
- Realized **36.5%** income CAGR and **35.3%** profit CAGR since its IPO in 2008.

\*The USD values are based on the exchange rate on September, 1<sup>st</sup> 2021 (1USD= 6.4679CNY) and for reference purposes only.



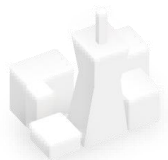
### 3 Manufacturing and Supply Centers

Hangzhou, China / India / Vietnam



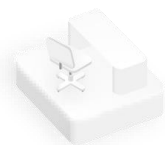
### 6 Continents (business scope)

Asia / Europe / Africa / North America / South America / Oceania



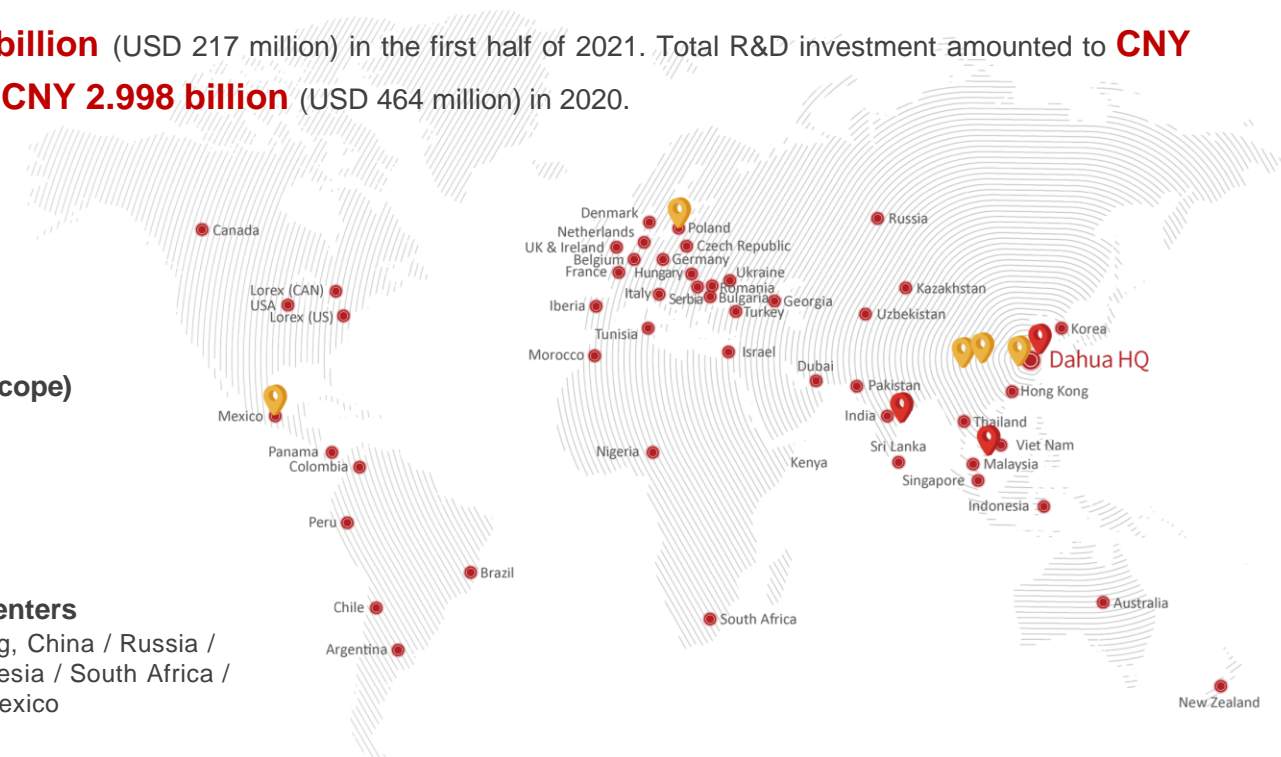
### 5 R&D Centers

Hangzhou, China / Xi'an, China / Chengdu, China / Poland / Mexico



### 12 Key Global Service Centers

Hangzhou, China / Hong Kong, China / Russia / Poland / Dubai / India / Indonesia / South Africa / Canada / America / Brazil / Mexico



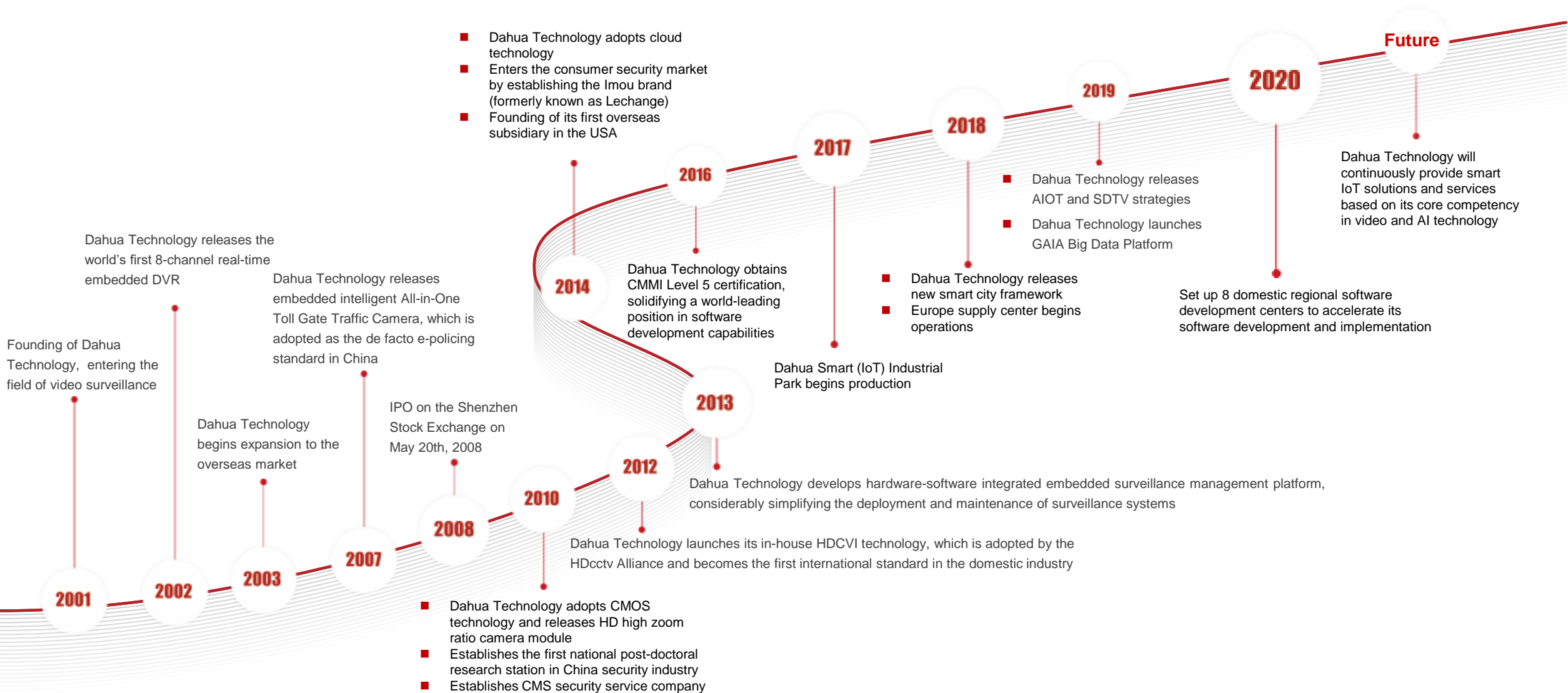
Manufacturing and Supply Centers



R&D Centers



# HISTORY



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## 02 Competency(Products)

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- Social Responsibility

## 05 Main Success Cases – Qatar & Kuwait Market

# Core Products

## COMPREHENSIVE R&D

Smart Sensing Products	Smart Access Control & Attendance	Smart Home & Innovation	Smart Transmission	Smart Display & Control & cloud

# INNOVATION

- Committed to technological innovation, the company invests approximately **10%** of its annual sales revenue to R&D.
- The company has more than 18,000 employees, of which over **50%** are engaged in R&D.

