

Track and monitor a group
of private AI companies

Project Sweetie

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QIAN Jing
YANG Yu
KE Chenji
SONG Chu



Catalog

01

No.3 (Management)

Find management board of AI companies and research the background of their main managers.

02

No.8 (Recruitment)

Analyzing the target company's recruitment information, including positions, requirements and vacancy numbers.

03

No.9 (Research Reports)

Analyzing the annually research reports on global artificial intelligence companies and trends to monitor development trends

01

Management
HOU Jie

Introduction Core Management of Sensetime

序号	姓名	职位	简介
1	徐立	联合创始人&CEO	徐立，商汤科技联合创始人&CEO。本科、博士分别毕业于上海交通大学和香港中文大学。拥有十余年计算机视觉、人工智能基础研究和产品开 ... 更多
2	张文	董事长&总裁	张文，商汤科技董事长&总裁。现任鼎域恒睿股权投资基金管理公司董事长，张文博士曾在联合国和华尔街工作多年，先后担任高级律师和 ... 更多
3	徐持衡	联合创始人&CTO	徐持衡，商汤科技联合创始人&CTO。清华大学计算机系毕业，90后创业者。
4	徐冰	联合创始人&副总裁	徐冰，商汤科技联合创始人&副总裁。
5	林达华	联合创始人	林达华，商汤科技联合创始人&港中文-商汤联合实验室主任。
6	杨帆	联合创始人&副总裁	杨帆，商汤科技联合创始人&副总裁。
7	马堃	联合创始人	马堃，商汤科技联合创始人。
8	汤晓鸥	联合创始人	汤晓鸥，商汤科技联合创始人。
9	沈徽	副总裁	沈徽，商汤科技副总裁&工程院院长、首席架构师。在2001年就加入微软，从Windows网络高级开发主管一路升为微软(亚洲)互联网工程院 ... 更多
10	尚海龙	总经理	尚海龙，商汤科技总经理。
11	王康曼	董事总经理	毕业于石溪大学、格里昂酒店管理学院。曾任荷兰银行分析师、嘉诚国际管理有限公司嘉诚国际管理有限公司、中金公司副总裁、Barclays Bar ... 更多
12	周崇杰	战略并购经理	卡迪夫大学学士、伦敦政治经济学院硕士。曾任职于北京嘉富诚资产管理股份有限公司、普华永道、鼎域恒睿。现任商汤科技战略并购经理。
13	张果琲	智慧城市综合业务事业群副总裁	张果琲，商汤科技智慧城市综合业务事业群副总裁。

In [5]:

```
1 url='https://www.tianyancha.com/brand/b8f8b11152'
2 r = requests.get(url)
3 html=r.content
4 html_doc=str(html,'utf-8') #html_doc=html.decode("utf-8","ignore")
5 print(html_doc)
```

```
data src="https://img0.tianyancha.com/logo/company/b49e9034e960c1591e13abe2fd373467.png?_z_200x200"
alt="徐立"
erro-src=""></div></td><td><span>徐立</span></td></tr></table></td><td>联合创始人&CEO</td><td class="left-col"><div style='max-height:44px;' class="auto-folder" auto-folder="44" folder-type="custom">
<div>徐立，商汤科技联合创始人&CEO。本科、博士分别毕业于上海交通大学和香港中文大学。拥有十余年计算机视觉、人工智能基础研究和产品开发经验。在视觉领域顶级会议、期刊上发表40余篇专著，论文引用率上千，获得顶级会议最佳论文、最佳审稿人、会议最高他引论文奖等。先后在摩托罗拉研究院、欧姆龙研究所、微软研究院、联想研究院等计算机视觉基础研究机构访问工作。现担任商汤集团首席执行官。</div><span class="hidden folder-btn" folder-btn...&ampnbsp<a class="link-click" onclick="folder.folderHandler(this)">
更多</a></span></div></td><tr><td>2</td><td class="left-col"><table class="lazy-img _alias _text _w36"><tr><td class="w36" v class="logo-text _11_w36_bg2"><span class="text">张文</span></div><div class="logo _w36"></div></td><td><span>张文</span></td></tr></table></td><td>董事长&总裁</td><td class="left-col"><div style='max-height:44px;' class="auto-folder" auto-folder="44" folder-type="custom">
<div>张文，商汤科技董事长&总裁。现任鼎域恒睿股权投资基金管理公司董事长，张文博士曾在联合国和华尔街工作多年，先后担任高级律师和私募基金总经理等要职，以其深厚的法律、金融和商业专业知识在多宗大型并购案中担任重要的角色，共参与总额达176亿美元私募基金收购，在商业谈判、金融模型、杠杆收购交易、公司战略收购、合并和上市等方面有丰富的经验，尤其熟悉高科技、石油、天然气、绿色环保新能源领域。张文拥有哈佛大学法学博士及哥伦比亚大学工商管理硕士学位。

```

In [31]:

```
1 import re
2 p=requests.get('https://www.tianyancha.com/brand/b8f8b11152').content
3 pat=re.compile(r'[\u4e00-\u9fa5]+')
4 result=pat.findall(p.decode('utf-8'))
5 result
```

```
总裁，  
'张文'，  
'商汤科技董事长'，  
'总裁'，  
'现任鼎域恒睿股权投资基金管理公司董事长'，  
'张文博士曾在联合国和华尔街工作多年'，  
'先后担任高级律师和私募基金总经理等要职'，  
'以其深厚的法律'，  
'金融和商业专业知识在多宗大型并购案中担任重要的角色'，  
'共参与总额达'，  
'亿美元私募基金收购'，  
'在商业谈判'，  
'金融模型'，  
'杠杆收购交易'，  
'公司战略收购'，  
'合并和上市等方面有丰富的经验'，  
'尤其熟悉高科技'，  
'石油'，  
'天然气'，  
'绿色环保新能源领域'，
```

Introduction Core Management of Sensetime

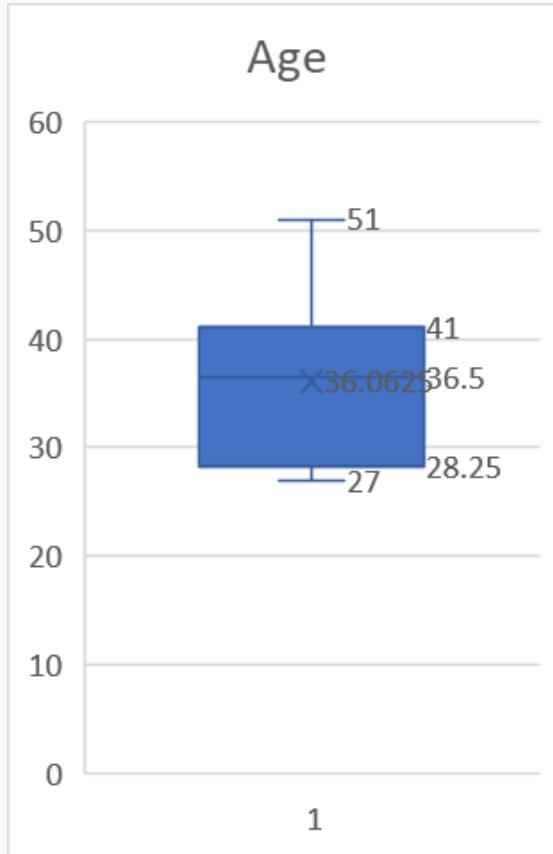
Name	Position	Gender	Age	Working time	Previous work experience
Xu Li	Co-founder&CEO	Male	37	4.17	7
Zhang Wen	Chairman and CEO	Male	***	***	***
Xu Chiheng	Co-founder&CTO	Male	28	6.333333333	1
Xu Bing	Co-founder&Vice President	Male	29	4	1
Yang Fan	Co-founder&Vice president	Male	***	***	***
Shen Hui	Vice President	Male	42	1.166666667	2
Wang Kang Man	Managing Director	Female	41	1.083333333	6
Zhou Chongjie	Strategic M&A Manager	Male	27	1.166666667	4
Zhang Guobei	Vice President, Smart City Integrated Business Group	Male	***	***	***
Honggu JIN	Finance Manager	Female	28	4.583333333	1
Jessie Lin	Vice President	Female	36	0.75	8
Nour Al Atassi	Managing Director	Male	39	0.583333333	5
June Jin	CMO	Female	44	2.083333333	6
George Huang	President	Male	51	1.083333333	6
Tiffany Jiao WU	Chief Investment Officer	Female	33	0.833333333	4
Joyce Lim	Director of Strategy	Female	39	0.666666667	6
Leo Liu	Vice President	Male	41	3	3
Liu Liang	Co-Founder Design Director	Male	27	4.666666667	6
Jimmy Zhou	Executive Director, strategic investment	Male	35	1.166666667	7

Combine with
LinkedIn, Google,
Baidu, Wikipedia



Introduction Core Management of Sensetime

Age range:



Average age: 36.0625

Gender:

Male: 68.42% Female: 31.58%

Working time in Sensetime and previous work experience:

In general, working duration time in Sensetime and previous work experience are **negative** related.

