

## Press Release

### **SGX-listed MultiVision Wins Project from China's Hunan Postal Services for Surveillance Systems at Over 100 branches and 150 ATMs**

- HK\$7.2 million contract to install digital video surveillance systems for over 100 branches and 150 ATMs in Hunan province to be fulfilled by Q4 FY 2004 ending 31 March 2004
- Company also secures fresh contracts amounting to HK\$8.0 million from three Macau hotels and casinos as well as Hong Kong's Asia Container Terminal
- Increasing momentum of China market penetration together with strengthening distributor partners to propel growth, even as the Company concurrently taps new markets globally

SINGAPORE, 15 February 2004 – MultiVision Intelligent Surveillance Limited ("MultiVision"), a leading provider of highly-integrated digital video surveillance products and solutions, kicked off 2004 on a positive note with new contracts from Greater China that will enhance the Company's profile and domain expertise in the banking, gaming and hospitality industries.

Singapore Exchange Main Board-listed MultiVision said the Company has been awarded a contract from Hunan Postal Services. This first phase of the project entails the installation of digital surveillance systems for over 100 branches and 150 automated teller machines (ATMs). MultiVision's systems built in with picture-in-picture and text-overlay applications will offer digital video recording and easy retrieval of surveillance pictures captured for all transactions that have been carried out for that account at any branch or ATM.

A significant portion of the project is scheduled for completion by MultiVision's fourth quarter of financial year 2004 ("Q4 FY04") that ends on 31 March 2004; and would, accordingly, be reflected in the Company's FY2004 results.

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Commenting on the Hunan contract, MultiVision's President and Chief Operations Officer, Mr. Dennis Li said, "This award represents a major breakthrough for MultiVision's thrust into China's fast-growing market as the potential for further project opportunities is tremendous. Hunan Postal Services' current network includes another 1,800 other branches and 200 ATMs province-wide.

Once this first phase of the project has been smoothly executed, Hunan Postal Services is likely to commission the roll-out across its entire network over three years. In addition, our involvement in Hunan province would let us demonstrate our domain expertise, while the experience would stand us in good stead in pursuing similar projects in other provinces."

### ***Macau Casino Extension Project and Asia Container Terminal 8***

The Macau Casino extension project is valued at HK\$8 million and involves the installation of new digital video surveillance systems at China Hotel and Grand View Hotel, and an increase in surveillance coverage at Pharaoh's Palace casino. The casinos are operated by Macau gaming company *Sociedade de Jogos de Macau, S.A*, a subsidiary of *Sociedade de Turismo e Diversões de Macau, S.A.R.L.* The above brings the total number of casino and hotel facilities in Macau for which MultiVision's systems have been installed or would be installed to 17. Aggregate contract value for these projects in Macau to-date stands at HK\$64 million, of which HK\$5 million was fulfilled in fourth quarter 2003 ("Q4 FY03") and second quarter 2004 ("Q2 FY04").

In Hong Kong, MultiVision's distributor partner PCCW won a contract to implement a 67-video camera CCTV port surveillance system for Asia Container Terminal. MultiVision is supplying HK\$324,000 worth of high-end digital video surveillance products comprising seven units of NetServer Super (hardware, MPEG4-based Digital Video Recorders) and three units of Unet Client Workstation 1000 (management client). This project would add to MultiVision's domain expertise for container terminal port surveillance – the Company had previously supplied the high-end digital video surveillance products for Container Terminal 9.

### ***Strengthening Support from Distributor Network***

Commenting on the above contracts, Mr. Li said, "Our distributor network is an integral part of our business, which has freed up company resources to focus on continual product and solution development activities. Leveraging on distributors' resources is particularly important in order for MultiVision to adequately cover a vast market like China, while concurrently tapping new markets globally.

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We are very encouraged in seeing many of our distributors achieving their quotas. For instance, Macau-based Elixir earlier raised its distributor quota from US\$0.5 million to US\$4.0 million (about S\$6.76 million). This is likely driven by the heightened awareness of commercial organisations, corporations and infrastructure installations to undertake a thorough review of their security measures and the astuteness of investing in reliable surveillance systems and migration from analog to digital recording.

On our part, we work very closely our partners and end-customers and have clearly demonstrated consistency and reliability in delivering quality systems and domain expertise in developing the optimal set of integrated surveillance solutions."

In view of the above, Mr. Li is optimistic that Company's thrust into the promising China market in partnership with its distributors is fast gaining momentum and will drive MultiVision's top line and bottom line growth.

### end of release ###

*Issued on behalf of MultiVision Intelligent Surveillance Limited by WeR1 Consultants*

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***About MultiVision Intelligent Surveillance Limited***

(Bloomberg: MVIS SP EQUITY/ Reuters: MVIS SI)

*Headquartered in Hong Kong, MultiVision was established in 1986 and is a technology-based company principally engaged in the design, development and distribution of digital video surveillance products and solutions. The Company's products are adapted for use in a diverse range of industries including banking, residential, commercial, utilities, healthcare and transportation, as well as various government agencies. The end-users of MultiVision's products include companies in both the private and public sectors. MultiVision is ISO9001 certified.*

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*MultiVision's products and solutions are marketed to distributors, OEMs of surveillance products and systems integrators for integration into the security and surveillance systems of its end-users. The Company's principal markets are in Australia, Hong Kong, Macau, Taiwan and the PRC. MultiVision has 27 distributors in various countries and/or places such as Hong Kong, Taiwan, Macau, the PRC, Thailand, Macau, Malaysia, Singapore, Indonesia, Australia, New Zealand, Israel, Ghana, the Middle East, Ireland, UK, Latvia and the USA.*

*The MultiVision range of digital video surveillance products offers digital video recording and real-time monitoring of multiple locations from a central monitoring centre through the routing of signals from various cameras to a central monitoring centre.*

*For the six months ended 30 September 2003, the Company recorded an increase of 43.1% increase in turnover to HK\$56.1 million, and an increase of 47.2% in net profit to HK\$15.5 million.*

*For further information, visit [www.multivision.com.hk](http://www.multivision.com.hk)*

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