**4**  
National Torch Program Projects

**5**  
National High-Tech Industrialization Projects

**3**  
National Projects regarding "core electronic devices, high-end general-purpose chips and fundamental software"

**91**  
Industry Standards

**27**  
National Standards

**360+**  
International Patents Applications

**9**  
RED DOT Design Awards

**13**  
IF International Design Awards

**50+**  
International AI Achievements

## 5 research institutes

### Advanced Technology Institute

World-leading AI technology R&D and industrialization

### Big Data Institute

Cloud and big data technology research

### Central Research Institute

Core technology and leading technology research

### Cybersecurity Institute

Key security and privacy technology research

### Smart City Institute

Theoretical research and implementation of new smart cities & government digital transformation

# INNOVATIVE BUSINESS

With its deep understanding of the customers' diversified demands, and several years of experience in the smart IoT field, Dahua Technology actively explores new areas including machine vision & AMR, video collaboration, smart unmanned aerial vehicles (UAVs), smart fire control, automotive technology, smart storage, smart security check, smart display and control, etc., in order to provide more complete solutions to its customers worldwide.

## 01 MACHINE VISION & AMR



Zhejiang HuaRay Technology focuses on machine vision and mobile robot R&D, production and sales, and has industry leading techniques in image optimization, recognition algorithm, navigation and positioning. Products and solutions of the company are widely used in logistics, automotive, 3C, new energy and pharmaceutical industries. Its visual products include industrial cameras, intelligent cameras, 3D cameras and lenses, which are mainly used for code reading and recognition, defect detection, measurement, and positioning. Its mobile robot products covers latency, traction, forklifting, and sorting, which are mainly used in logistics warehouses and material handling.

## 02 VIDEO COLLABORATION



Huachuang Vision's mission is to "Make Communication Beyond Distance", with a focus on the design, R&D, production, sales and technical services of audio and video conferencing systems. Independent R&D of a comprehensive range of conferencing products includes video conferencing hardware terminals, software terminals, conference cameras, omnidirectional microphones, conference multi-point control units, conference management systems, cloud video platforms, etc. It also provides solutions for industry video conferencing uses, including executive meetings, distance learning, tele-medicine, tele-finance, remote help, and emergency command systems. The company has perfectly inherited the innovative gene of Dahua Technology. The technical R&D team accounts for 60% of employees at Dahua, and the company continues to increase allocation of expenses on product technology R&D.

## 03 SMART DRONE



Zhejiang Hovfree focuses on the R&D, sales, training and service support of intelligent UAV and intelligent robot. Based on audio and video technology of Dahua Technology, it integrates advanced navigation flight control, platform stabilization, power system, open communication, display control, active safety, and other core technologies in order to provide professional solutions for industry customers. Its products have been widely used in emergency command, forest fire prevention, road inspection, environmental monitoring, etc.

## 04 SMART FIRE CONTROL



Wisualarm is a fire prevention products and solutions provider. Leveraging on the technological advantages in video analysis, cloud computing, big data, smart IOT, etc., Wisualarm provides fire prevention and fire extinguishing services to help cities achieve comprehensive fire management. Based on various business scenarios, Wisualarm brings customers a wide range of products and solutions with a fire management software, which can be applied on building, energy, retail, banking, education and other industries.

# INNOVATIVE BUSINESS

## 05 AUTOMOTIVE TECHNOLOGY



With video as its core, Zhejiang Huaruijie Technology is engaged in smart driving business, providing advanced automotive electronics products and solutions to the world, and actively expanding automotive's before and after market. Its products cover a full range of on-board cameras, on-board terminal hosts, active safety products, auxiliary driving devices, panoramic 360 viewing system, etc. They have been widely used in freight logistics, public transport, school buses, sanitation trucks and other application scenarios.

## 06 SMART STORAGE



Dahua Memory focuses on the R&D, manufacturing and sales of storage products, and serves the consumer market with standards that meet the high requirements of the industry. The company keeps innovating and researching in the storage field, and provides advanced memory card, SSD, U-Disk, PSSD, DRAM, NAS and other products to the world. Its business covers consumer, enterprise and industrial markets, and meets the needs of various application scenarios, providing a new storage experience to its world-wide users.

## 07 SMART SECURITY CHECK



As a supplier of equipment and systems for smart security check, Zhejiang Dahua Iscan Technology Co., Ltd integrates the security industry with a myriad of technologies such as artificial intelligence, big data and Internet of Things, providing reliable, convenient and advanced smart security check equipment and services to its global customers. Their products have been widely used in logistics, transportation, factories, shopping malls, museums and other public places.

## 08 SMART DISPLAY AND CONTROL



With more than ten years of industry technology experience, the Dahua Images and Graphics Business Global Department has developed a full range of product line covering LED displays, LCD displays, DLP rear projection splicing, information display devices, control systems, etc. Focusing on product planning, marketing, project delivery and after-sales services, it constantly puts emphasis on products and solutions related to display and control. It has also contributed several success stories in the industry.



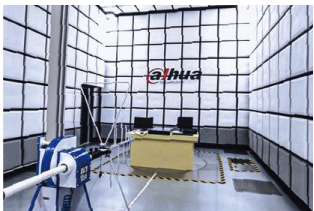
# QUALITY

## ENGINEERING EXPERIMENT CENTER



The company is equipped with an advanced engineering experiment center that covers an area of 5,000m<sup>2</sup>. As a Zhejiang Key Laboratory, it consists of more than 30 laboratories – including EMC anechoic chamber, Highly Accelerated Life Testing (HALT) laboratory and device analysis laboratory – that focus on various fundamental researches and testing of materials, components, single boards and the entire machine itself. It systematically builds its basic product development capabilities in order to provide support for advanced technological breakthroughs. In addition, the center has established joint laboratories with world-renowned third-party laboratories. Its reliability test has also obtained a capability accreditation from the China National Accreditation Service (CNAS).

### Performance Test Ensure a safe, stable and high-quality product operation



• EMC Testing Capability



• Safety Inspection Capability



• Reliability Testing Capability

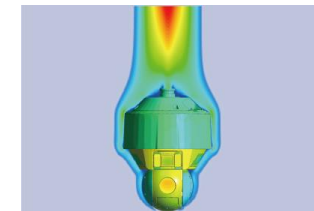


• Acoustic Detection Capability

### Foundational Research Continuously explore higher product performance



• Material Technique Capability



• Simulation Capability



• Radio Frequency Research Capability



• Antenna Research Capability

# QUALITY

## LEAN AND INTELLIGENT MANUFACTURING



Covering an area of 510 acres, the Dahua Smart (IoT) Industrial Park is Dahua Technology's industrial base for intelligent manufacturing and modern logistics center. It is part of the first batch of future factories in Zhejiang Province and one of the ten new symbols of Hangzhou's digital economy. The park adopts advanced intelligent manufacturing equipment in the industry, combines a series of self-developed automation facilities, and integrates advanced and centralized information platform to continuously promote intelligent product manufacturing and park management, so as to provide high-quality and high-tech smart products for global customers.

### **Drive intelligent upgrade of manufacturing through independent research and development**

Utilizing its profound machine vision technology, the company adopts industrial cameras for automatic assembly, intelligent detection and other manufacturing scenarios. At the same time, all core production lines of the company have been equipped with automatic product function test capability, including automatic standard acquisition, automatic parameter verification and judgment, and one-click automatic test for abnormality warning, which significantly reduces manpower and greatly improves the quality of product production. AGV equipment and management system are also applied to end-to-end logistics including material distribution, production handling, and product warehousing, in order to improve logistics automation.