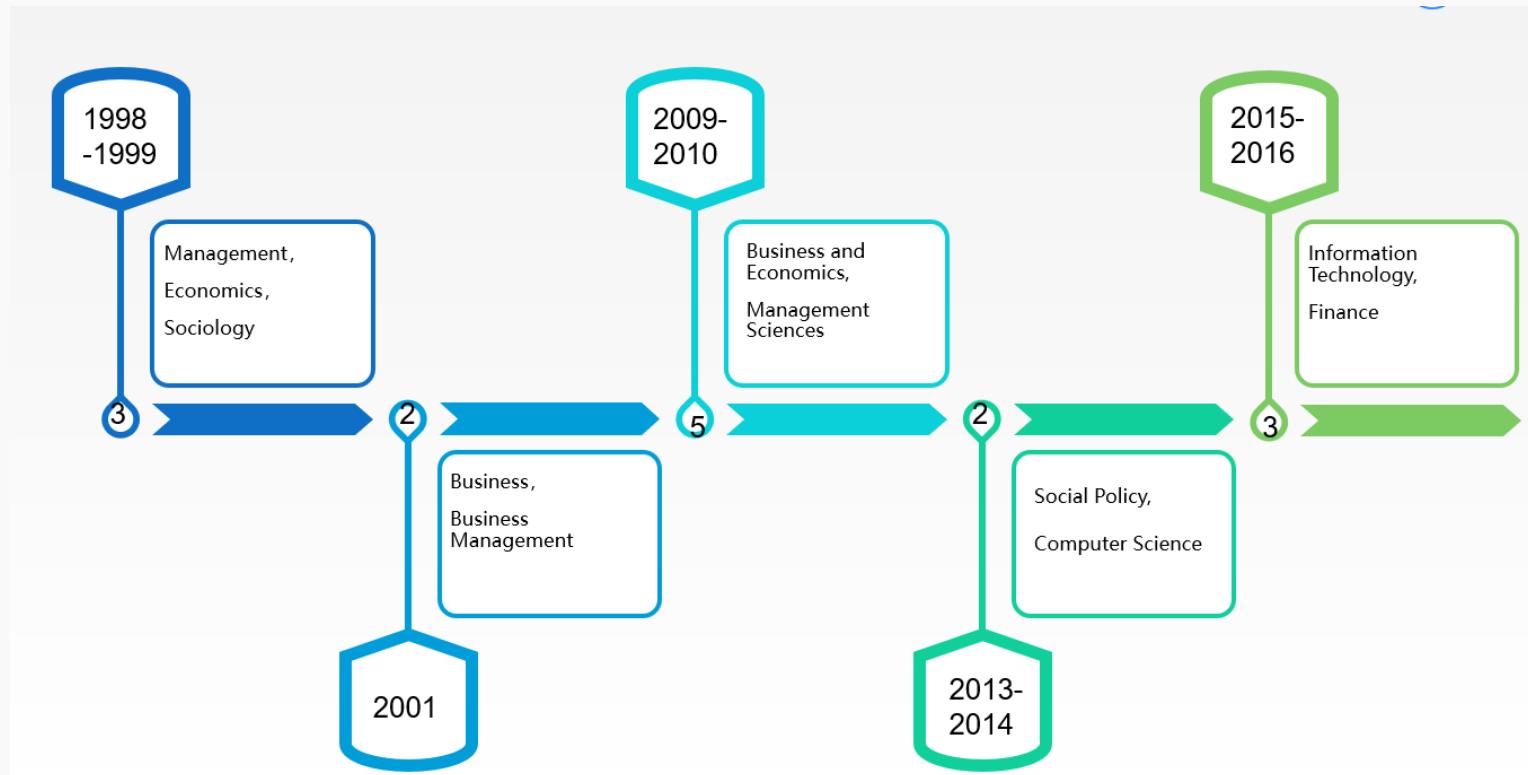
There are two main cases:

1. New graduates are directly involved as founders work at Sensetime for a long time but less other work experience.(Most of them work 4 years in Sensetime);
2. In the past one and a half year, the company has found some people with rich work experience as management.



Introduction Education Level of Management of Sensetime

Name	Education Level	Degree Major	Qualification Time
Xu Li	Phd	Computer Science&Engineering	2010
Zhang Wen	Phd	Law	***
Xu Bing	Phd	Information Technology	2015
Yang Fan	Master	Electronic Engineering	***
Shen Hui	Master	Computer Science	***
Zhou Chongjie	Master	Finance	2016
Zhang Guobei	Master	Communications Engineering	***
Honggu JIN	Master	Social Policy	2014
Jessie Lin	Master	Business Administration Management	2010
Nour Al Atassi	Master	Business Administration	2009
June Jin	Master	Sociology	1999
George Huang	Master	General Management and Marketing	1998
Tiffany Jiao WU	Master	Business and Economics	2010
Leo Liu	Master	Business Management	2001
Jimmy Zhou	Master	Management Sciences and Quantitative Methods	2010
Xu Chiheng	Bachelor	Computer Science	2013
Wang Kang Man	Bachelor	Economics	1998
Joyce Lim	Bachelor	Business	2001
Liu Liang	Bachelor	***	***



Phd: 15.79%
Master: 63.16%
Bachelor: 21.05%

News related to Management of Sensetime

```
In [7]:  
1 import requests  
2 import webbrowser  
3 param = {"wd": "徐立 商汤"} # 搜索的信息  
4 r = requests.get('http://www.baidu.com/s', params=param)  
5 print(r.url)  
6 webbrowser.open(r.url)
```

<http://www.baidu.com/s?wd=%E5%BE%90%E7%AB%8B+%E5%95%86%E6%B1%A4>

Out[7]: True

Baidu search results for '徐立 商汤':
1. 百度百科 - 徐立_百度百科
2. 对话徐立:解读商汤五大业务布局 2018年营收要翻3倍 - 智东西
3. 商汤徐立入选《财富》全球40 under 40
4. 北京市商汤科技开发有限公司_百度百科

```
In [34]:  
1 import requests  
2 url='http://zhidx.com/p/116052.html'  
3 r = requests.get(url)  
4 html=r.content  
5 html_doc=str(html, 'utf-8') #html_doc=html.decode("utf-8", "ignore")  
6 print(html_doc)
```

今天，[a href="#/p/tag/商汤" target="_blank" style="color:#01afec;">商汤](#)科技举办了第三届商汤人工智能峰会，并推出了商汤新版SenseAR技术平台、敏感内容审核工具、精彩足球视频集锦生成工具、SenseFace 3.0人脸识别安防系统、智慧城市方舟城市级视觉开放平台、以及驾驶员疲劳/分心监控系统。

又 | Line</p>

<p></p>

<p>在上午的峰会结束后，智东西也受邀与少数媒体一起参与了对商汤科技联合创始人&CEO徐立博士的专访，谈到了商汤AI技术在手机中的落地应用、拿到阿里大额融资后的下一步，以及商汤2017年亿级营收背后的五大业务占比等话题。</p>

一、与阿里巴巴合作SaaS服务，没有签过任何对赌条约

<p>就在不久的4月9日，[a href="#/p/tag/商汤科技" target="_blank" style="color:#01afec;">商汤科技](#)宣布完成6亿美元C轮融资，再度夺回“融资金额最大的AI创企”宝座，本轮融资由[a href="#/p/tag/阿里巴巴" target="_blank" style="color:#01afec;">阿里巴巴](#)领投，苏宁、新加坡主权基金淡马锡等跟投。去年七月，商汤科技还曾宣布获得4.1亿美元B轮融资，并曾因此刷新国内AI创企融资纪录，后来被旷视科技在同年10月以4.6亿美元C轮融资的记录超过。</p>

<p>自从2014年成立以来，商汤的累计融资金额已经超过了13亿美元。此前业内还曾盛传商汤科技将于2020年IPO上市，商汤曾为此签下了三倍的对赌条约。不过，徐立在采访中表示，商汤从始至终没有签过任何对赌条约。</p>

<p>徐立称，商汤科技2017年总营收在亿级以上，2018年的目标是增长300%、400%。而商汤科技另一位联合创始人汤晓鸥教授在今天上午的人工智能峰会上曾经透露，目前商汤科技已经能够达到盈亏平衡。</p>

<p>此外，徐立透露，本次商汤接受阿里的融资，主要是基于业务增长的考虑。商汤可以将自己的AI技术放在阿里云上，作为SaaS服务向用户提供。现阶段，业务增长对于商汤来说很重要。</p>

二、拿下短视频APP 80%亚太市场，拆解五大业务布局

```
In [35]:  
1 import re  
2 p=requests.get('http://zhidx.com/p/116052.html').content  
3 pat=re.compile(r'[\u4e00-\u9fa5]+')  
4 result=pat.findall(p.decode('utf-8'))  
5 result
```

```
Out[35]: ['对话徐立',  
'解读商汤五大业务布局',  
'年营收要翻',  
'倍',  
'智东西',  
'商汤',  
'智东西首页',  
'首页',  
'资讯',  
'人工智能',  
'人工智能',  
'人工智能',  
'新出行',  
'新出行',  
'机器人无人机',  
'机器人',  
'无人机',  
'机器人',
```

<http://www.baidu.com/link?url=65ef1c-Zzd-pMLZC76M!vrl0YOHZWA1Y3ridTiWXs9Dr4MsB3aZJzok0VlQF-R9nSw6tsSVldKtmPloQWCzkyR2gr>

2019年1月4日，[徐立](#)商汤科技联合创始人、CEO。[23]徐冰[商汤](#)科
技联合创始人、副总裁。[24]王婉刚[商汤](#)科技联合创始人兼研究院院
长。[25]...

