MARCH EDITION

2020 KOREA PHYSICAL SECURITY MARKET OUTLOOK Vol. II

△ FS NETWORKS

The 'Made in Korea' Pride

Established in 2011, FS Networks mainly concentrates on the research and development of CCTV cameras, managing to launch up to two products every year. With a steady growth rate and increasing number of job creations, FS Networks plans to make a strong impact in the domestic and foreign markets by launching three products in 2020.

2020 Security Market Prospect

Due to new installations of CCTV cameras as well as replacements of worn out products, the market size is expected to increase by 30%. According to FS Networks, global shutter installed number recognition systems and technologies providing higher resolutions amidst weather conditions such as fine dust, fog, crowded and dark environments, are to be the core element. Moreover, due to the outbreak of COVID-19, CCTV cameras are being actively used for tracing foot traffic, remote monitoring and treatment, thermal observations, and many more.

2020 Security Market Keywords

FS Networks selected the following keywords for 2020 Video Surveillance market- ① The starting point for AI governance ②The tightening up of personal data protection law ③ Remote monitoring and treatment ④The integration of video and cloud ⑤Mobile phone and driving safety. Due to the anxiety which people have on the use of personal data and Big Data, the government and civilians have started investing huge amounts in the ICT field where a transparent security system is currently being developed.

The rise of one person and silver households along with the passing of Min-sik law, will increase the demand of CCTV camera installations, where tightening up of personal data protection laws according to the Information and Communications act, will be a great opportunity for FS Networks to step in. The expanding thermal imaging camera market and the prevention of possible drone terror attacks, demand for a stronger defense system and a greater number of surveillance equipments.

2020 Market target strategy

Apart from product launchings, FS Networks, a company possessing certifications such as MAS (Multiple Award Schedule), aims to make a strong impression in the American, Canadian, and Southeast Asian market.

△ IVS

The front-runner of Intelligent Video analytics and solutions

For the past ten years, IVS has developed CCTV cameras which not merely records but by analyzing images and sound, have functions to 'see, hear, speak'. IVS has become one of the leading companies of the security industry as CCTV cameras have become smart. Video surveillance is not just about video and sound analysis but developing Big Data and AI analysis technology for the establishment of traffic management big data center.

2020 Security Market Keywords

IVS has selected ① AI CCTV cameras ② Smart Monitoring ③ Intelligent facial recognition

④ Cloud ⑤ C-ITS as this year's security market keywords. The rapid growth of Deep Learning technology and its application on video surveillance, foresees huge technological advances. Such advancements enable software technology to supervise effective monitoring and management, whilst the control personnel only has to focus on the big picture.

2020 Market target strategy

IVS is setting foot into the Big Data business, where AI-based hardware and software developments are a gateway to achieving a matchless technology.
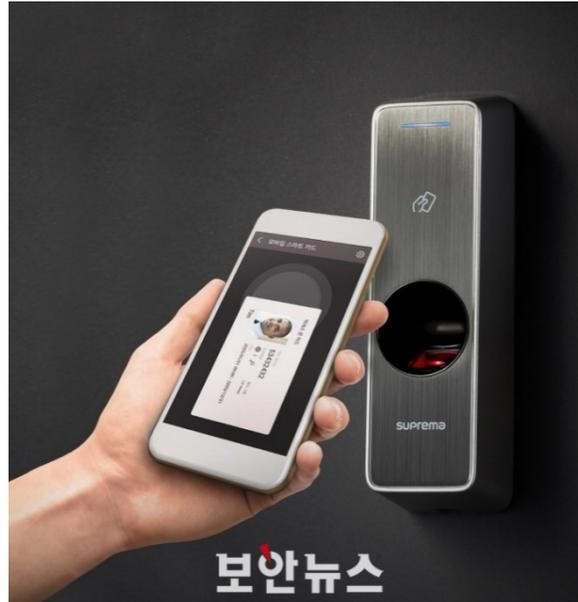
Product of 2020

On Device AI product 'ISD-1000iOK-C', is an innovative all-in-one product consisting of a camera with video analysis functions and a voice recognition embedded audio collecting equipments. The product surpasses the limits of pre-existing video analysis systems, in which sounds such as screaming, vehicle collisions, abusive language, distress call, can all be cognized. Such capabilities are essential in preventing crimes from CCTV blind spots.

△ SUPREMA

Innovative facial recognition and mobile ID products enable SUPREMA to obtain global technology leadership

SUPREMA is a leading biometric company specializing in access control solutions. Celebrating its 20-year establishment anniversary, SUPREMA plans to maintain its leadership in the global access control market by launching innovative facial recognition, ID products as well as applied solutions based on numerous authentication technologies.

