



An advertisement placed by MultiVision's partners to congratulate the company for winning the award

## Kudos For MultiVision At Hong Kong Awards For Industry

MultiVision Intelligent Surveillance Limited has been awarded the Export Marketing Certificate of Merit 2003 in the 2003 Hong Kong Awards for Industry.

Commenting on the receipt of this prestigious award, Mr. Louis Mak, Chief Executive Officer and Chief Technology Officer said: "We are very delighted to be recognized as



Winners of the 2003 Hong Kong Awards For Industry got together for a photo shoot session. MultiVision was represented by Mr. Louis Mak (second row, fourth from left), CEO and COO of the company

one of the leading players in export marketing. The award is a testimony of our ongoing commitment to the pursuit of excellence in our products and solutions."

The Hong Kong Awards for Industry is an annual awards scheme established since 1989 to recognise and encourage excellence as well as to promote successful practices and strategies in different aspects of industrial performance.

This year's competition saw 262 entries and only 74 companies were awarded. The entries received came from a wide range of industries, including electronics, toys, metals, food processing, healthcare products, public utilities, building and construction, telecommunications, and sports and entertainment.

There are a total of seven award categories, namely: Consumer product design, machinery and equipment design, productivity, quality, environmental performance, technological achievement and export marketing. The export marketing category is managed by the Hong Kong Trade Development Council. Participants for this category were evaluated based on -- market research, product planning and development, branding strategies, pricing strategies and market positioning, promotional strategies, distribution channels, export sales performance and marketing objectives and staff motivation.



Mr. Tung Chee Hwa, the Hong Kong Chief Executive, was present to officiate the event at the awards ceremony held at the Hong Kong Convention and Exhibition Center on 27 October 2003.

## ■ New Orders

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### ***MultiVision And Elixir Group Bagged HK\$48.67 Million Contract To Upgrade Surveillance Platform In Macau Casinos***



*The signing ceremony held in Singapore in mid October firmed up the partnership between MultiVision and Elixir Group. Present at the event were (from left to right) Mr. Dennis Li, President and COO of MultiVision, Mr. Gordon Yuen, CEO of Elixir Group and Mr. Louis Mak, CEO and CTO of MultiVision*

In mid October, MultiVision signed a HK\$48.67 million (S\$10.92 million) contract with Elixir Group to provide digital video surveillance products and solutions to 10 casinos operated by the Macau gaming company, Sociedade de Jogos de Macau, S.A ("SJM"), a subsidiary of Sociedade de Turismo e Diversoes de Macau, S.A.R.L.

The project involves the upgrade of existing analog CCTV systems at the casinos to a digital video surveillance platform, commencing at Casino Lisboa and the SJM control center. Work has already begun at the casinos and the project is scheduled for completion in mid 2004.

In a separate contract with Elixir Group, MultiVision will provide HK\$4 million worth of digital video surveillance products and solutions to two other SJM-operated casinos -- Pharaoh's Palace and Omar III Casino. The project will be implemented on an expanded-facilities basis for SJM's additional surveillance requirements, when new gaming tables are set up at the respective casinos.

Previously, MultiVision has worked with Elixir Group in similar projects. The company has undertaken pilot projects at the Pharaoh's Palace and the Legend Club Casino, as well as secured contracts to work at the Royal Hotel Casino and Man Yuen Casino.

According to Gordon Yuen, CEO of Elixir Group, SJM has plans to expand its gaming facilities in Macau over the next 18 months and Elixir expects to benefit from the recurring business generated from SJM as their systems integrator. The partnership between MultiVision and Elixir will position both companies strategically to meet the demands of SJM.

## ■ Case Study

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### ***MultiVision Migrates SJM Casinos From An Analog To A Digital Platform***