[百度百科](#) - 百度快照



2018年5月10日 - 近日,2018商汤人工智能峰会于北京举行,会后,商汤



News related to Management of Sensetime

AI

人脸识别

人脸3D重建

人工智能

创业

C+轮融资

徐立 商汤

创始人

CEO

6.2亿美元

图像识别

价值
无人机

阿里



Introduction Core Management of Megvii

Official Website

MEGVII 旷视

产品中心 核心技术 关于旷视 新闻中心 加入旷视

核心团队

印奇 唐文斌 杨沐

旷视科技联合创始人 旷视科技联合创始人 旷视科技联合创始人

```
import requests
import re
url='https://www.megvii.com/About_Us/#Core_Team'
r=requests.get(url)
html=r.content
html_doc=str(html,'utf-8')
print(html_doc)
```



```
</div>
<div class="coreteamD">
  <div class="abstractA-head">
    <div id="Core_Team" class="maoDian"></div>
    <div class="linebox"><span class="leftline"></span>
      <h3 class="centerP">核心团队</h3><span class="rightline"></span>
    </div>
  </div>
  <div class="coreteamD-con">
    <div>
      <h4>印奇</h4>
      <p>旷视科技联合创始人</p>
    </div>
    <div>
      <h4>唐文斌</h4>
      <p>旷视科技联合创始人</p>
    </div>
    <div>
      <h4>杨沐</h4>
      <p>旷视科技联合创始人</p>
    </div>
  </div>
</div>
```

```
1 html_str=re.findall('<h3 class="centerP">核心团队</h3><span class="rightline">.*?<div class="linebox"><span class="leftline">',html_doc,
2             re.DOTALL)
3 namestr=re.findall('<h4>.*?</h4>',html_str[0])
4 for i in range(len(namestr)):
5     namestr[i]=re.sub('<h4>',' ',namestr[i])
6     namestr[i]=re.sub('</h4>',' ',namestr[i])
7 print(namestr)
```

[‘印奇’， ‘唐文斌’， ‘杨沐’]

News related to Core Management of Megvii

Automatically search these names of management in Baidu and open the websites automatically, and collect important words from the top several search engine websites.

```
1 import webbrowser
2 str0=namestr[0]+" "+"旷世"
3 str1=namestr[1]+" "+"旷世"
4 str2=namestr[2]+" "+"旷世"
5 param={"wd":str0}
6 r= requests.get('http://www.baidu.com/s',params=param)
7 print(r.url)
8 webbrowser.open(r.url)
```

<http://www.baidu.com/s?wd=%E5%8D%B0%E5%A5%87+%E6%97%B7%E4%B8%96>

True

印奇 旷世

百度一下

网页 资讯 视频 图片 知道 文库 贴吧 采购 地图 更多»

百度为您找到相关结果约1,700个

▽ 搜索工具

旷世CEO印奇 Face++已为世界上1亿人刷了脸 网易科技

2016年4月28日 - 网易科技讯,4月28日消息,一年一度的GMIC大会于今日开幕.在下午的全球智能机器人大会上,旷世科技CEO印奇发表了演讲.印奇称,人工智能是从逻辑智能到感知...
tech.163.com/16/0428/1... - 百度快照

旷视CEO 印奇“刷脸”折腾出 120 亿的大生意 - CG国际_CSDN博客

2017年10月26日 - 28岁凭“刷脸”一举刷进了福布斯.他就是旷视科技的创始人兼 CEO 印奇...继续上局分别投资分众传媒和苏宁体育后,阿里又看上了人工智能领域的旷世科...
[CSDN博客](#) - 百度快照

印奇:28岁登福布斯榜首,让他类“刷脸”成为现实

2017年12月18日 - 在此期间,印奇开始为微软研发人脸识别系统,从此结缘人脸识别与人工智能.“从人工智能技术出发研制机器之眼,用它来读懂世界”,2011年,印奇成立旷...
[搜狐网](#) - 百度快照

2017中国AI英雄风云榜商业创新人物候选人之印奇 网易科技

2017年11月15日 - 印奇,旷视科技创始人兼CEO。2006年高中还没毕业,印奇便被清华大学相中。今年11月初,旷世科技宣布完成C轮融资4.6亿元人民币,这也是目前国内唯一一家单...
tech.163.com/17/1115/1... - 百度快照

旷视科技28岁CEO印奇上榜福布斯 靠的是“刷脸” - 网易福建

2016年3月6日 - 按照印奇好伙伴唐文斌的介绍,“刷脸”技术看似仅仅是特工“火眼金睛”的一瞬间,背后其实是一整套复杂的支撑.通俗来说,...

```
In [17]: 1 import requests
2 import re
3 url='https://www.guancha.cn/economy/2016_02_26_352261.shtml'
4 r=requests.get(url)
5 html=r.content
6 html_doc=str(html,'utf-8')
7 print(html_doc)

<meta http-equiv="Cache-Control" content="no-siteapp" />
<meta name="applicable-device" content="pc" />
<meta name="mobile-agent" content="format=xhtml,url=https://m.guancha.cn/economy/2016_02_26_352261.shtml" />
<link rel="alternate" media="only screen and (max-width: 970px)" href="https://m.guancha.cn/economy/2016_02_26_352261.shtml" />
<meta name="mobile-agent" content="format=html5,url=https://m.guancha.cn/economy/2016_02_26_352261.shtml" />
<meta name="Keywords" content="印奇,旷视,旷视科技,Megvii,人脸识别,刷脸,刷脸支付,30岁以下青年领袖,福布斯" />
<meta name="Description" content="在中国如火如荼的互联网大潮中,从不缺少创新的真正火种。如今,一位年仅28岁的中国小伙,一举登榜福布斯,成为亚洲30岁以下青年领袖中代表人物。而更令人叹为观止的是,这位年轻小伙上榜得以上榜的理由却是一一“刷脸”。">
<link href="https://i.guancha.cn/images/favorite.ico" rel="shortcut icon"/>
<script type="text/javascript" src="../../js/jquery-1.8.2.min.js"></script>
<title>旷视科技28岁CEO印奇上榜福布斯 靠的是“刷脸”</title>
<style>
    .content-menu{border-bottom:1px solid #e6e6e6;}
    .header-content{width: 1200px; height: 64px; margin:0 auto; }
    .nav{position: relative; bottom:35px; right:150px; width:600px; height:64px; margin:-30px auto; padding:0; background-color:#fff; }
    .nav-cell {float:left; height:64px; width:auto; margin-left:0; }
    .nav-cell > a{display:block; width:auto; padding:0 10px; line-height:65px; text-align:center; font-size: 16px; color:#000; font-weight:bold; }
    .nav{background:inherit}
    .nav-cell > a:last{background:none; }
    .nav-cell > a:hover{text-decoration: none; background:#9d1518; color:#fff; }
</style>
```

```
In [18]: 1 import re
2 p=requests.get('https://www.guancha.cn/economy/2016_02_26_352261.shtml').content
3 pat=re.compile(r'[\\u4e00-\\u9fa5]+')
4 result=pat.findall(p.decode('utf-8'))
5 result
```



News related to Core Management of Megvii

刷脸

传奇

人工智能

创始人

CEO

旷世科技

印奇 旷世

发布会

智能

马云

Face++

人脸识别

智能

阿里

02

Recruitment
QIAN Jing YANG Yu

PLAN 8

No.	Description	Data Source	Analysis Approach	Expected Results & Challenges
8	Analysing the target company's recruitment information, including positions, requirements and vacancy numbers.	Find the target company's recruitment information via official website, campus recruitment and other activities.	Collect and organize relevant recruitment information, learn about the company's development trends through vertical comparison, or explore the company's characteristics by horizontal comparison with the similar type of company.	The demand for talents and the requirements for employees can be indicative of the development trends and prospect of our target companies. However, it may not be possible to collect enough useful information in the short term.





1.General idea

1. Recruitment resource: official website, campus recruitment and other activities.

2. The recruitment information

- Job location
- job position
- job description and responsibility
- job requirement

3. Comparation: vertical comparison, horizontal comparison



Auto open

Define a function that automatically opens a web page and clicks link:

```
1 def autoopen(cata, area):
2     from selenium import webdriver
3     driver = webdriver.Chrome('/Users/rose/Downloads/chromedriver')
4     driver.fullscreen_window()
5     driver.get('http://hr.sensetime.com') → Company homepage URL
6     elements = driver.find_elements_by_tag_name('a')
7     for element in elements:
8         if cata in element.text:
9             element.click()
10        elementss = driver.find_elements_by_tag_name('a')
11        for element in elementss:
12            if area in element.text:
13                element.click()
14    return
```

call function:

```
1 autoopen( '社会招聘', '香港')
```



Auto open

jupyter crawler Last Checkpoint: 11 小时前 (unsaved changes) Logout Trusted Python 3

File Edit View Insert Cell Kernel Widgets Help

Code

In [84]:

```
1 def autoopen(cata, area):
2     from selenium import webdriver
3     driver = webdriver.Chrome('/Users/rose/Downloads/chromedriver')
4     driver.fullscreen_window()
5     driver.get('http://hr.sensetime.com')
6     elements = driver.find_elements_by_tag_name('a')
7     for element in elements:
8         if cata in element.text:
9             element.click()
10        elementss = driver.find_elements_by_tag_name('a')
11        for element in elementss:
12            if area in element.text:
13                element.click()
14
return
```

In []: 1 autoopen('社会招聘', '香港')

In []: 1



Web crawler

Get a list of directories for recruiting jobs:

```
1 from bs4 import BeautifulSoup
2 from urllib.request import urlopen
3
4 # if has Chinese, apply decode()
5 html = urlopen("http://hr.sensetime.com/intern?r=&p=&c=8100&d=&k=#jlt").read()
6 soup = BeautifulSoup(html, features='lxml')
7 #soup.find_all('td')
8 trs = soup.find_all('td')
9 ui = []
10 for td in trs:
11     ui.append(td.text)
12 ui
```

```
['职位名称',
'职位类型',
'工作地点',
'发布时间',
'\nProject Management Intern\n',
'项目管理类',
'香港',
'2019-04-17',
'\nPython开发实习生（教育方向）\n',
",
'广东省-深圳市,...',
'2019-03-20',
```

```
'\n2020-Research Intern (HK) \n',
",
'香港',
'2019-03-11',
'\n深度学习平台C++/Python开发实习生\n',
'深度学习平台及优化类',
'北京市,上海市,...',
'2019-03-01',
'\nPR Intern\n',
'销售市场商务类',
'香港',
'2019-01-23',
'\nHuman Resources Intern\n',
'职能类',
'香港-沙田区',
'2018-07-07',
'\n深度学习平台C++/Python开发实习生\n',
'技术类',
'北京市,上海市,...',
'2018-06-27',
'\nUniversity Relations Intern\n',
",
'香港',
'2018-05-07',
'\nIT实习生-暑期实习\n',
'技术类',
'北京市,上海市,...',
'2018-04-13',
'\n见习计算机视觉研究员（深圳/香港）\n',
'算法研究类',
'广东省-深圳市,...',
'2017-05-27']
```



Web crawler

```
1 for i in range(10):  
2     m=4*i  
3     print (ui[m])
```

职位名称

Project Management Intern

Python开发实习生（教育方向）

2020–Research Intern (HK)

深度学习平台C++/Python开发实习生

PR Intern

Human Resources Intern

深度学习平台C++/Python开发实习生

University Relations Intern

IT实习生–暑期实习

```
1 for i in range(10):  
2     m=4*i+1  
3     print (ui[m])
```

职位类型

项目管理类

深度学习平台及优化类

销售市场商务类

职能类

技术类

技术类

```
1 for i in range(10):  
2     m=4*i+2  
3     print (ui[m])
```

工作地点

香港

广东省–深圳市,...