### **Comprehensively improve the industrial park's efficiency through digital management**

Video image is used as an overall map to show the operation status of the factory and effectively improve the efficiency of park operation and management. Through its fully linked business information management, it establishes a digital supply chain that integrates product engineering data flow, production information flow and production quality control flow, in order to improve its end-to-end delivery capability.

## GLOBAL SUPPLY CHAIN



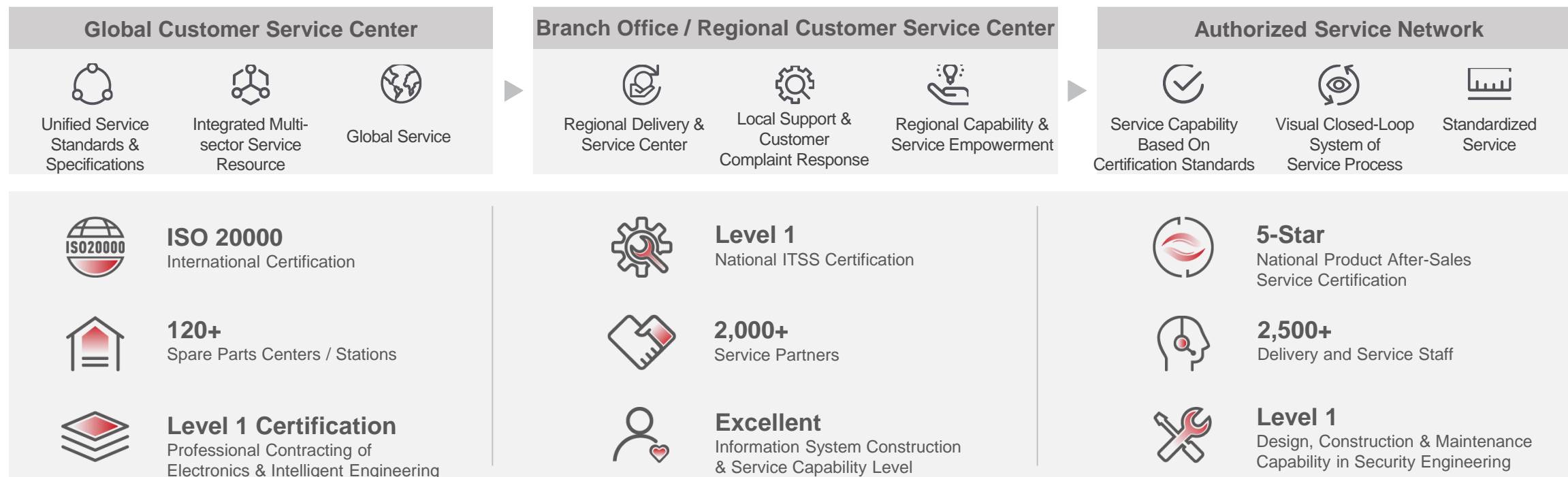
Dahua Technology has been continuously promoting the construction of its global supply network. In addition to the Hangzhou headquarters in China, the company has established overseas manufacturing and supply centers in India and Vietnam, with regional HUB warehouses in core areas such as Europe, Panama, etc. Dahua Technology has also constructed national warehouses in its core subsidiaries, which helps improve its overseas product supply and rapid response capabilities through a global multi-level supply network.

# SERVICE

Based on the company's global business strategy, Dahua Technology provides customers with accurate and intelligent services and solutions through its global delivery and service centers, and continuously improves the service experience with professionalism and dedication. With professional and fast delivery service capabilities, Dahua Technology provides its global customers with reliable delivery and other services throughout the entire product life cycle, adhering to its commitment to create a world-leading, efficient and professional delivery and service platform.

## GLOBAL SERVICE NETWORK

Dahua Technology provides users around the world with a multi-dimensional service network of headquarters, branch offices, and authorized service stations, which aims to improve service experience, user perception, and overall user satisfaction.



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# SMART TRANSPORTATION

Aiming to achieve comprehensive sensing, in-depth integration, active service, and scientific decision-making, the Dahua Smart Transportation Solution utilizes new generation information technologies such as IoT, spatial perception, cloud computing, and mobile Internet. By combining transportation, AI, and data, this solution helps build a real-time dynamic information service system. Through in-depth mining of transportation related data, a problem analysis model is formed to enhance the capabilities of industry resource allocation, public decision-making, industry management, and public service. It fosters more secure, more efficient, more convenient, more economical, more environment-friendly, and more comfortable operation and development, driving the transformation and upgrading of transportation-related industries.

## SOLUTION HIGHLIGHTS

Entire process visible and sensible, improving operational efficiency

Accurate detection and early warning, ensuring production safety

Diversified information release, making travel services convenient

Multi-dimensional data fusion, assisting decision analysis

## KEY CASES



### Public Bus Project, Italy

ARST is a public transportation company operating a fleet of 800 public buses. Dahua Technology provided more than 5,000 cameras and MXVRs for the revamping of the bus security system, which is centralized in a control room where operators can manage emergency calls and generate geo-localizations of buses and other relevant statistics.



### Recife CBTU Subway, Brazil

Recife's urban trains system carries around 400 thousand passengers a day. It is the third largest railway operator in Brazil based on number of users. Dahua Technology provided 1,380 high-resolution cameras to monitor 52 places scattered all over the 71 km railway line at the capital and metropolitan area to ensure safe journey for passengers.



### Airport Project, The Philippines

One of the airports in the Philippines upgraded their security system using the Dahua Airport Solution, which significantly improved the security level of the airport. Through advanced technologies such as AR, face recognition, and license plate recognition, the command efficiency of the airport's security team has been enhanced, creating a smart airport while improving its passengers' travel experience.



### Public Bus Project, Italy

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# SMART TRAFFIC MANAGEMENT

Taking video-centric AI technology as its core, the Dahua Smart Traffic Management Solution deeply integrates with traffic management tasks to enhance traffic control and command operations capabilities. This solution fully empowers traffic management reforms and assists traffic management departments in building a "4-in-1" modern service mechanism led by intelligence research, efficient flat command operation, precise maneuvering, as well as real-time supervision and control. It drives the transformation of traffic management mechanisms and improves traffic management capabilities.

## SOLUTION HIGHLIGHTS

### Ease Traffic Congestion

This solution integrates AI, radar, video and other IoT sensing technologies to serve various congestion scenes at urban intersections, sections, viaducts, etc., realizing a closed loop of business value including blockage point positioning, blockage cause analysis, congestion remedy and evaluation, and efficiency improvement of road traffic.

### Traffic Safety Warning

For situations involving big trucks' blind spots while turning right, oncoming traffic on mountain corners, and bad weather, the solution applies video object sensing to actively detect early warnings and reduce traffic accidents, helping traffic management to transform from post-disposal to pre-prevention.

### Urban Green Parking

With high demand for temporary parking in urban areas, the solution launches "Green Parking", which integrates on-site parking, timing, and online reminders to provide free parking within the prescribed time. This alleviates the problem of short-term parking and improves convenience for the residents.

### Smart Control of Non-motor Vehicle

By integrating video, RFID and other IoT sensing methods, the solution conducts real-time and dynamic supervision of more than 7 types of illegal behaviors related to using electric vehicles including: running red lights, overload, not wearing helmets, and parking over the line. It significantly enhances the traffic safety awareness of drivers and maintains the urban traffic order.

## KEY CASES



### 28 ASEAN Summit Traffic Project, Laos

During the 28 ASEAN Summit, Dahua Technology assisted Laos in building an intelligent traffic management system. The company helped achieve effective control of vehicles entering and exiting the core areas of the summit. With detection system in place for over speeding, red light violations, etc., it effectively reduced local traffic violations and ensured safe travel.



### Traffic Enforcement Project, Serbia

Dahua Technology has successively deployed smart traffic systems in 5 important cities in Serbia since 2015. This solution solved light pollution problems and developed Serbian and EU multi-country license plate recognition algorithms to control the vehicles entering and leaving EU countries. It also includes a customized collection, transmission, storage and management mechanisms for the Serbian traffic system.