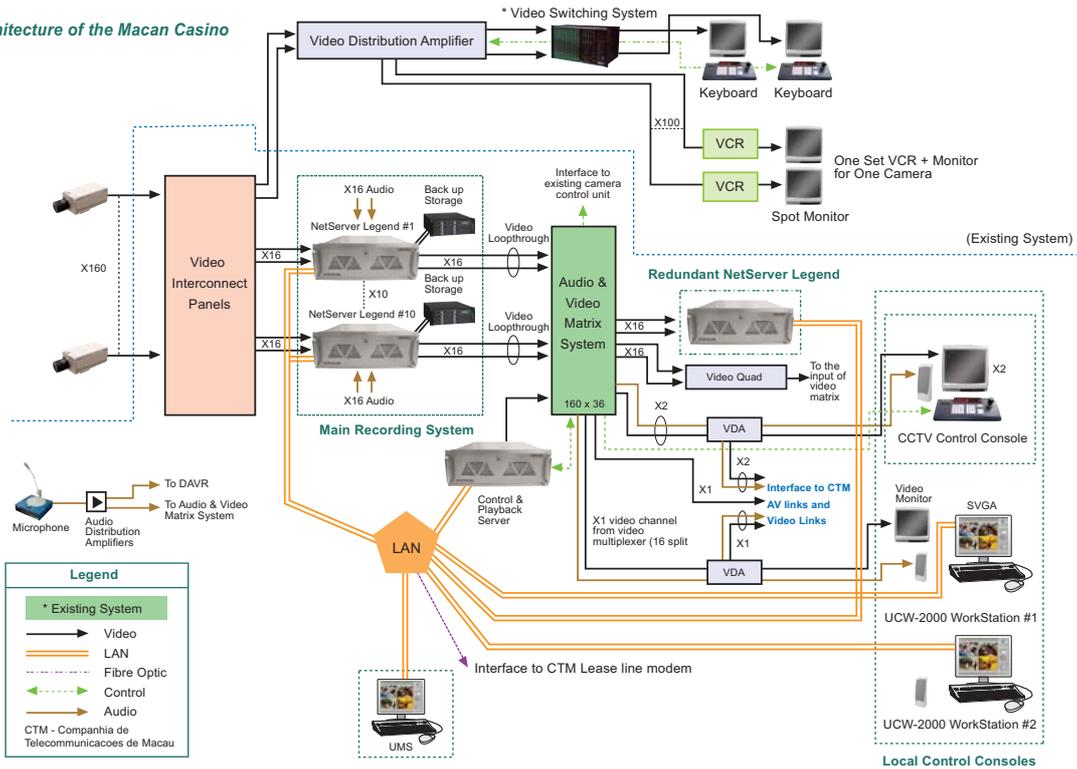
The Sociedade de Jogos de Macau (SJM) is one of the three licensed gaming operators in Macau and runs 14 casinos in the ex-Portuguese colony of Macau. With Macau touted as the Las Vegas in Asia attracting more tourists to visit the region, SJM has announced plans to expand its gaming and hospitality facilities to meet the demand of the booming tourism industry.

As the scale of operations at the SJM casinos increases, the operator is finding it difficult to manage its antiquated analog surveillance system. The surveillance application is an integral component of a casino's operations. The governing board has authorized all casinos to be wired for surveillance and that gaming tables which are not under the scrutiny of surveillance cameras are not allowed to operate. Video clips have to be on hand for the authorities to review at any stage.

Built on an analog CCTV platform, the SJM-operated casinos rely on video tapes as the recording media. Given the limited recording capacity of each media, a huge amount of video tapes are generated from the recording of the gaming tables from more than 2000 cameras. The archival and storage processes are grilling tasks for the security department. Only a migration from the analog system to a digital platform will help resolve the problem.

The migration process is also challenging in that the strict requirements by the governing board for 24 by 7 surveillance of the gaming floors at all casinos have to be adhered to. As such, systems downtime cannot be tolerated. SJM has also demanded that video footages from the digital surveillance solution be of a better if not equal quality as that of the existing ones.

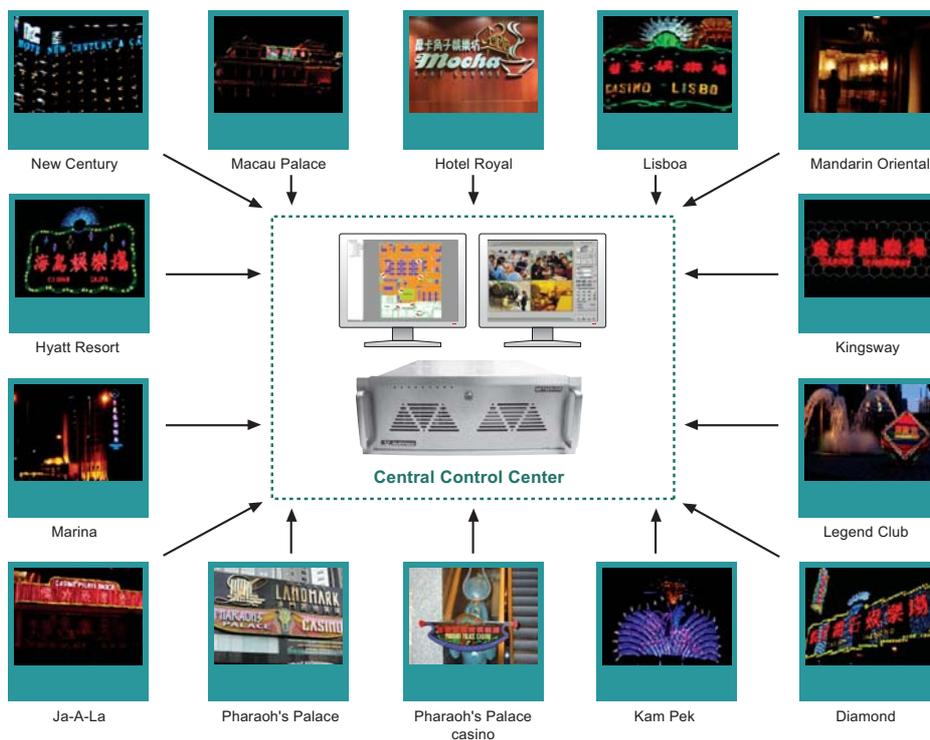
*The Systems Architecture of the Macan Casino*



