

MultiVision's Growth To Hinge On Three Pillars

MultiVision's first quarter for financial year 2005 (1QFY05) saw revenue grew 44 percent to reach HK\$38.0 million from the same quarter last year. Gross profit increased 28 percent to HK\$22.0 million for 1QFY05 compared to HK\$17.2 million for 1QFY04.

The key to MultiVision's strong growth lies in our multi-prong approach and well-executed strategies. The company invested in setting up offices in new geographical areas in the last financial year and that has born fruits in opening up those markets and bringing in new businesses in those new territories.

Pillars of growth



MultiVision has also identified key vertical industries to focus in and these three pillars of growth are the banking, transportation and gaming industries.

Our focus on the banking industry has seen us introduce innovative and feature-rich digital video surveillance solutions which not only impress but meet the needs of this vertical market. Our capability to provide end-to-end solutions won us two new customers namely the Seng Heng Bank Limited in Macau and the BanReservas in Dominican Republic. The Seng Heng Bank, the second largest locally incorporated bank in Macau, is installing our systems at all its six branches in the territory. The BanReservas will be deploying the project in a phase approach, integrating MultiVision's equipment with its existing ATM solution.

Building on our earlier relationship with the Bangkok Transit System (BTS), we have secured the second phase of the latter's surveillance project. This repeat purchase from the BTS is a strong demonstration of the strength of our products and the good working and support relationship we have with our partner in Thailand.

MultiVision expanded our suite of gaming applications to include camera touring in the last financial year. This application allows the camera to intelligently zoom in and focus on the amount of bets placed by each player, providing the gaming operator with information to help resolve any possible disputes that may as a result arise from this issue. We will continue to innovate and bring such technologies to our end users in the gaming industry.

MultiVision remains upbeat about our growth prospects. Moving forward, we will continue to tap into these markets for future growth.

■ What's News

New Technologies On Showcase At ASIS 2004



If you have been looking out for a cutting edge solution, be sure to drop by MultiVision's booth (Number 1115) at ASIS 2004! The exhibition to be held from 27 to 29 September at Dallas, Texas will see MultiVision showcase not only our full suite of digital video surveillance solutions but our patent-pending image processing system (see the Technology Corner section for details of our new system).

The image processing system will make its debut at the show for the first time worldwide. The show, aside from being a launch pad for the new product, will also provide visitors an opportunity to learn more about the latest products and solutions from the company. MultiVision USA staff will be on hand to demonstrate the different vertical industry applications MultiVision has developed and are open to discussions about your needs and requirements.

■ Technology Corner

Say Good Bye To Unclear Images And Welcome Intelligent Unattended Operations!

A surveillance system which provides unclear images is as good as having none. MultiVision has developed a standalone system which features patent-pending technologies that will bring better picture quality and auto-alarm triggering capabilities to end users.

Motion Detection



Directional Motion Detection

MultiVision has enhanced our motion detection application with directional and object size motion sensing capabilities. A typical motion detection application will trigger an alarm when motion is detected at the specified areas. This improved motion detection application extends to detect specific directional movements. This is especially

useful at places such as train stations' entry and exit gantry points where passengers may illegally jumping over the fence/ gates and at supermarkets. The image size selection option is built to allow end users select the object size they want to be alerted of entering the guarded territories. This helps reduce false alarms which are unnecessarily triggered by cats and dogs, for example, at unmanned sites under surveillance.

Color Detection



Color Detection

Alarm alert based on color matches is also made possible with this new system. The algorithm can be customised to detect objects of a certain color and trigger an alarm. Application areas like vehicle / merchandise tracking / counting and smoke / fire detection can be determined with a reasonable degree of accuracy using the algorithm.

Video Image Stabiliser



Before Stabiliser



After Stabiliser

Conventional technologies, which are used to reduce the blur effect resulted from vibrations / movements, use the center of the frame as the reference point for adjustment. MultiVision uses an eight-point approach where the images are sharpened using not just one single point but eight points within the frame as the reference.

This will greatly improve quality of video images captured through zooming in from a great distance or unclear images caused by vibrating platforms and vehicles.

Video Enhancement



Before Filtering



After Filtering



Before Backlight Compensation



After Backlight Compensation

Another image enhancement feature built in the system provides backlight compensation, low light enhancement and filtering capabilities. This will correct problems caused by poor lighting conditions, such as darkened images captured due to the sun shining at the back of the subjects and those taken at night or under foggy conditions.

Further integration of the above image processing techniques into the DVR will allow better monitoring and searching of the recorded files.

To learn more about this new standalone system, please email us at enquiry@multivision.com.hk or contact your local sales representatives / MultiVision partners.

■ New Orders

Leading Property Developer In Hong Kong Adopts MultiVision NetServers



MultiVision Intelligent Surveillance Limited has secured an order of 50 NetServer systems through our partner, SUNeVision Holdings, for installation in various commercial and residential buildings under the Sun Hung Kai Properties (SHKP). Of the 50 units, at least 25 are designated for a single commercial property.

SHKP is one of the largest property companies in Hong Kong with landmark developments including the Sun Hung Kai Centre, the International Finance Centre and the Central Plaza. SUNeVision is SHKP's technology arm and is listed on the Growth Enterprise Market of the Hong Kong Stock Exchange.

The contract is an indication of property developers' continual efforts in enhancing security and surveillance of their facilities and leapfrogging to new technologies such as digital video surveillance solutions.

Seng Heng Bank And BanReservas Go Digital



MultiVision extended our reach into the banking industry in Macau, adding Seng Heng Bank to our list of global banking clientele.

Seng Heng Bank Limited is the second largest locally incorporated bank in Macau, offering a full range of banking products and services. It will deploy MultiVision's digital video surveillance equipment at all its six banking locations in Macau. The move is a bid to further strengthen security and surveillance at its branches.



Another breakthrough in the same industry comes from the Dominica Republic in Central America where an order was placed by BanReservas. The bank, one of the largest in the country, boasts over 130 ATMs and was looking for a solution which could integrate with its existing banking application without having to undergo a major overhaul.

MultiVision's success in providing proven banking solutions and expertise in large scaled infrastructure projects has convinced BanReservas. Also, MultiVision has the capacity to meet the requirement of delivering 40 systems immediately to the customer for deployment. The project, expected to be completed in year 2005, will see MultiVision's video surveillance products integrate seamlessly with BanReservas' ATMs and the operating system will be in Spanish.

Bangkok Transit System Places Repeat Order With MultiVision



The Bangkok Transit System Public Company Limited (BTS) operates the BTS SkyTrain whose train network services more than 300,000 passengers per day. BTS prides on being one of the safest and most punctual mass transit service in the region.

The company deployed MultiVision's digital video surveillance solutions a few years back when it migrated from analog to digital surveillance. It is currently looking to extend and enhance surveillance at its SkyTrain stations and intends to roll out phase two of its surveillance project. As MultiVision's solutions have demonstrated high reliability and ease of use and met the stringent criteria BTS has set out in the first implementation phase, the latter decided to continue to award MultiVision with the second phase of its project.