香港

北京市,上海市,...

香港

香港–沙田区

北京市,上海市,...

香港

北京市,上海市,...

Web crawler

Get specific information for each position:

```
1 from bs4 import BeautifulSoup
2 from urllib.request import urlopen
3
4 # if has Chinese, apply decode()
5 html = urlopen("http://hr.sensetime.com/zpdetail/510317190?k=&r=&d=&c=8100&p=").read()
6 soup = BeautifulSoup(html, features='lxml')
7 soup.find_all('p')
```

[<p class="title">工作职责:</p>, <p>

1. Assist in project management duties related to the Company's corporate strategy, fundraising and other initiatives;
2. Provide support to the frequent ad-hoc projects that the team will undertake;
3. Work closely and liaise with various departments in the Company and key stakeholders to execute various stages of projects;
4. Job duties encompass finance, marketing, and corporate strategy fields;
5. Provide a full spectrum of administrative support to the CEO Office team, which may include: scheduling of meetings, logistical arrangements for meetings, travel plans arrangement, expense filing, etc.

</p>, <p class="title">任职资格: </p>, <p>

1. Undergraduate in Business Administration or related disciplines, Accounting/ Finance majors preferred ; Candidates in other disciplines with passion in Corporate Strategy/ Project Management will also be considered;
2. Candidates with prior experience in investment banking, corporate finance or management consulting are most welcome;
3. Excellent interpersonal and communications skills in a professional environment;
4. Excellent command of spoken and written English, Mandarin and Cantonese;
5. Well versed in Microsoft office, especially Word, Excel, PPT, Outlook and Adobe PDF;
6. Mature, flexible, willing to learn, detail-oriented and quick-thinking, with a start-up mindset in adherence with the nature of the Company;
7. Able to work under pressure and meet tight deadlines;
8. Well-organized, responsible, self-motivated, eager to learn;
9. Immediately available and able to provide full-time support is highly preferred;
10. For part-time candidates, availability for at least 3 full days per week is highly preferred;

</p>]



2.Overview

- Deep instinct

<https://www.deepinstinct.com/careers/israel/>

Positions are in three regions, and there are many vacancy in Israel.

- AI Music

<https://www.aimusic.co.uk/career>

Only one position: PRODUCT OWNER Developer Experience (API)

- Yewno

<https://www.yewno.com/yewno-careers>

Offer three full time job: Quantitative Finance Analyst, Full Stack Software Engineer, Alternative Data Research Analyst

Not very biased in research and development, no work experience requirements, maybe they want to change the direction of development ?

FILTER BY: CITY ▾ TEAM ▾ WORK TYPE ▾

OSARO

G&A

FINANCE

Accountant

MINSK G&A - FINANCE FULL-TIME

APPLY

Expenses Analyst

MINSK G&A - FINANCE FULL-TIME

APPLY

IT OPERATIONS

Atlassian stack Administrator

MINSK G&A - IT OPERATIONS FULL-TIME

APPLY

IT Operations Engineer

APPLY

There are a lot of job vacancies, involving various departments in different regions, but basically have higher requirements for work experience.

WorkFusion

Mainly recruiting technicians in Los Angeles

OSARO

HOME TECHNOLOGY CAREERS USE CASES ABOUT CONTACT

We're Hiring!

Engineering

Osaro is a San Francisco based company developing exciting new machine learning products driven by our deep reinforcement learning (DRL) technology. The company is backed by some of Silicon Valley's leading investors. We are looking for individuals passionate about building next-generation general AI systems and using them to solve problems in a number of markets.

In particular, we are seeking people with:

- Solid analytical capabilities
- Broad machine learning and statistical modeling skills
- Strong programming experience

Backend Software Engineer
San Francisco, CA

Machine Learning Engineer
San Francisco, CA

Machine Learning Research Engineer
San Francisco, CA

Robot Motion Planning Engineer
San Francisco, CA

Robotics Software Engineer
San Francisco, CA

Senior Backend Software Engineer
San Francisco, CA

Senior Software Engineer
San Francisco, CA

Software Engineer
San Francisco, CA

► 2.Overview

- AnotherBrain (<https://anotherbrain.ai/#team>)

No requirements

Join the team

Do you want to join the team ? Tell us more :-)

未选择文件
Files must be less than **2 MB**.
Allowed file types: **jpg jpeg png pdf**.

d N 5 R Z What code is in the image? *

SEND

The data collected in this form will be processed by the company Another Brain, in order to study and respond to your application. In accordance with the General Data Protection Regulation No. 2016/679 of April 27, 2016 (GDPR) and any other applicable regulations, you have the right to access to your personal data, rectify, erase, restrict the processing of your personal data, the right to the portability of your data as well as the right to lodge a complaint with a supervisory authority and the right to decide the fate of your personal data after your death. You may also, for legitimate reasons, object to the processing of your personal data. To exercise these rights, you may contact us at contact@anotherbrain.ai.





2. Overview

 Q Branch

Predictive Analytics Quantum Computing Resources ▾ **Careers** About ▾

Data Scientist APPLY
WASHINGTON, DC ADVANCED DATA ANALYTICS FULL-TIME

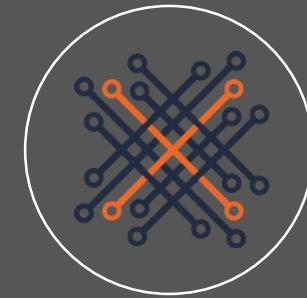
Data Scientist - Washington DC APPLY
WASHINGTON, DC ADVANCED DATA ANALYTICS FULL-TIME

SALES

Technical Proposal Manager APPLY
WASHINGTON, DC SALES FULL-TIME

UNCATEGORIZED APPLY

Do we need you and not know it? APPLY



QxBranch



QxBranch

Recruitment resource: Official website

Job position	Location	Job description/responsibility	Job requirement
Data scientist	Washington DC	Deploy analytics models, manage dataset, international, technical development	Python, machine learning, data analytic pipeline, data visualization, software development, efficiency.
Sales: Technical Proposal Manager	Washington DC	Competitive positioning, marketing, build proposal library	Good Proposal writing, strategic thinker, excellent communication skills, self-initiate, time management.
Uncategorized	Washington DC	Defy categorization, develop advanced models, high quality technical outcomes, international	Experience and interest in data analytics, software engineering, strong communication skills



Analytics

- We can see that there are 3 types of positions. All of them are in the Washington DC, which may indicate that this position is the core department of the whole company
- In terms of data analyst, we can see that the company has the international employees and emphasizes a lot on the technique skills. In addition, it requires working efficiently to get high quality result.
- In terms of technical proposal manager, we know that it also emphasizes on the marketing and using the strategies to do the proposal.
- As for uncategorized employee, it indicates that the company also provide position for the people who has wide knowledge about the technique part while not be limited to a certain scope.

Generally speaking, QxBranch is an international (People&location) company. It focuses on the technology development especially the building models and coding. And it also keep attention on the marketing and strategy part. It is a fast-pace company aiming to develop efficiently with high quality.



Q Branch

Quantum computing
software company



Compared with companies in the same industry

	1QBit	QxBranch
Type	Privately held company	Privately held company
Industry	Computer software	Computer software
Founded	December 1, 2012	September 10, 2014
Headquarters	Vancouver, British Columbia, Canada	Washington, DC, USA
Number of employees	100 (2019)	Approx. 4+15 (2016)

1QBit established hardware partnerships with Microsoft, IBM, Fujitsu and D-Wave Systems. While 1QBit develops general purpose algorithms for quantum computing hardware, the organization is primarily focused on computational finance, materials science, quantum chemistry, and the life sciences.

1QBit



Compared with companies in the same industry

CAREER

	POSITION	PLACE
1	Expression of Interest - Researchers	Vancouver
2	Mitacs Intern - Operations Research Scientist, Mobility and Logistics	Vancouver
3	Mitacs Intern - Quantum Information Scientist (PHD)	Waterloo
4	Health Care Imaging Systems Integration and Interface Specialist	Vancouver
5	Software Developer, Machine Learning Infrastructure	Vancouver

For Intern: no need for working experience



Sensetime

The screenshot shows the Sensetime recruitment website. At the top, there is a navigation bar with links for Home, Social Recruitment (highlighted in grey), Campus Recruitment, Internship Recruitment, About Us, Internal Recommendation, and Login. The main header features the Sensetime logo and the text "社会招聘" (Social Recruitment) in both Chinese and English. Below the header is a decorative graphic of a laptop on a red pedestal with a small figure standing next to it, surrounded by geometric shapes.