2020 Security Market Prospect

Following the footsteps of the 4th Industrial Revolution, facial recognition, mobile ID, and other new ID technologies are to make their appearance in the access control market with Cloud based ACaaS (Access Control As A Service) service provision extending its field. SUPREMA looks forward to new changes and possibilities which lie before the conservative access control market.

2020 Security Market Keywords

The biometrics market keywords selected by SUPREMA are ① Facial recognition ② Mobile access card ③ Cloud security ④ System integration ⑤ Personal data protection, and more. SUPREMA states how AI technology is being applied to all industry fields, where AI-based facial recognition is attracting more attention due to its technical advances and usability. The proliferation of smart offices, BYOD, usability and security, untact issuance, all providing a more convenient management process, enable BLE (Bluetooth Low Energy) and NFC (Near Field Communication) to replace RF cards with mobile ones, which will become the next-generation access control solution.

Cloud based ACaaS market will kick into high gear this year, where not only access control systems, but also the alliance between enterprises which aim for integration with video surveillance systems, are to be interlocked. On top of this, global compliances such as Europe's GDPR and USA's FISMA, will probably demand for more solutions related to their compliances.

Product of 2020

The product, which was launched by SUPREMA this year, is the hybrid facial recognition product which grafts the latest AI technology onto the existing IR technology. A state-of-the-art

technology product, in which mobile ID function is to be materialized on the existing card readers, is also being prepared.

△ SEHWAN MS

A maximized Customer Satisfaction built on know-how and trust

All access control related products such as security gates, liquid explosives detection systems, electronic safe deposit boxes and many other related products, are currently being and have been presented by SEHWAN MS. Access control systems such as Fast Gates, bollards, and Auto Lane developed and manufactured in Korea, possess the same level technologies and competitiveness which managed to make a successful foray into the overseas market.

2020 Security Market Keywords

What SEHWAN MS offers to its customers are products, installation and maintenance. Reliability, perfect security and safety, strong durability, originality and bespoke which suits the needs of the consumer, are the five security gate keywords selected by SEHWAN MS.

Product of 2020

SEHWAN MS is awaiting product launchings of UNI GATE S, SECTOR GATE, and STAND DOOOR. As a response to the needs of many customers, UNI GATE S, the short body version of UNI GATE, is a compact and minimal sized gate model, using the surrounding space efficiently. The biggest advantage of UNI GATE S is that it can be installed in narrow areas and aisles where the application of a single drive component is possible. This guarantees both space and cost savings.

SECTOR GATE stems from the existing STERN GATE, but built on a slim, simple and open design concept. STAND DOOR can be installed with the security gate and is suitable for

access points of luggage and wheelchairs. Since the design concepts of STERN GATE and SECTOR GATE are identical, they are regarded as sister products.

△ SEO

From Public to Private- Video Surveillance System guaranteeing Security

As a company specializing in video development, SEO surprises many with its distinctive technologies and products every year. An example of such is the product launching of 'CUBEBIDE'.

2020 Security Market Prospect

The leaking of real time CCTV footages, causing major personal privacy problems, has made video surveillance systems inevitable within national government offices. As a result, there will be a high demand (around 10 million) for SEO to provide of CCTV cameras and solutions to government offices and private sectors. This will not only be applied to the domestic market but also to the overseas security markets.

2020 Security Market Keywords

The fast-growing Deep Learning technology and its application in video surveillance enhances the accuracy of the intelligent CCTV video management system. It is for this reason that SEO has chosen the following keywords regarding CCTV security issues- ① CCTV security system ② Artificial Intelligence Deep Learning ③ IoT ④ Cyber Security ⑤ Video Analysis

2020 Market target strategy

SEO's 'CUBEHIDE' was given the 'Excellent Product' certification from the Public Procurement Service and currently is in preparation for making its appearance in the public market. The product will be available at banks, shopping malls, and even in ordinary homes. Product promotions in Southeast Asian, European, and other security markets are also being carried out by the team.

The Product of 2020

'CUBEHIDE', a video surveillance equipment which encrypts real-time CCTV footages, is a product which provides fundamental solutions for damages caused by hackers and external data leakage. By applying 'Realtime video encryption system and its method (KR101804791B1)', the original CCTV footages can be encrypted on-site and transmitted without any delays. As an 'Excellent Product' certified product, CUBEHIDE can be easily installed in all government offices and civilian institutions. It is also financially friendly, as the product is able to replace the existing network product.