To minimize the disruption in video recording, MultiVision introduced a new matrix switch to the surveillance architecture where the camera inputs are immediately directed into the digital recording system. MultiVision's NetServer Legend, based on the MPEG4 hardware compression chipset, ensures that a real-time frame rate of 25 frames per second per camera with D1 (704 by 576) resolution is achieved, providing SJM with crystal clear and real-time video images. The back-up plan involves the installation of NetServers at each site with heart-beat monitoring. In the event of a failure, the recording of the gaming floor will be failed over to a back-up server in less than 1 second, ensuring that recording is not interrupted.

SJM will set up the central control center to better manage and control the security operations of the SJM casinos. The control center will oversee all the surveillance operations at the 14 SJM casinos and is able to remotely monitor and control the different sites from a central location. The operator at the central control center also has the flexibility to bring up audio and video images from any site for review.

*The 14 SJM casinos and facilities are remotely monitored from the Central Control Center which is powered by MultiVision's NetServer products and solutions*



## ■ What's News

### **MultiVision Met With Astounding Success At Tradeshows**



*Exhibiting at the Casino and Gaming World Asia Pacific show in October*

The last two months saw MultiVision showcased our products and solutions in tradeshows in the USA, Singapore and the PRC.

application. Casino operators were impressed by the quality of the video images captured by the digital video surveillance solutions showcased and the high redundancy and reliability of the systems.

The full range of MultiVision products and solutions was on display at the Safety and Security Asia 2003 held from 8 to 10 October in Singapore. Show attendees were provided the opportunity to try their hands on our products and solutions.

Aside from exhibiting at the show, MultiVision's President and Chief Operations Officer, Mr. Dennis Li was also invited to speak at the conference track running in conjunction with the show. He engaged the audience with his topic on "Is the influx of IT firms into the surveillance boom or bane?", presenting his SWOT analysis for the competing market sectors.

MultiVision has staged its presence in two tradeshows in the PRC. We participated in the International Exhibition on Public Safety and Security in Beijing from 29 October to 1 November, and the Shenzhen International Fair on Public Security Products in Shenzhen from 1 to 4 November. Coverage of these two shows will be posted in our next newsletter.

In mid September, the company took part in the annual ASIS 2003 show in New Orleans, the USA. The show was a launch pad for the NetServer Super 24 and NetServer Legend which are two new series of digital video recorders based on MPEG4 hardware compression.

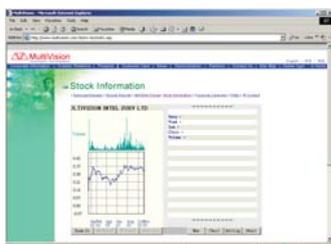
Following ASIS 2003 in the USA, MultiVision participated in a gaming-focused event—the Casino and Gaming World Asia Pacific show in Singapore. MultiVision drew crowds at the show with NetServer Legend which offers real-time, crystal clear video images and NAS 8100 which provides high-capacity storage for the gaming

### **MultiVision Ranked 36th In Position Internationally by A&S Magazine**

MultiVision has been named 36th in position in product sales amongst the world's security companies in the November issue of A&S International, placing it in the likes of security giants such as GE-Interlogix and Tyco Fire and Safety. MultiVision has also clinched the top position in the most Dynamic Revenue Growth category with a revenue growth of 279.6 percent and is placed 18th in the CCTV category.

The Security 50 feature of the magazine evaluates the financial performance of the listed security firms worldwide and lists them according to their financial standing.

### **Real-Time MV Stock Price On Website**



Investors can now obtain MultiVision's real-time stock price from our website! Simply logon to <http://www.multivision.com.hk/inv-stockinfo.asp> and you'll be able to view our latest stock information.

Aside from displaying the stock price and volume transacted, the webpage also presents charts and analysis of the stock.