



ASX Announcement

29 August 2017

Hikvision and Elsight to form strategic alliance

Highlights

- Elsight appointed as Strategic Partner by Hikvision, the world's largest supplier of innovative video surveillance solutions with a market cap of approx. US\$40.5b
- Hikvision, based in Hangzhou, China, reported revenues of US\$4.67b in 2016
- The companies have tested the integration of their platforms and found them to work seamlessly
- Further integration work will open up new markets and significant opportunities for both companies.

Elsight Limited (ASX: "ELS") is pleased to announce a new strategic alliance with *Hikvision*, the world's leading supplier of innovative video surveillance products and solutions. As outlined in the official announcement (attached), Hikvision has appointed Elsight to be a "Strategic Partner" - the highest level of alliance in its Global Technology Partner Program.

Listed on the Shenzhen stock exchange (002415:CH), with revenues of \$4.67b in 2016, *Hikvision* expects this partnership to better serve mutual customers with a comprehensive end-to-end solution. It will do this by integrating Elsight's products and Command and Control platform (C&C) software and communications system, with Hikvision's high-quality mobile hardware to facilitate a high resolution, live-view, bandwidth adaptive, low latency and data-secured mobile enforcement solution.

The opportunity for Elsight is to leverage on the significant reach and customer base of Hikvision, as well as to open up new opportunities in the "Communications on the Move" market together with a combined solution.

Please see the attached announcement to be released by Hikvision.

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Hikvision introduces Elsight as Strategic Partner in its Global Technology Partner Program

Partnership illustrates deepened integration of products to deliver a seamless mobile enforcement solution

August 29, 2017 Hikvision, the world's leading supplier of innovative video surveillance products and solutions, is pleased to introduce Elsight Australia, a leader in "Communication on the Move", as its Strategic Partner in its Global Technology Partner Program. This partnership will work to better serve mutual customers with a comprehensive end-to-end solution. It will do this by integrating Elsight's products and Command and Control platform (C&C), software and communications system, with Hikvision's high-quality mobile hardware to facilitate a high resolution live-view, bandwidth adaptive, low latency and data-secured mobile enforcement solution.



Hikvision Global Technology Partner Program was introduced June 2017. Designed to enable partners to capitalize on a wealth of technical and commercial resources, the program features two partner levels: Integrated Partner and Strategic Partner. "Strategic Partner is the highest level of our technology partner program, which underlines in-depth collaboration between both parties in marketing and sales, technical support, and business development. Strategic Partner status is reserved for the very few partners that meet the highest quality and the innovation standards that Hikvision mandates," said Adler Wu, Global Technology Partner Program Manager at Hikvision.

Technology integration with Elsight

Hikvision video streams delivered by its versatile mobile equipment (such as portable PTZ cameras, wearable cameras and mobile recorders) can now be transmitted by Elsight Multichannel, a portable communications system which is able to send and receive encrypted data from any point in the world. Accordingly, as a Gateway platform, Multichannel provides the widest bandwidth using any IP network (e.g. Cellular, WiFi, Satellite, etc.), while at the same time being fully secured to enable data transmission using the customer's encryption of choice. The end-to-end solution will be controlled and monitored with Elsight's C&C platform,

Commander360. This integration extends Hikvision's mobile solutions into the "Communication on the Move" (COTM) markets enabling new use cases in such market segments as homeland security (HLS), Safe Cities, police, Telemedicine, fleet management, public transportation, TV/News gathering and broadcasting, and automotive.

"This world class technology of excellence that Hikvision provides combined with their groundbreaking analytics enables a seamless operation with Elsight's Multichannel platform," said Nir Gabay, Elsight CEO. "When Hikvision's solution operates with our Multichannel under our Commander360 (C&C) platform, - a wide range of new services and solutions are provided. We view this partnership as strategic to Elsight, and I am confident that this partnership will enrich customer experience and help both companies become market leaders in COTM industry."

"We are very pleased by how well the integration of our two platforms works. The synergies between them will allow our partners and customers to explore the efficiency of Hikvision's mobile solutions and Elsight's reliable "Communication on the Move" platform," Wu continued. "As strategic partners, we will provide even deeper integration for Elsight, giving a further boost in driving the mobile industry and new market segments on a tactical level by better supporting our channel partners."

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Hikvision is the world's leading provider of innovative video surveillance products and solutions. Featuring the industry's strongest R&D workforce, Hikvision advances core technologies of audio and video encoding, video image processing, and related data storage, as well as forward-looking technologies such as cloud computing, big data, and deep learning. In addition to the video surveillance industry, Hikvision extends its reach to smart home tech, industrial automation, and automotive electronics industries to achieve its long-term vision. Always creating value for its customers, Hikvision operates 28 regional subsidiaries all over the world to achieve a truly global presence. For more information, please visit us at www.hikvision.com.

About Elsight

Elsight is a solution provider of ground-breaking hybrid video and data platforms services (on-the-move or fixed) for large Safe-City projects, sensitive facilities management, and surveillance activities. Elsight's solutions support video capturing, recording, and real time transmission in highly secured and protected manner that guards against video interception and hacking. Elsight's platform was designed to address the most demanding requirements of Special Forces across enemy lines and sophisticated intelligence organizations. These systems underwent the most rigorous testing in combat situations as well as extensive testing by the most demanding laboratories. As a result, they present an unmatched level of reliability, lowest latency, and highest adaptive bandwidth over cellular networks that enables HD and 4K tv transmission quality, with "never-fail" redundancy and much more. For the first time, they offer strict military requirements for civil usage. Elsight's customers range from defence and homeland security, industrial security, first responders and healthcare.