### Ulaanbaatar Traffic Project, Mongolia

Dahua Technology provided a sophisticated ITS solution consisting of ANPR system, violation detection and speed measurement systems to cover 28 roads and 8 intersections in Ulaanbaatar. The requirements analysis, solution design and project delivery only took three months to complete, overcoming the challenges of extreme climate conditions and lack of technical support. This solution provided the local transportation department of Ulaanbaatar with a sustainable, growing, and well-maintained security system.



# SMART PARKING

The Dahua Smart Parking Solution consists of roadside parking, garage parking, urban parking grading guidance systems, urban parking platforms, mobile apps and other subsystems. It provides convenient parking services for car owners, advanced parking operation systems for enterprises, and long-term scientific parking management for city operators.

## SOLUTION HIGHLIGHTS

**Optimizes Experience: Saves 70% of time looking for a parking space, providing convenience to drivers.**

**Increases Benefit: Reduces labor cost by 80%, and increases operating efficiency by 80%.**

**Improves Efficiency: Controls traffic violations, alleviates traffic congestions, helps to enhance the image of the city and promotes the construction of smart cities.**

## KEY CASES



### **Residential Apartment Underground Parking Project, Serbia**

The Dahua Smart Parking Solution provides the residents of this apartment complex with convenient entry & exit experience by utilizing ANPR technology, and also allows quick location of available parking spaces for visitors. The solution includes more than 100 parking detection cameras and 4 access cameras, enabling effective parking management and CCTV surveillance operation in the area.



### **Airport Parking Project, Denmark**

The Dahua Smart Parking Solution reduces searching time for available parking spaces and provides the management with clear overview of the 1,217 parking spaces in the parking garage. Dahua Technology's easy-to-use parking software, PMS PRO, allows the garage management to monitor occupancy, assess accidents, search through data and export reports. At the same time, the integration of ANPR and video analytics makes it easier for drivers to find available parking spaces and locate their vehicle in the massive parking garage.



### **Shopping Mall Parking Project, Czech Republic**

As one of the most prosperous shopping malls in Prague, the shopping mall has a total of 2,240 parking spaces. Dahua Technology provided its garage with 925 parking spot detection cameras, 5 find-my-car kiosk, 20 guidance screens, etc., which greatly enhance the parking experience of drivers, and help the shopping mall attract more customers.

# SMART BUILDING

Based on the actual needs of real estate developers, property owners, property managers, regulatory authorities and construction companies, the Dahua Smart Building Solution takes video IoT as its core to provide customers with AI-empowered solutions. It ranges from construction sites to on-site selling and operations, including smart sites, smart sales offices, smart residential communities, smart properties, smart commercial and residential complex buildings, smart hotels, smart office buildings, etc. This solution is applicable in a variety of customer business scenarios and continuously creates value for customers.

## SOLUTION HIGHLIGHTS

### Optimizes construction site operation management

AI enables construction workers to operate by regulations, reducing on-site accidents.

### Enhances real estate value

Enhancing the brand value of the real estate with smart products such as non-inductive gates and smart access controls.

### Facilitates property information construction

Technology facilitates property service standardization, improving the level and efficiency of property information management.

### Increases business operation value

Technology replaces manual labor, reducing operation costs and increasing business value with service.

## KEY CASES



### Park Avenue Exclusive, Kazakhstan

Dahua Technology provided a highly secure monitoring solution consisting of video intercom system, ANPR camera, IP camera, etc., in order to achieve remote and visual management of the property. It allows residents to communicate with visitors via two-way audio intercom, real-time video and messaging features. It also provides a variety of door opening methods such as remote calling, access card, and mobile app, which greatly enhance the residents' living experience and satisfaction.



### Condominio Real Park, Brazil

The luxury community located in Mogi das Cruzes installed a set of face recognition access control and AI-enabled monitoring equipment from Dahua Technology to strengthen the protection of its properties, employees and the 1,400 residents of its 350 apartment units. The solution realizes safe and fast access control for residents and visitors, and provides security staff with real-time information of people loitering and intruding the area, creating safe and pleasant living environment for residents.



### Petwood Hotel, UK

A network of Dahua surveillance system comprised of bullet cameras, dome cameras, and mini dome cameras was installed at Petwood Hotel in Lincolnshire to provide comprehensive monitoring of its perimeter, outdoor car parks, and indoor public areas. With this new system, the cause of any damage to vehicles can be quickly identified, which can significantly help car owners in their insurance claims. In addition, it can also help resolve payment discrepancies and deter any suspicious individuals.

# SMART INDUSTRIAL PARK

The Dahua Smart Industrial Park Solution extends IoT applications to business scenarios of industrial parks, relying on AI technology to optimize people, vehicle, object management. In addition, it offers a big data platform to achieve “data integration, situation visualization and incident control”, which helps industrial parks upgrade their security level, increase work efficiency, and reduce management costs.

## SOLUTION HIGHLIGHTS

### Enhances Safety Level

AI empowerment helps the intelligent upgrading of business scenes such as video surveillance, parking, access control and fire fighting in industrial parks. It builds a comprehensive security system to achieve accurate early warning and convenient post investigation.

### Improves Work Efficiency

Online fusion and calculation of people, vehicles, and objects enable accurate, visual and highly efficient operation. Smart conference, touchless access and other related systems greatly improve employee experience and work efficiency.

### Reduces Management Costs

Smart applications such as smart patrol, smart scheduling and smart electricity utility management improve operation and management efficiency with streamlined staffing and systems.

## KEY CASES



### Haier Industrial Park, Russia

Dahua Technology designed a complete smart solution incorporating AI cameras, perimeter cameras, ANPR system, access control, time attendance system, face recognition barrier, DSS PRO platform and EVS storage for Haier's industrial park. It has assisted Haier in creating a modern intelligent industrial park in Russia.



### Fort Dunlop Commercial and Retail Site, UK

An updated video surveillance solution consisting of 96 cameras from Dahua Technology was installed at the striking Fort Dunlop commercial and retail site, overlooking the M6 motorway in Birmingham. It includes cameras (fisheye, panoramic dome and PTZ) with resolution ranging from full HD to 4K, 128-channel ultra-4K NVR, and other intelligent devices, providing an overall security for its staff, visitors and building property.



### Pengsheng Industrial Park, Uzbekistan

Dahua Technology provided a high-end monitoring system that contains over 500 HD cameras, 100 IP cameras, central management, central storage as well as display and control system all around the factory to protect the whole park, which greatly improved its management efficiency.

# SMART RETAIL

The Dahua Smart Retail Solution is committed to helping retailers improve security, reduce shrinkage, and increase operational efficiency. Based on deep understanding of the retail industry, we provide more proactive loss prevention methods and more comprehensive insights into in-store data by using advanced AI technology loaded to the video surveillance system. Whether you run a single shop or a whole chain of malls, our solutions can help improve your business, daily operations, security and customer experience.

## SOLUTION HIGHLIGHTS

### More Proactive Loss Prevention

Protect your property with various solutions before, during or after an event

### Comprehensive In-store Insights

The innovative data dashboard intuitively shows all the information that a retailer needs

### Flexible and Intelligent Platform

Quickly meet different requirements through easy customization

### Optimized Retail Operations

We provide cost-effective methods to maximize productivity and reduce labor costs while improving standards of operation

## KEY CASES



### Arkaden Food Hall, Denmark

Dahua people counting cameras (HDW5442E-ZE) were installed at the 2 entrances of the food hall to automatically calculate the real-time number of people entering the restaurant, reducing labor costs. Together with intelligent business analysis functions, the solution has enhanced the safety level and competitiveness of the food hall, providing its management team with more business opportunities.



### Hyundai Somerset West Branch Store, South Africa

The advanced Dahua AI solution was installed to safeguard the outdoor showroom of the Hyundai Somerset West Branch Store. Featuring perimeter protection and active deterrence, the solution significantly reduces criminal offences such as vandalism, theft, and loitering around the store. It also helps enhance the safety of both staff and customers during operating hours.