On the left, there is a sidebar with sections for "工作地点" (Workplace) and "招聘动态" (Recruitment Dynamics). The "工作地点" section lists cities: Beijing, Shenzhen, Hangzhou, Hong Kong, Shanghai, Chengdu, and Yunnan. The "招聘动态" section has a "MORE" link. On the right, there is a "职位搜索" (Position Search) section with a search bar containing placeholder text "请输入职位关键字" (Enter position keyword) and a magnifying glass icon. Below the search bar are filter options for "职位类型" (Position Type) and "工作地点" (Workplace), along with time filters for "发布时间" (Release Time). A color-coded legend indicates the number of positions: high (red, 282), medium (yellow), and low (green).

Job listings are shown in a table:

职位名称	职位类型	工作地点	发布时间
解决方案架构师/技术专家	技术类	上海市,广东省...	2019-03-21
Docker容器平台架构师		广东省-深圳市,...	2018-11-15



In the recruitment website, there have social recruits, school recruits, and interns which position are located in various regions.



Social Recruitment

We look into the social recruitments in Hong Kong
From 2019.

There are several types of job position such as developmental and test engineers, project manager, researcher, and sales manager.

The majority of the job types are related to the technical part.
We notices that Sensetime wants to recruitment talents in the field of the automatic drive.

自动驾驶系统软件开发工程师（正式/实习）

技术类

计算机视觉研究员（自动驾驶方向-正式/实习）

自动驾驶研究员（正式/实习）

技术类

职位名称

职位类型

Pre Sales Engineer 售前工程师

销售市场商务类

高级项目经理

Internal Control: Senior Associate / Assistant Manager

职能类

University Relations Manager

港澳销售总监

销售市场商务类

计算机视觉研究员

技术类

边缘节点软件开发工程师

自动驾驶系统测试工程师（正式/实习）

技术类

PR Intern

销售市场商务类

自动驾驶硬件工程师（正式/实习）

技术类

FPGA优化验证工程师（正式/实习）

技术类

自动驾驶系统测试工程师（正式/实习）

技术类



Social Recruitment

Hardware engineer for automatic drive

工作职责:

- 1、根据原型设计或产品方案，从事原理图设计、硬件布局，硬件调试，系统联调等工作
- 2、负责新产品的相关设计文档编写
- 3、负责自动驾驶车辆的硬件系统开发及相关硬件（如传感器、控制器、电子电器等）的选型和调试工作

Test engineer for automatic drive

工作职责:

- 1、负责搭建和维护自动驾驶自动化测试/验证系统
- 2、制订测试相关规范并检查实施情况，包括测试方法、测试用例、测试报告等。
- 3、协助制订各模块指标。
- 4、参与对新设备、算法、代码设计的验证和实验
- 5、执行版本测试并出具测试报告



Social Recruitment

Software engineer for automatic drive

工作职责:

- 1、负责优化自动驾驶系统框架实现
- 2、负责自动驾驶系统集成调试
- 3、根据系统解决方案，提出系统各零件的技术要求
- 4、改善自动驾驶的启动流程

Visual engineer for automatic drive

工作职责:

- 1、打造计算机视觉在自动驾驶领域的技术核心和行业解决方案
- 2、负责计算机视觉和深度学习基本算法的开发与性能提升，包括但不限于图像视频分类、检测、分割、关键点、动作识别、3D识别算法、定位算法、强化学习方案等；
- 3、推动计算机视觉算法和深度学习在自动驾驶等领域的性能优化和落地
- 4、提出和实现最前沿的算法，保持算法在工业界和学术界的领先



Social Recruitment

Researcher for automatic drive

工作职责:

- 1、打造自动驾驶的核心技术和整体解决方案
- 2、负责自动驾驶系统模块的算法开发与性能提升，包括但不限于感知、地图、定位、决策、规划、控制、模拟器、传感器等相应模块
- 3、推动自动驾驶系统在真实路测环境中的稳定、可靠性，推动自动驾驶算法在实际环境中性能优化和落地方案
- 4、提出和实现最前沿的算法，保持算法在工业界和学术界的领先

At this stage, we can see that sense emphasizes a lot on developing its technology of the automatic drive in an all-around way, which contains the parts of hardware, software, test, visualization, and research.



Intern recruitment

职位名称	职位类型	
Project Management Intern	项目管理类	There is no campus recruitment information in Hong Kong. There are few recruitment information for intern. Most of the recruitment information is also about the technique.
Python开发实习生（教育方向）		We can notice that sensetime needs talents to develop technique related to the education. And this job requires solid command of python and knowledge of deep learning.
2020-Research Intern (HK)		
深度学习平台C++/Python开发实习生	深度学习平台及优化类	

Job description and requirement for python developer(education)

工作职责:

1. 基于Python，设计并开发人工智能项目与实验，供教育产品线使用。
2. 教育产品线的日常开发与测试。

任职资格:

1. 熟练使用Python，有良好的代码规范及习惯。有较大规模Python程序开发的经验。
2. 熟悉numpy、pandas、matplotlib等数值运算与数据处理库。
3. 熟悉机器学习与深度学习，熟悉sklearn, TensorFlow, PyTorch等机器学习与深度学习库。
4. 熟悉图像、音频、视频、文本处理技术。



Intern Recruitment

工作职责:

1. Research and develop computer vision & Deep Learning algorithms, e.g. object detection, object tracking, image classification, image segmentation, reinforcement learning, 3D computer vision and image processing;
2. Responsible for optimization and integration of computer vision & deep learning algorithms with industry applications;
3. Responsible for leading the innovation of algorithms in industry and academy.

工作职责:

1. 参与深度学习平台的设计与研发
2. 对深度学习最新算法与架构进行调研，实现及改进
3. 对计算调度与分布式通信进行优化
4. 依托公司内部深度学习设施，建立垂直行业的综合应用平台

For the other two of the intern recruitment information, it emphasizes on developing the deep learning algorithms and optimizing the algorithms. We learn that sensetime keeps exploring the deep learning, to make it work more efficiently with the industry applications.



As a competitor of Sensetime, Megvii is an artificial intelligence company that specializes in image recognition and deep learning.

The screenshot shows the Megvii recruitment website interface. At the top, there is a navigation bar with links for 内部推荐专区 (Internal Recommendation Zone), 登录 (Login), and 注册 (Register). Below the navigation bar, there are five main menu items: 首页 (Home), 社会招聘 (Social Recruitment), 校园招聘 (Campus Recruitment), 实习生招聘 (Intern Recruitment), and 旷视主页 (Megvii Main Page). On the left side, there is a sidebar titled "招聘动态" (Recruitment Dynamics) with a "更多>>" link. The main content area is titled "职位搜索" (Job Search) and includes several filter options: 招聘类别 (Job Type) with "全部" (All) selected; 工作地点 (Workplace) with "全部" (All) selected, followed by a long list of cities including 全国, 日本, 北京市, 海淀区, 天津市, 太原市, 呼和浩特市, 上海市, 江苏省, 南京市, 浙江省, 杭州市, 宁波市, 合肥市, 福州市, 厦门市, 南昌市, 郑州市, 湖北省, 武汉市, 湖南省, 广东省, 广州市, 深圳市, 南宁市, 重庆市, 成都市, 贵阳市, 昆明市, 拉萨市, 西安市, 新疆, 乌鲁木齐市, 其他, 东湖新技术开发区, 西雅图; 职位类型 (Position Type) with "全部" (All) selected, followed by 研究类, 开发类, 测试类, 产品设计类, 商务类, 市场运营类, 职能类, 技术支持类; and 发布时间 (Release Time) with "全部" (All) selected, followed by 三天内, 一周内, 一个月内, 三个月内, 半年内. Below these filters is a search bar with the placeholder "请输入关键字" (Enter Keyword) and a yellow "搜索" (Search) button. At the bottom, there is a table with one row showing a job listing: 职位名称 (Job Title) is "超级实习生_算法研究员 (北京)", 职位类型 (Position Type) is "研究类", 工作地点 (Workplace) is "北京市", and 发布时间 (Release Time) is "2019-04-03".



<http://zhaopin.megvii.com/search?r=3&p=&c=&d=&k=#jlt>

Its recruitment website is very similar to Sensetime. They have social recruits, school recruits, and interns. It feels that the company is very large and there are many departments locating all over the word.



Both Sensetime and Megvii are representative companies in the field of visual identification. From the research post, we found that Megvii company mainly recruits relevant personnel for image analysis. We can infer that Megvii intends to continue further development in this field.

工作职责：

推进计算机视觉和深度学习领域的核心算法；

构建计算机视觉或深度学习领域的关键应用；

将最好的算法在有趣有用的商业场景中落地。

任职资格：

1. 过硬的科研背景：深度学习/机器学习；计算机视觉（包括分类，检测，分割，跟踪，SLAM和三维重建）；图像或信号处理；计算摄影学和计算机图形学；

职位名称	职位类型	工作地点	发布时间
超级实习生_算法研究员 (北京)	研究类	北京市	2019-04-03
超级实习生_算法研究员 (上海)	研究类	上海市	2019-04-03
超级实习生_算法研究员 (南京)	研究类	江苏省-南京市	2019-04-03
超级实习生_算法研究员 (成都)	研究类	四川省-成都市	2019-04-03
算法实习生	研究类	北京市	2019-03-29
C++高性能计算工程师	研究类	北京市	2019-03-19
深度学习算法开发工程师	研究类	北京市	2019-03-19
数据融合算法工程师	研究类	北京市	2019-02-19
视觉算法工程师	研究类	北京市	2019-02-18
机器视觉算法工程师	研究类	北京市	2019-02-18
算法工程师(成都)	研究类	四川省-成都市	2018-05-10
Researcher	研究类	北京市	2018-02-01
研究院--Researcher	研究类	北京市	2017-06-14

03

KE Chenji

Research Reports Analysis
(Part 1)

