

#### PRESS RELEASE

For Immediate Release

# MULTIVISION INTELLIGENT SURVEILLANCE LIMITED ANNOUCES NEW BUSINESS INITIATIVES IN CHINA

Hong Kong, 30 July 2003 – MultiVision Intelligent Surveillance Limited ("MultiVision" or the "Company"), a Hong Kong-based technology company specialising in the design, development and distribution of digital video surveillance products and solutions, today announced a slew of business initiatives in China that should allow it to capture a bigger share of the burgeoning digital video surveillance market.

### JIUZHOU ONLINE

In line with its objectives of expanding its presence in the global digital video surveillance industry, MultiVision is in discussions with current and potential business partners in China on new business ventures in the mainland.

MultiVision is in negotiations with China's Jiuzhou Online Service Co. ("Jiuzhou Online") to provide Internet Protocol (IP)-based digital video surveillance products and services to enterprises in China.

A joint venture between GC Technology Group ("GCTech") and IDGVC, the venture-capital arm of media group International Data Group, Jiuzhou Online offers customers Internet content and other services. GCTech is a subsidiary of telecommunications provider China Netcom Group ("CNC").

In a bid to boost its service offerings, Jiuzhou Online is looking to tie up with a surveillance products and solutions company to offer digital video surveillance services to its customers through CNC's network of customers. Under this partnership, Jiuzhou Online would be responsible for providing the necessary bandwidth and technical resources required for the project. MultiVision has entered into discussions with Jiuzhou Online regarding an exclusive partnership with the latter to offer IP-based digital video surveillance products and solutions. The partnership, if finalised by the parties, would initially be funded with part of the proceeds from MultiVision's placement exercise that was completed on 28 July 2003.

CNC is the sole provider of broadband services in the mainland, and its subscriber base includes customers from the financial, industrial, commercial, as well as public sectors, many of which are also subscribers to Jiuzhou Online. This profile of customer base is in keeping with MultiVision's strategy of targeting enterprise users. Moreover, this initiative would also stand to benefit from

CNC's retail subscriber base, thereby broadening its base of earnings.

Jiuzhou Online was incorporated on the back of Internet's growing popularity within the China market in May 2003. According to a recent report published by the International Data Corp, China had around three million broadband subscribers in 2002. This accounts for 0.2 per cent of the 1.28 billion citizens that make up China's population. Another research company, the Yankee Group, predicts the number of broadband subscribers to reach 19.2 million by 2007.

Said Dennis Li, President and Chief Operations Officer of MultiVision, "We are extremely delighted to be considered for this partnership which we would consider to be a major step towards broadening our market share in China. We are making good progress in our negotiations and I believe that all parties are working hard towards completing this deal. This strategic partnership with Jiuzhou Online would be in line with one of our key objectives of focusing on expanding our market share through joint ventures and business alliances. We are very optimistic about the potential of the prospective deal and we expect to reap strong returns once it takes off."

## CHINA TAXI VENTURE

Together with its partner the Great Wall Group, MultiVision is working on plans to distribute a customised digital video surveillance product to taxi companies in China for installation in their vehicles. This first-of-its-kind product would operate seamlessly with the GPRS backbone infrastructure, allowing 20-second digital video images to be transmitted over the network back to a remote control station.

With rising concern over crime rates in China, MultiVision anticipates a positive take-up rate for this product when it is introduced in the country. Demand would also be supported by the removal of grills in the approximate 100,000 cabs in Beijing, in line with the government's initiatives to improve the city's image ahead of the 2008 Olympics Games.

## OTHER DEVELOPMENTS

As further testimony to the strength and breadth of MultiVision's offerings, the company was chosen by security magazine A&S as one of the top 10 Digital Video Recorder suppliers in the international market category, alongside big names like Samsung, Sanyo Security, GE Interlogix, Verint Loronix, and Panasonic.

The issue titled "World's Top 10 DVR Brands" is published in July 2003 and distributed together with the A&S China magazine.

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# About MultiVision (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.

MultiVision's products and solutions are marketed to distributors, OEM's 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, Taiwan and the PRC. In addition, as at 30 September 2002, MultiVision has 26 distributors in various countries and/or places such as Hong Kong, Taiwan, Macau, the PRC, Thailand, 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 further information see: www.multivision.com.hk