### Supermarket Chain, Canada

With 400 chain stores in North America, the supermarket chain often faces huge losses due to return fraud. The Dahua Smart Retail Solution has helped our client to prevent ten return fraud cases within one month, significantly reducing profit loss.



### Palmetto Plaza Shopping Mall, Colombia

The project upgraded Palmetto Plaza shopping mall's surveillance equipment from analog to HD. It loaded an array of intelligent functions such as block list identification, customer flow statistics, and customer profile analysis, and built a surveillance center for centralized management.

# SMART BANKING & FINANCE

The Dahua Smart Financial Solution is designed with the goal of “strengthening the security and improving customer experience”. This comprehensive and unified solution can help financial institutions to fight security threats, identify and reduce frauds, prevent business disputes, and improve banks' branch operations efficiency. This Solution utilizes "AI, IoT, data visualization, network integration” to solve the challenges faced by the financial institutions in both security and operational domains, and to build a scalable unified security infrastructure.

## SOLUTION HIGHLIGHTS

### Strengthens Bank Security System

- Offers AI-enabled comprehensive video surveillance system to help banks move from "passive surveillance" to “proactive prevention”.
- Strengthens bank security through scenario-based products, network aggregation, device intelligentization, and platform unification.

### Enhances Bank Business Operation

- Integrates branch business scenarios in order to monitor branch operation compliance, aiding managers' data-driven decision making to optimize business operation.
- Achieves smarter and more convenient banking services and improves customer experience.

## KEY CASES



### Bank of China, China

The project involves integration of 37 regional branches, more than 360 tier 2 branches, and more than 13,000 branch business centers. It built a national-level network security management system with more than 700,000 video channels, 250,000 alarms, and 30,000 intercoms. With connected branches as foundation, the bank adopted advanced technologies such as AI and big data to realize innovative applications such as behavior analysis, facial recognition application and video compression. This further strengthened the banks security and laid foundation for big data application.



### Bank in Kuwait, Kuwait

In response to the banks security requirements, Dahua Technology provided a special module to generate device health report of all the devices in the connected branch and ATM sites. The project involves 4,000 HD cameras and 200+ sets of NVRs deployed in Headquarters, branch offices and ATM sites. The centralized management of the surveillance system is achieved through Dahua's DSS platform. It provides a holistic view of the device operation status and helps the security manager to manage the network of surveillance system effectively, greatly enhancing the Operation & Maintenance efficiency.



### Bank in Macau, China

The bank was using a legacy-monitoring system. The system had numerous problems such as low definition surveillance, false alarms, and poor management efficiency. This project involved upgrading the existing surveillance system with state-of-the-art video compression servers. 56 sets of video compression servers were deployed across the branches, providing high video compression rate, edge AI, video quality diagnostics and other technologies. It realizes the construction of a central networking system in a low-bandwidth environment. Dahua solution helped the bank increase video surveillance and event handling efficiency with alarm linkage video pop-up window. It offers AI-based early warning and central inspection mode to reduce operator's workload. It also provides simplified operation and maintenance, with real-time inspection of surveillance video quality and equipment status.



# SMART EDUCATION

The Dahua Smart Education Solution focuses on the modernization of education with the help of video-centric AI, biometric recognition and IoT technology, creating a safe and enjoyable educational environment for students. Through intelligent security, smart teaching and campus Big Data application, it fully integrates teaching, campus management and campus life in order to build a smart campus.

## SOLUTION HIGHLIGHTS

Empowered by AI, increasing security level of campus

Intelligent face recognition, strengthening attendance management

Innovative intelligent classroom, assisting teaching methods

## KEY CASES



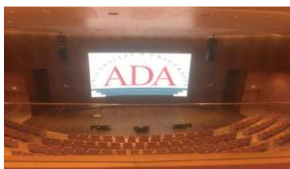
### Jadara University, Jordan

The AI-enabled Dahua Smart Education Solution installed at Jadara University includes a total of 750 cameras, along with face recognition system, thermal temperature monitoring equipment, etc. to cover the entire university. The solution has significantly enhanced the overall security of the university with reduced damages and thefts on campus, especially in laboratories and other vulnerable facilities. It has also improved teaching performance and work efficiency in the school.



### Ashton International College (Ballito), South Africa

Blackstorm Africa (PTY) Ltd with the Dahua Smart Campus Solution has fostered the effective implementation of Ashton International College Safe School Initiative using a variety of advanced security applications such as active deterrence, temperature monitoring access control, time attendance, face recognition, ANPR, perimeter protection, etc. It achieves 24/7 pro-active on-site and off-site monitoring and improves management efficiency for the school.



### ADA University, Azerbaijan

The university started the construction of a new teaching building in 2017. A 42 m<sup>2</sup> PHSA1.6-MH indoor fine pixel LED screen from Dahua Technology was seamlessly spliced and installed in their multimedia classroom. The LED screen presents vivid and colorful videos and images, bringing a pleasant viewing experience for teachers and students.



# SMART ENERGY

The Dahua Smart Energy Solution is designed with the concept of “actual-scene sensing, data online, decision-making assistance, and closed-loop business”. Combined with the actual needs of energy companies’ production processes and business scenarios, this solution integrates technologies such as IoT, AI, and machine vision. It builds an intelligent energy production and security protection system that improve safety control, production operation, and command and dispatch, thus helping the intelligent upgrade of energy enterprises.

## SOLUTION HIGHLIGHTS

### Smart Power

Through video, IoT, AI and other technical means, it realizes full perception of equipment status, full monitoring of personnel operations, and full online production environment, providing guarantee for the safety of personnel and stable environment for the equipment of power-related enterprises.

### Smart Petrochemical

Based on the operation scenario, it provides intelligent applications such as personnel management, operation control, safety supervision, etc., which effectively provides early warning for major threats and risks.

### Smart Mining

It realizes production process monitoring, personnel and equipment early warning, as well as audio and video dispatching and command in various crucial environments to ensure the production safety of mining enterprises.

### Smart Metallurgy

Having adopted advanced technologies such as AI visualization, intelligent recognition, and the Internet of Things, it helps enterprises with intelligence upgrade to ensure operational safety, and improve product quality and core competitiveness.

## KEY CASES



### China Southern Power Grid (CSPG), China

Dahua Technology built a number of central station platforms for the national China Southern Power Grid, as well as provincial level grids in Guangdong, Yunnan, and Guizhou, realizing unified device connection and management for CSPG. While assisting CSPG in creating a demonstration site for smart substations, various inspection methods such as robot, visible light, thermal imaging, etc. were used to achieve effective remote control of all substations, thereby improving the quality of safety production management, and reducing pressure in management and operations.



### Refinery and Petrochemical Project, Brunei

To build a 10-million-ton refinery and petrochemical project, the client employed a complete solution from Dahua Technology, including CCTV, access control, entrance & exit equipment, video wall, storage devices and servers. Covering 86 areas, the solution has helped the client to become a hub for crude oil refinery and refined product export.



### Innovative Gas Station Project, Netherlands

Dahua Technology helped the client to build a safe and innovative gas station. The client now can combine the refueling information of their members with license plate numbers using the ANPR cameras, providing business intelligence that can further optimize the station’s operation. What’s more, further applications include touchless refueling with face and vehicle verification, remote oil price checking, precise advertisement and so on.

# SMALL & MEDIUM-SIZED BUSINESS

## Key Integrator Partner Program

The Dahua Key Integrator Program focuses on your business development by offering valuable channel policies, project solutions, training schemes, marketing support, etc., providing easy management of your business and allowing to grow together.