► Overview



1 Company Profile

2 AI Sector: Computer Vision

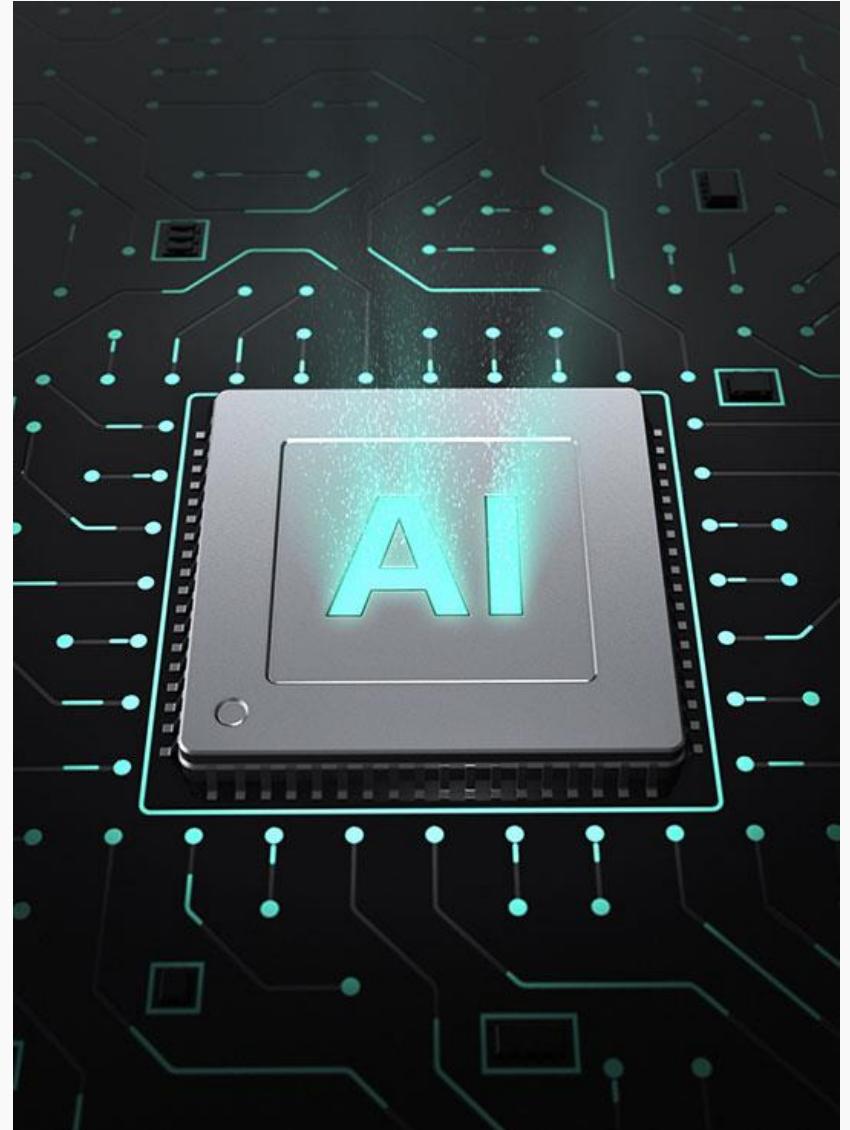
3 Competitor Analysis



Company Profile



- **The world's leading artificial intelligence (AI) company**
China's largest AI algorithm provider
- **Focus on computer vision and deep learning**
- Independently **develop a deep learning platform**, supercomputing centers, and a range of AI technologies such as face recognition
- Lead the market in almost all vertical industries, including smart city, smartphone, mobile internet, finance and so on



Company Profile

- Crawl Change Record in company background from **TianYanCha.com** website as the information cannot be copied directly.



The screenshot shows the TianYanCha.com website interface. At the top, there's a navigation bar with '天眼查' logo, '国家中小企业发展基金旗下官方备案企业征信机构', and search tabs for '查公司', '查老板', and '查关系'. The search bar contains '北京市商汤科技开发有限公司'. Below the search bar, there are five categories: '公司背景 37', '司法风险 42', '经营风险 4', '公司发展 76', and '经营状况 56', followed by '知识产权 999+'. A prominent blue button says '天眼一下'. Under the '变更记录' section, it says '8' and has a dropdown menu '变更项目'. The table below lists 8 changes:

序号	变更日期	变更项目	变更前	变更后
1	2018-05-08	注册资本	10800万元	15000万元 (+ 38.89%)
2	2017-02-04	注册资本	6000万元	10800万元 (+ 80.00%)
3	2016-11-18	注册资本	4000万元	6000万元 (+ 50.00%)
4	2016-11-18	经营范围	计算机软硬件技术开发—技术转让、技术咨询、技术服务、技术推广—计算机技术培训—技术进出口—批发计算机软件及辅助设备、电子产品（不涉及国营贸易管理商品；涉及配额许可证商品的按国家有关规定办理申请手续）—电脑动画设计。依法须经批准的项目，经相关部门批准后依批准的内容开展经营活动。	计算机软硬件技术开发、技术转让、技术服务、技术推广；计算机技术培训；批发计算机软件及辅助设备、电子产品（不涉及国营贸易管理商品；涉及配额许可证商品的按国家有关规定办理申请手续）；电脑动画制作、代理、发布广告。依法须经相关部门批准后依批准的内容开展经营活动。
5	2015-10-13	注册资本	100万元	4000万元 (+ 3900.00%)

```
def getHTMLtext(url):#定义一个获得html页面的函数
    headers = {
        'user-agent': 'Mozilla/5.0 (Windows NT 10.0; Win64; x64) AppleWebKit/537.36 (KHTML, like Gecko) Chrome/81.0.4044.138 Safari/537.36'
    }
    #更改头部信息
    try:
        r = requests.get(url, timeout=30, headers=headers)
        r.raise_for_status()
        r.encoding = r.apparent_encoding
        return r.text
    except:
        print('Fail to get the page')

def getcontent(html):
    soup = BeautifulSoup(html, 'lxml')#解析
    change_log = soup.find_all('div', class_="block")
    change_log_tbl=pd.read_html(change_log.prettify())
    change_log_tbl.to_csv('D:\\change.csv', encoding='utf-8')

def main():
    url = 'https://www.tianyancha.com/company/5391171'
    html = getHTMLtext(url)
    getcontent(html)
main()
```

Company Profile



The change projects include

- Type of enterprise
- Investors
- Business scope
- Registered capital

ChangeRecord - Excel

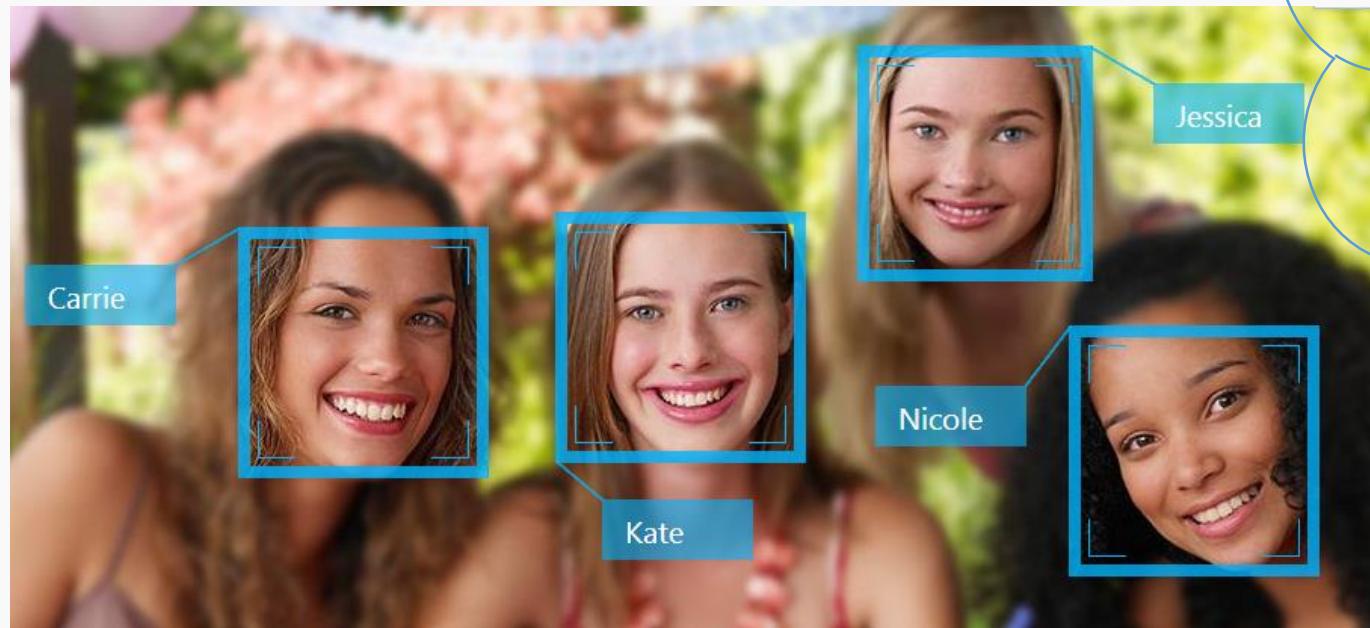
Change Record					
序号	变更日期	变更项目	变更前	变更后	备注
1	2018/5/8	注册资本	10800万元	15000万元 (+ 38.89%)	
2	2017/2/4	注册资本	6000万元	10800万元 (+ 80.00%)	
3	2016/11/18	注册资本	4000万元	6000万元 (+ 50.00%)	
4		经营范围	计算机软硬件技术开发、技术转让、技术咨询、技术服务、技术推广，计算机技术培训，技术进出口；批发计算机软件及辅助设备、电子产品（不涉及国营贸易管理商品；涉及配额许可证商品的按国家有关规定办理申请手续），电脑动画设计。依法须经批准的项目，经相关部门批准后依批准的内容开展经营活动。	计算机软硬件技术开发、技术转让、技术咨询、技术服务、技术推广；计算机技术培训；技术进出口；批发计算机软件及辅助设备、电子产品（不涉及国营贸易管理商品；涉及配额许可证商品的按国家有关规定办理申请手续）；电脑动画设计；设计、制作、代理、发布广告。依法须经批准的项目，经相关部门批准后依批准的内容开展经营活动。	
5	2016/11/18	经营范围			
6	2015/10/13	注册资本	100万元	4000万元 (+ 3900.00%)	
7	2015/8/18	经营范围	技术开发、技术转让、技术咨询、技术服务、技术推广；计算机技术培训；软件开发；销售计算机软件及辅助设备。（依法须经批准的项目，经相关部门批准后方可开展经营活动）	计算机软硬件技术开发、技术转让、技术咨询、技术服务、技术推广，计算机技术培训，技术进出口；批发计算机软件及辅助设备、电子产品（不涉及国营贸易管理商品；涉及配额许可证商品的按国家有关规定办理申请手续），电脑动画设计。依法须经批准的项目，经相关部门批准后依批准的内容开展经营活动。	
8	2015/8/18	投资人	1 徐持衡 自然人股东 [退出] 2 陈宇恒 自然人股东 [退出]	1 商汤集团有限公司 法人股东 [新增]	
9	2015/8/18	企业类型	有限责任公司（自然人投资或控股）	有限责任公司（台港澳法人独资）	
10					

► AI Sector: Computer Vision



What is computer vision technology?