Benefits	Premium	Silver	Gold	Diamond
Yearly Purchase Target	\$X	\$X	\$X	\$X
On-boarding Package	√	√	√	√
Partner Training (Product, Solution, Technical Support / Deployment)	√	√	√	√
KIP Certification	√	√	√	√
Project Registration Reward Points	√	√	√	√
Demo Discount	√	√	√	√
Project Reference Reward	√	√	√	√
Exclusive Promotion (for KIP members only)	√	√	√	√
Marketing Promotion Support	√	√	√	√
Lead Generation	/	√	√	√
Upgrading Package	/	√	√	√
Target Rebate	/	√	√	√
Project Discount	/	√	√	√
Dedicated Partner Resources	/	/	√	√
Warranty Extension	/	√	√	√
Technical Consulting & Support	/	General Level	Priority Level	Priority Level

## Knowledge Sharing Community

### • Interactive Community



Case Stories and Dahua Events



Empowering Training Programs



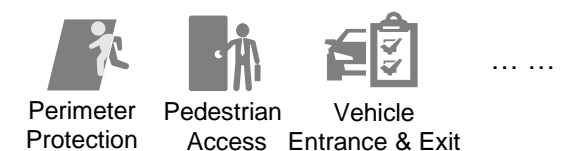
Professional Certifications

### • Solutions

#### By Scenario



#### By Application



### • Business Tools

#### Project Design Tool

- Focus on SMB (small and medium-sized business)
- Customers can use this tool to provide professional design solutions for end users
- Simple, quick and professional



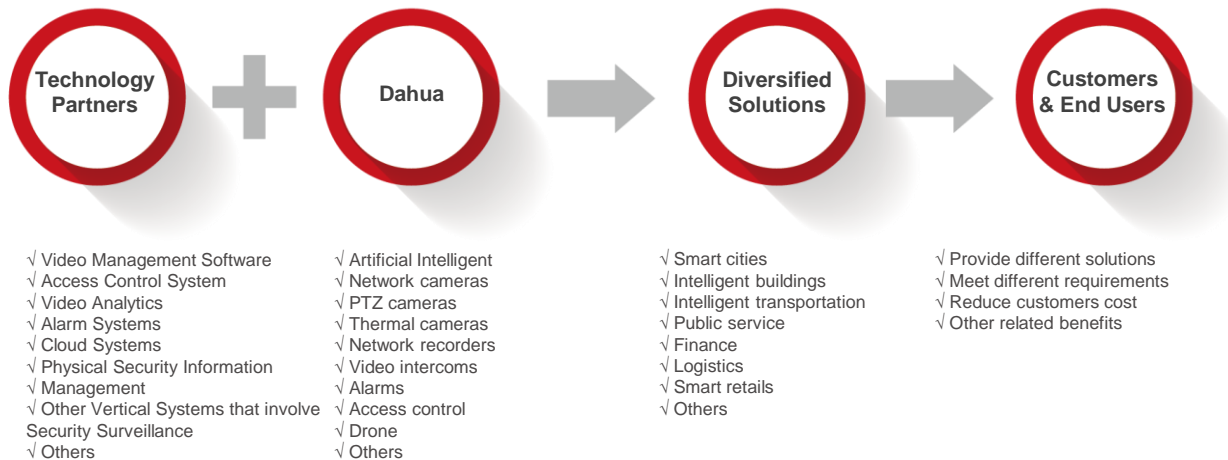
#### COS Platform

- Lightweight: cloud service, simple deployment
- Response online: on-line configuration, quick feedback & reaction
- Easy delivery: Plug & Play, easy and reliable



# PARTNERSHIP & COLLABORATION

Openness and Collaboration are two of Dahua Technology's core values. With **more than 200** technology partners, we provide more and more valuable solutions and world-class services to our joint customers.



## Dahua Hardware Open Platform (DHOP)

The Dahua Hardware Open Platform (DHOP) is an open application platform that allows third-party applications to be downloaded and installed on Dahua IP products.

Using this platform, end-users can find the right solutions to optimize their security or IoT environment. It also allows removal of existing application and uploading of new solution, providing users with much-needed flexibility.



To join the Dahua International Ecosystem, please visit [www.smarter2gether.com](http://www.smarter2gether.com).

## Dahua ECO Partner Program (DEPP)

The Dahua ECO Partner Program (DEPP) is an open partner program tailored to enhance relationships of technology vendors in the security and IoT industries. It is accessible to all technology vendors with existing and potential business relationship with Dahua Technology. By joining DEPP, a Dahua partner can utilize the three pillars of this program: technology, marketing and sales.

- ✓ Over **50** companies
- ✓ Transparent 2-level membership model: registered ECO partner and ECO+ partner (premium partner level).
- ✓ Free of charge



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- Innovation
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- Sustainable Development
- Social Responsibility

## 05 Main Success Cases – Qatar & Kuwait Market

# SUSTAINABLE DEVELOPMENT

Dahua Technology highly values corporate responsibility and green development. The company always adheres to its mission of "Enabling a safer society and smart living", and constantly utilizes science and technology in order to make a difference in the society.

## 2020 SUSTAINABLE DEVELOPMENT INDICATORS



Products certified as energy-saving by authority

**9000+**

Increase rate of the number of global employees from 2019

**12.50%**

Increase in the number of fresh graduates

**1117**

Funds for ecological public welfare projects

**835** million

Security education coverage rate

**100%**

Employees' Training Hours

**560000** hours

Security education coverage rate

**100%**

Incidents of excessive emission and chemical leakage

**0**

Avg. training hours of employees

**38** hours

Confirmation rate of material's REACH SVHC info

**93.67%**

Materials certified by RoHS

**30000+**



# SOCIAL RESPONSIBILITY

Dahua Technology continuously promotes its corporate social responsibility and sense of mission, and actively participates in various social public welfare projects while maintaining stable operation and sustainable development. The company also practices its mission of "Enabling a safer society and smart living", and utilizes its technological capabilities in the preservation and conservation of our environment, helping to build a harmonious and beautiful world for everybody.

## NATURE CONSERVATION



### Assist the Quality Monitoring of Atmospheric Environment

Dahua Technology is actively involved in quality monitoring of the atmospheric environment. By combining intelligent sensing technology and video images, the company helps environmental protection departments to effectively understand temperature, humidity, noise, dust, PM2.5\PM10 and other related data in real time. The company also assists them in conducting environmental quality monitoring and abnormality handling.



### Guard Lakes and Rivers

Dahua Technology takes the initiative to participate in the protection of rivers, lakes and other bodies of water using intelligent technology. It significantly helps local water conservation departments to improve the efficiency of cleaning floating objects on bodies of water and reduce environmental hazards caused by various types of floating wastes such as domestic garbage. It also utilizes its multi dimensional object sensing technology to build a three-dimensional fishing ban supervision system, which greatly facilitates the strong fishing ban in the Yangtze River.



### Protect Wildlife

With its intelligent video analysis, Dahua Technology offers intelligent detection, analysis and protection of wildlife habitat. It helps prevent illegal intrusion, illegal logging and poaching, forest fire and other related events by building an invisible protection network for wild animals. The company currently has protected the habitats of nearly 50 endangered species, including Tibetan antelopes, snow leopards, oriental white cranes and black cranes.

## PUBLIC WELFARE



### "Lighting The Future" Charity Program

Launched in 2015, the "Lighting the Future" charity program aims to support children suffering from illness and poverty through assistance and donations, lighting their way to a brighter future.



### "Love 1+1" Clothing Donation

Since 2014, the company has donated more than 7,000 pieces of clothing to children located in China's underdeveloped mountainous areas for 6 consecutive years, warming them with comfort and love.





# DAHUA TECHNOLOGY

**Main Success Cases – Qatar & Kuwait Market**



# CONTENTS



Government



Building & Tower



Retail



Display



Banking & Finance



Health



School

# Qatar Main Successful Cases

**Government (More than 1,040 cameras with AI functions are ensuring safety for these projects)**



- ✓ Qatar MOI SSD
- ✓ Qatar Ministry of Public Health
- ✓ Qatar Ministry of Defence
- ✓ Qatar Criminal Investigation Department
- ✓ Qatar Horse Racing Club
- ✓ Qatar Foundation
- ✓ Qatar Municipality

**Retail (More than 5360 cameras with AI functions are ensuring safety for these projects)**



- ✓ Lulu Supermarket
- ✓ Dar al salam Mall
- ✓ Landmark shopping mall
- ✓ Gulf mall
- ✓ CARREFOUR
- ✓ B SQUARE MALL
- ✓ Safari hyper market
- ✓ ANSAR GALLERY
- ✓ AI MEERA

# Qatar Main Successful Cases

**Education (More than 1,680 cameras with AI functions are ensuring safety for these projects)**



COMPASS INTERNATIONAL SCHOOL  
DOHA  
A NORD ANGLIA EDUCATION SCHOOL

- ✓ Qatar Swiss International School
- ✓ Qatar Community College
- ✓ Qatar Shafallah
- ✓ Qatar Doha British school

**Office Building & Residence (More than 9870 cameras with AI functions are ensuring safety for these projects)**



- ✓ Barwa
- ✓ Golden Centre Games and Sweets
- ✓ Marmi Group
- ✓ Ooredoo
- ✓ Vodafone
- ✓ Adel Alshaibani
- ✓ DOHA FESTIVAL CITY entertainment center
- ✓ AL BAKER TOWER
- ✓ Golden Centre Games and Sweets



WORLD OF HYATT®



- ✓ Hyatt doha west bay residences
- ✓ Q-post
- ✓ Qatar Airways
- ✓ AL JABER TWIN TOWER
- ✓ UCC
- ✓ Insha Labor Campus
- ✓ Esheireb Porperties



# Qatar Main Successful Cases

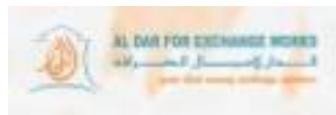
Medical (More than 540 cameras with AI functions are ensuring safety for these projects)



- ✓ Qatar Rehabilitation Institute
- ✓ Al Shamal Medical Center
- ✓ Al Siraj Medical Center
- ✓ ITQAN American Hospital
- ✓ Qatar Medical Center
- ✓ MASEEM AI Rabeeh



Bank&Finance (More than 1050 cameras with AI functions are ensuring safety for these projects)



- ✓ Al Ahli bank
- ✓ Al DAR Exchange
- ✓ AL MANA Exchange
- ✓ Gulf Exchange
- ✓ Trust Exchange
- ✓ Unimon Exchange





## Qatar Main Successful Cases

Hotel (More than 4123 cameras with AI functions are ensuring safety for these projects)



- ✓ Al Safir Hotel
- ✓ Swiss-Bel hotel
- ✓ Qatari Diar
- ✓ Hotel & apartment Mushereb
- ✓ Gold souq Hotel
- ✓ Merwab hotel
- ✓ Rotana hotel
- ✓ Al baker Novatel hotel
- ✓ Al baker Sofitel Hotel

# • Kuwait Main Successful Cases

## KUWAIT Ministry of Interior



### 📍 Kuwait City, Kuwait

#### Background:

Is one of the government bodies of Kuwait. Its minister in charge is a member of the Cabinet of Kuwait. The early organization which dealt with internal affairs was the Directorate of Public Security Force, formed during the Interwar period in 1938 by Ahmad Al-Jaber Al-Sabah and mainly taking effect following World War II. Prior to 1938, internal security was dependent on the Defense Security Forces Defense which were headed by Sheikh Ali Salem Al-Mubarak Al-Sabah. Following the Battle of Al-Regeai, command of the Defense and Security Forces was assigned to Sheikh Abdullah Jaber Al-Abdullah II Al-Sabah, who was appointed by Sheikh Ahmad Al-Jaber Al-Sabah and was commanding from 1928 to 1938.

#### Solution:

Dahua installed more than 350 pieces of Super Series 8 HDD NVR with 6 terabyte HDD

- more than 4000 cameras dome and bullet types with MOI specs
- more than 100 PTZ cameras with joystick
- Installation done for all MOI buildings in all Kuwait states

#### Result:

Dahua and Arab Security's cooperation received good feedback from customers and end users since Dahua fulfilled customers' special requirement through CDN contractor with MOI.

# • Kuwait Main Successful Cases



## Kuwait National Guard



الحرس الوطني الكويتي  
Kuwait National Guard

### 📍 Kuwait City, Kuwait

#### Background:

Functions of the National Guard

To support the army in defending the homeland against anyone who attacks its innocent soil or tries to penetrate its borders and to assist the police forces in maintaining security and stability and protecting the home front against all the dangers that threaten it, securing the vital targets or installations in the country and the constant readiness to fulfill any other task assigned to it. Before the Supreme Defense Council.

#### Solution:

Dahua Provide:

- 1- 12MP 4K 30x IR PTZ Network Camera.
- 2- 8 Channel 1.5U 16PoE 4K&H.265 Lite NVR
- 3- Surveillance HDD 8TB internal hard drive
- 4- 12MP IR Bullet Network Camera.

#### Result:

Dahua and Arab Security's cooperation received good feedback from customers and end users since Dahua fulfilled customers' special requirement through KNETCO contractor with KNG.

# • Kuwait Main Successful Cases

## TAMDEEN Square



### 📍 Kuwait City, Kuwait

#### **Background:**

With its contemporary design and focus on outstanding architectural standards coupled with innovative solutions, Tamdeen Square will be the first fully integrated suburban community of its kind. This multifunctional mini city will offer a dynamic mix of first-class amenities and is set to define the modern neighbourhood. Anchored by four outstandingly impressive 40 storey high rise luxury residential towers, Tamdeen Square will consist of a number of distinct, yet completely inter-related areas with a beautifully landscaped central plaza. These areas include several towers consisting of more than 400 luxury sea view apartments, in addition to several furnished apartments, a 208 room business hotel.

#### **Solution:**

Dahua installed twenty two pieces of Super Series 16HDD NVR with 8 terabyte HDD , and 850 cameras dome and bullet types with MOI specs

#### **Result:**

Dahua and Arab Security's cooperation received good feedback from customers and end users since Dahua fulfilled customers' special requirement such as redundant power for the NVR , which also support fiber connection.



# • Kuwait Main Successful Cases

## Carrefour



### 📍 Kuwait City, Kuwait

#### **Background:**

Carrefour, one of the largest hypermarket chains in the world was introduced to the Middle East and North Africa (MENA) market in 1995 by Majid Al Futtaim, the leading shopping mall, retail and leisure pioneer across MENA.

Carrefour has become the most dynamic, fast-moving and exciting hypermarket chain in the region and shared its growth with more than 36,000 employees from more than 70 nationalities in 15 countries, providing shoppers with variety and value-for-money.

Carrefour started its first operation in Kuwait in the year 2007, and currently operates over 250 hypermarkets, supermarkets, and online stores in 15 countries across the region with plans to extend into 38 countries in the Middle East, Central Asia, Africa and Russia.

#### **Solution:**

Dahua installed CCTV system as mention below:

- 1- 700 cameras (dome , bullet & PTZ ) types with MOI specs
- 2- NVR 32 channels & storage.