- While we use eyes to see things and the brain to interpret, it is difficult for computers to duplicate the way human perceive and visually sense the world around them.



- Computer vision is the science that aims to give a similar capability to a machine.
- As the supporting technologies move forward, computer vision is making great leaps to transform a variety of industries from face recognition and healthcare to security, agriculture, and more.

Information Source

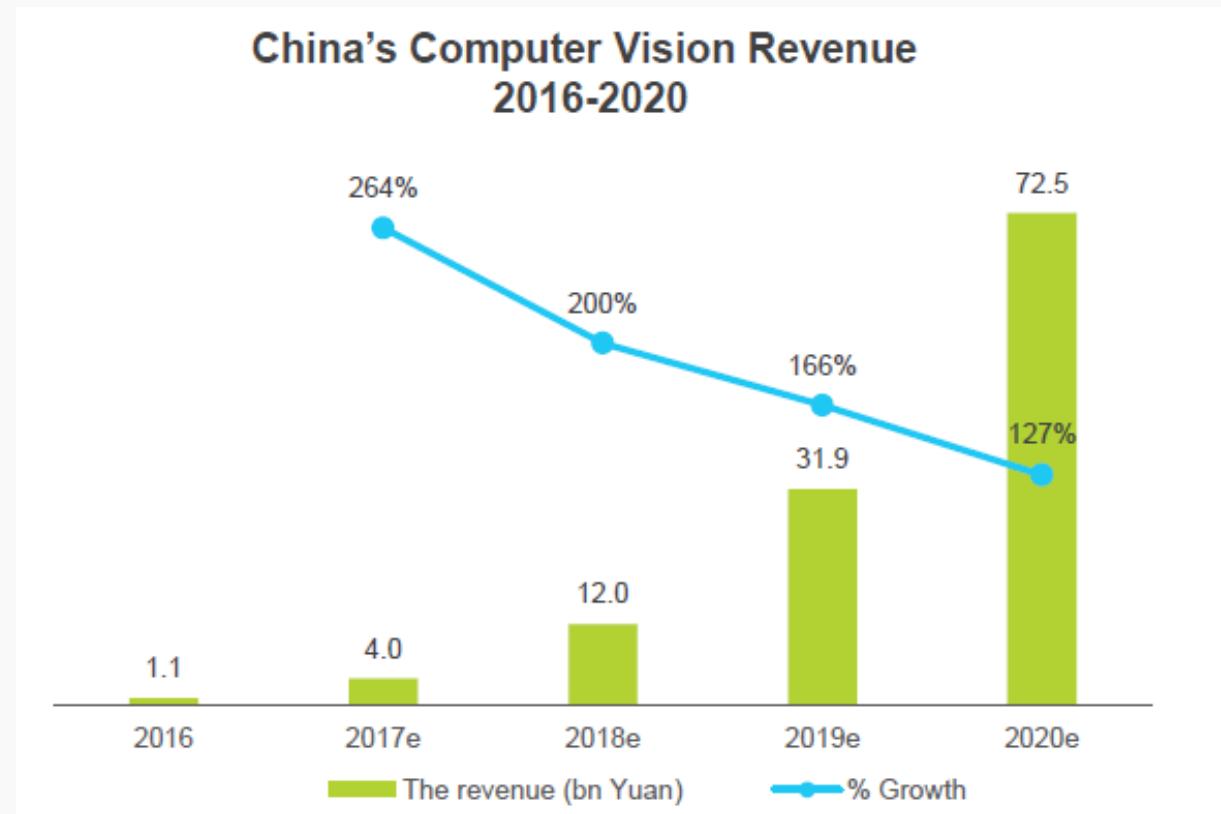


AI Sector: Computer Vision



Computer Vision Industry in China

- There are **more than 100 computer vision brands** in China so far.
- In the second half of 2016, 1:N facial identification, video structuring and other **computer vision technology made breakthroughs** in application scenarios and thus promoted the development of computer vision.



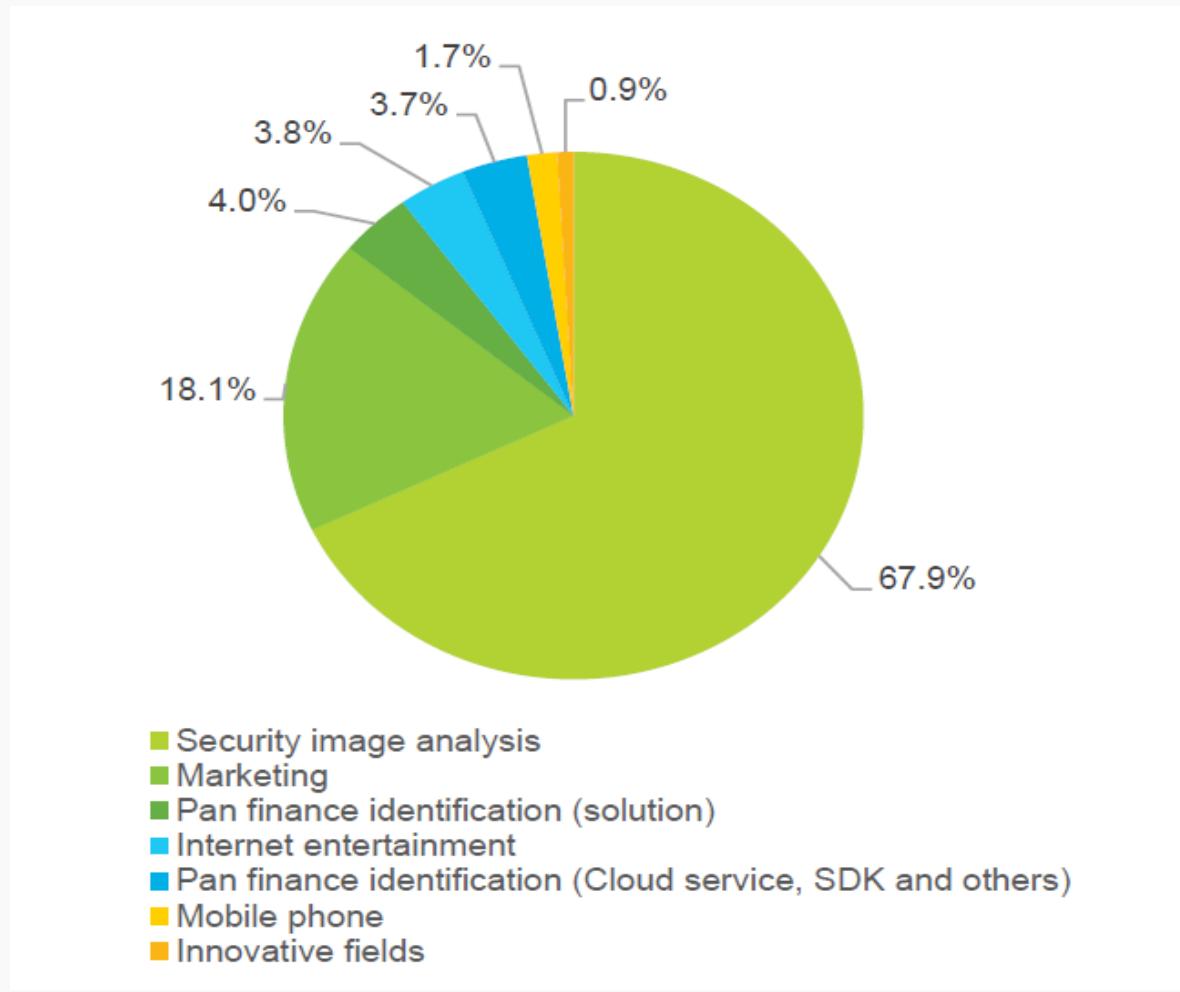
The calculation is based on the revenue of the technology companies in the industry chain.