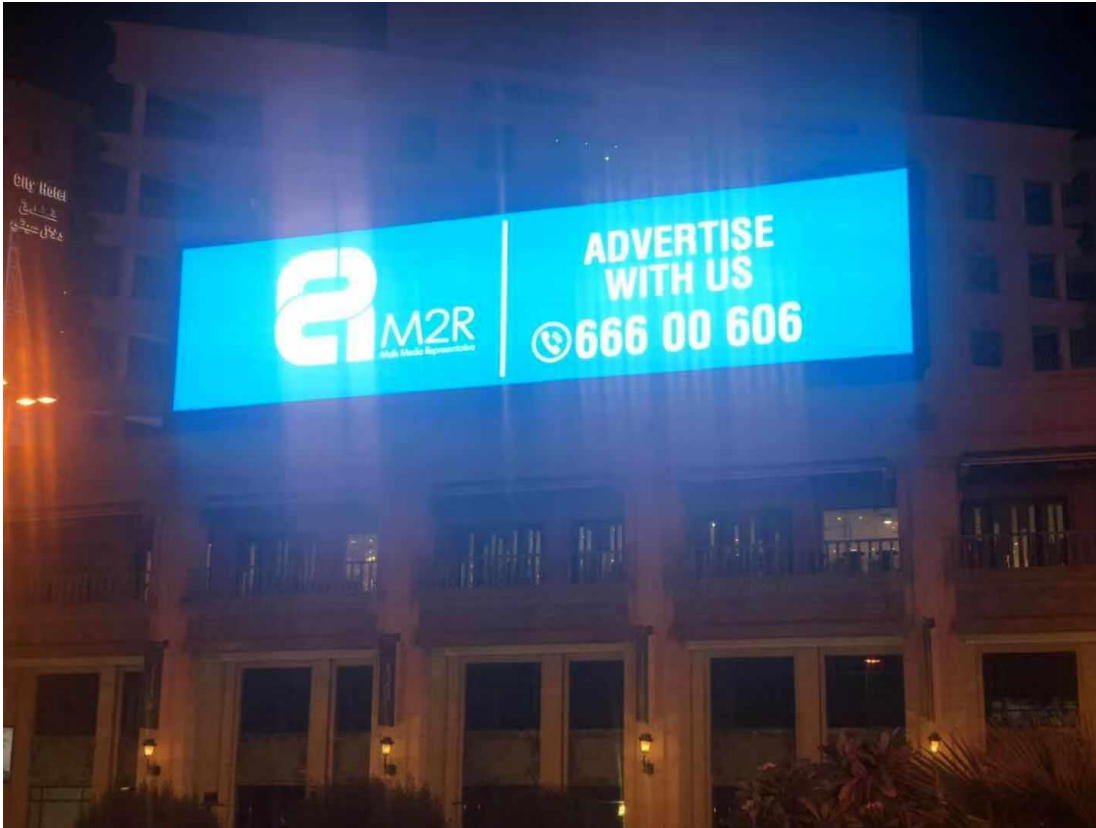
#### **Result:**

Dahua received good feedback from customers and end users since it fulfilled customer' s special requirements.



# • Kuwait Main Successful Cases

## LED Screen Video Wall



## 📍 Kuwait City, Kuwait

### Background:

Dahua cooperate with advertisement company "M2R" through Al Yousifi. M2R has been the pioneer in mall advertising opportunities since 2005. Tie up with all the major malls of Kuwait.

### Solution:

Dahua installed DHI-PHGOA10-SS 160m2 Outdoor LED

### Result:

Dahua received good feedback from customers and end users since it fulfilled customer's special requirements. There are more than 10 pcs such outdoor LED screen projects in Kuwait, this project's success delivery is the beginning for Dahua brand and open the LED market in Kuwait.

# • Kuwait Main Successful Cases

## NBK Bank solution



### 📍 Kuwait City, Kuwait

#### **Background:**

National Bank of Kuwait was the first national bank in Kuwait and the entire Arabian Gulf region. The bank needs an HD system with a high requirement for the safety and stability of all the systems.

#### **Solution:**

Dahua installed two pieces of Super Series 16HDD NVR with 8 terabyte HDD and 30 pieces of eco-savvy3.0 high definition camera for each branch, over 100 branches in total. For the central room, Dahua provided four pieces of the most advanced DSS software for the effective and stable management & second phase NBK HQ; Dahua installed video wall display system, network video storage, video decoder & video door intercom.

#### **Result:**

Dahua and Arab Security's cooperation received good feedback from customers and end users since Dahua fulfilled customers' special requirement such as ATM transaction function, virtual host functions, and software development.

# • Kuwait Main Successful Cases

## GULF Bank solution



### 📍 Kuwait City, Kuwait

#### **Background:**

Gulf Bank is one of the largest banks in Kuwait with a broad offering of consumer banking, wholesale banking, treasury, and financial services. Gulf Bank was founded in 1960, and listed as GBK on the Kuwait Stock Exchange in 1984.

#### **Solution:**

Dahua installed two pieces of Super Series 8HDD NVR with 8 terabyte HDD and 30 pieces of eco-savvy3.0 high definition camera for each branch, over 70 branches in total.

#### **Result:**

Dahua and Arab Security's cooperation received good feedback from customers and end users since Dahua fulfilled customers' special requirement such as band width management.

# • Kuwait Main Successful Cases



## MOH-Dhaman Hospital- Ahmadi



### Kuwait City, Kuwait

#### **Background:**

HEALTH ASSURANCE HOSPITALS COMPANY (DHAMAN) was established by a Ministerial Decree, as part of the development plan set forth for the State of Kuwait.

It is structured as a public-private-partnership (PPP) entity, with a pledged capital of KD 230 Million held by Kuwait Investment Authority and Public Institution for Social Security at 24%, Arabi Holding Group at 26% and 50% of shares to be allocated to Kuwait's nationals.

Dhaman's main objective is to be the first private healthcare company in Kuwait and the GCC to adopt world class healthcare standards.

#### **Solution:**

Dahua Provide:

- 1- 12MP IR Bullet Network Camera.
- 2- NVR Ultra 4K H.265.
- 3- Outdoor 5G Wireless video transmission device.
- 4- Varifocal Bullet camera 3MP IP camera.
- 5- Varifocal Dome camera 3MP IP camera.
- 6- NVR with Storage 12TB device with MOI specs.

# • Kuwait Main Successful Cases

## MOH-LABCO



### 📍 Kuwait City, Kuwait

#### Background:

LABCO (Kuwait International Laboratory), established in 1999, is the first locally owned, independent ISO/IEC 17025:2005 accredited testing laboratory in Kuwait. LABCO provides THIRD PARTY quality control and assurance services through scientific analytical data for microbiological and chemical testing, along with, Total Quality Management Services, QMS – Consultations and Training.

LABCO ISO 17025/2005 accreditation and Good Laboratory Practices – GLP implementation, ensures that the prescribed process / high quality standards are adhered to for every test conducted, thus minimizing the possibility of errors to deliver accurate and reliable results.

LABCO services are approved by:

M.O.H - THE KUWAIT MINISTRY OF HEALTH (MOH)

M.E.W - MINISTRY OF WATER AND ELECTRICITY

K.E.P.A - PUBLIC AUTHORITY FOR ENVIRONMENT KUWAIT

#### Solution:

Dahua Provide:

1- 2 MP IR Eyeball Dome Camera

2- DVR 16 channel Penta-brid with 2 TB HDD



# • Kuwait Main Successful Cases

## Al Najat Schools



### Kuwait City, Kuwait

#### **Background:**

Najat Charitable Society has established many schools in an effort to provide a fertile educational environment and faith for its students to help graduate a scientifically capable and able to take responsibility and preserve its religious and cultural values according to a national approach based on deepening loyalty to religion and the homeland, through the selection of distinctive educational programs, methods and projects the modern and attracting the highest educational competencies and expertise, and survival schools interested in activating the ongoing partnership between home and school, was characterized by the output of survival schools, students distinguished in various scientific, literary, sports and Islamic fields , including making T Repelling numerous awards the first centers through its participation in the competitions in various fields.

#### **Solution:**

Dahua Provide CCTV:

- 1- 3MP IR Bullet Network Camera.
- 2- 4MP IR Dome Network Camera.
- 3- NVR Ultra 4K H.264.

#### **Result:**

Dahua received good feedback from customers and end users since it fulfilled customer' s special requirements.



## Vision

World Leading Video-Centric  
Smart IoT Solution & Service Provider



## Value Proposition

Innovative Technology, Reliable Quality &  
End-to-end Service



## Mission

Enabling a Safer Society  
and Smarter Living

「 ENABLING A SAFER SOCIETY AND SMARTER LIVING 」