Information Source

AI Sector: Computer Vision



Structure of China's Computer Vision Market

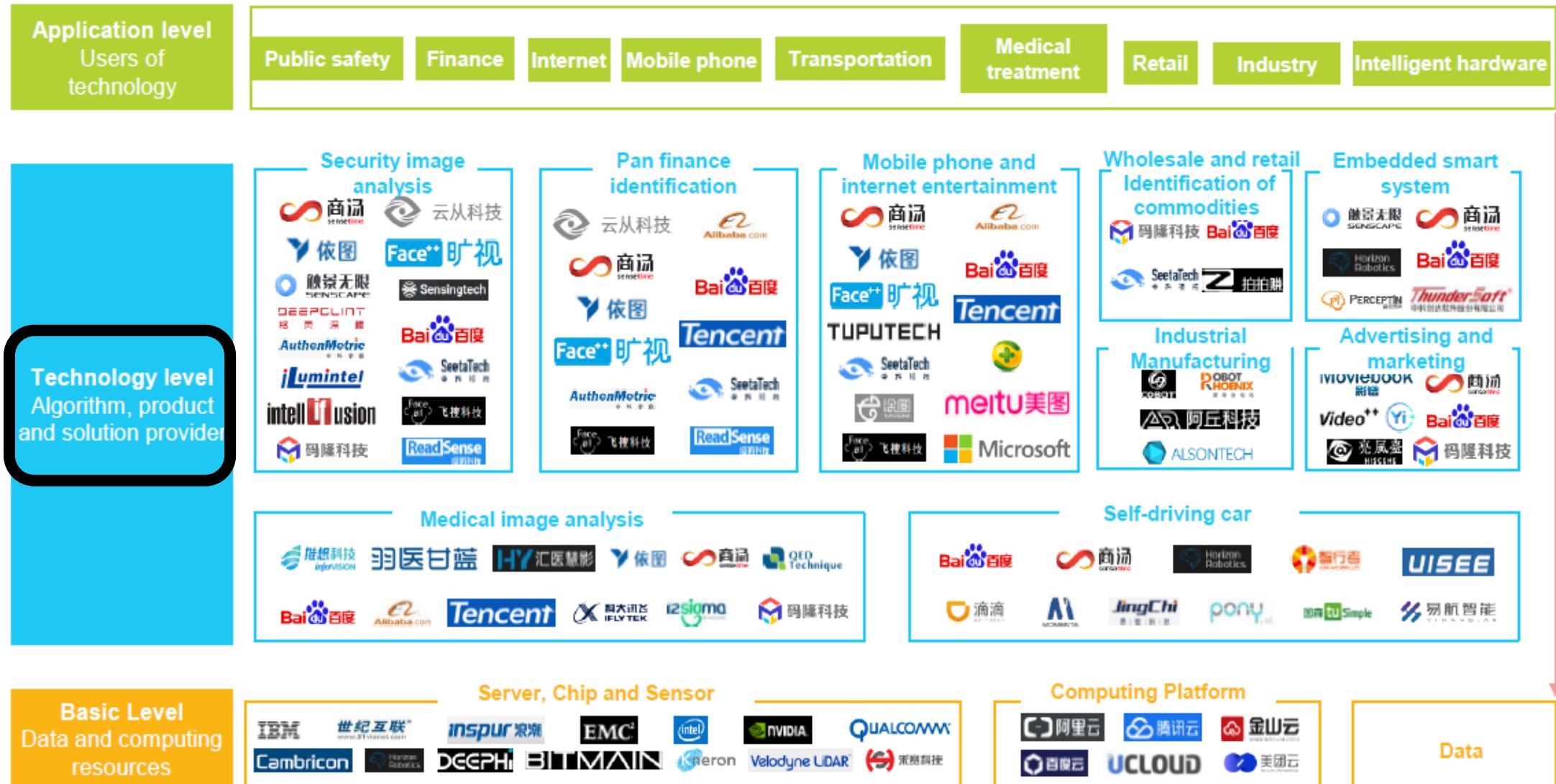


➤ With the precision improvement in facial identification, object identification and partitioning algorithm, **medical visual technology, industrial manufacturing, retailing and other innovative fields** started to take off and will be pillar industries in the market together with **security, video advertising, pan finance, mobile phone and Internet entertainment**.

Information Source

AI Sector: Computer Vision

Industry Diagram

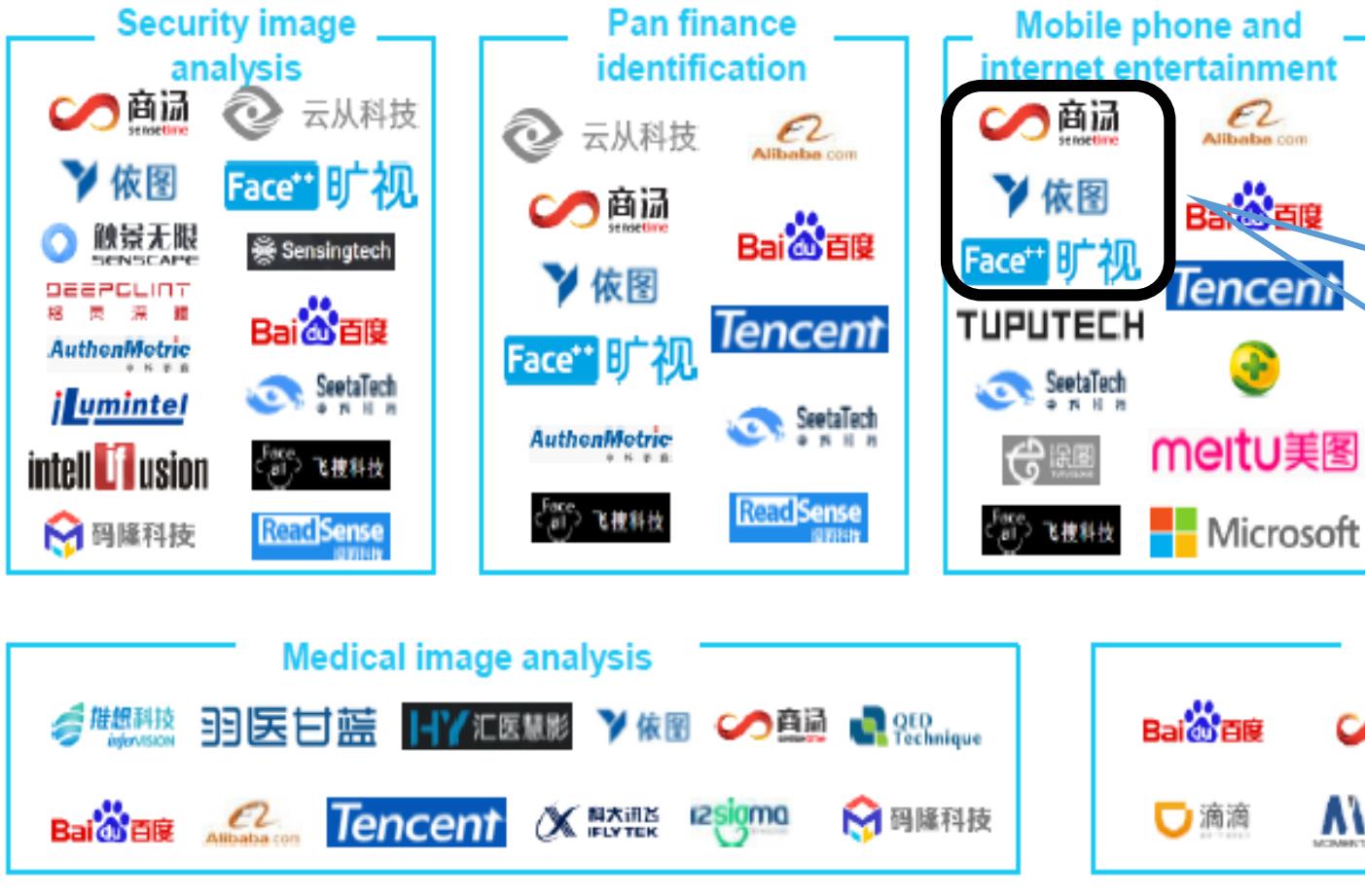


Information Source

Competitor Analysis



Technology level
Algorithm, product
and solution provider



- SenseTime
- YITU Technology
- Megvii (Face++)

Information Source

Competitor Analysis



2019 AI 100 UNICORN STARTUPS

Company	Focus Area	Country	Max Valuation (\$M)
SenseTime	Security	China	\$4,500
UiPath	Other: RPA	United States	\$3,000
Automation Anywhere	Other: RPA	United States	\$2,600
YITU Technology	Security	China	\$2,365
Graphcore	Data Centers	United Kingdom	\$1,700
C3	IIoT	United States	\$1,564
Butterfly Network	Imaging & Diagnostics	United States	\$1,250
4Paradigm	Anti-Fraud	China	\$1,200
Pony.ai	Autonomous Vehicles	United States	\$1,000
Face++	Facial Recognition	China	\$1,000
Momenta	Perception	China	\$1,000

- SenseTime
- YITU Technology
- Megvii (Face++)

- UNICORNS (private companies valued above \$1B+)
- SenseTime has the highest Max Valuation.

Information Source



Competitor Analysis



COMPANY	LEADERSHIP	CEO APPROVAL RATING	EMPLOYEES	TOTAL FUNDING	ANNUAL REVENUE
商汤 sense time	Li Xu Co-Founder & CEO	98/100	1,000	\$3.6B	\$20M
依图 YITU	Zhu Xi Co-Founder & CEO	83/100	179	\$370M	\$12M
旷视	Yin Qi Co-Founder & CEO	81/100	52	\$1.3B	\$8M

Competitor Analysis



CORE TECHNOLOGIES

- Face recognition and body feature point
- Image recognition
- Text recognition
- Vehicle identification and pedestrian detection
- Improving video and image processing
- SLAM and 3D vision
- Robot sensing and control
- Deep learning platform
- Target tracking technology
- Large portrait library real-time search
- Online/offline live detection



SenseTime has the widest coverage and a deep learning platform.

03

SONG Chu

Research Reports Analysis
(Part 2)

► Leaderboard Analysis



- AI 100 from CB INSIGHTS
- FRVT 1:1 from NIST(National Institute of Standards and Technology)
- 人工智能未来企业排行榜 from 《互联网周刊》 & eNet研究院

*We also chose Face++ 旷视(Megvii) and YITU Technology as the competitors of SenseTime in our analysis.



AI 100 from CB INSIGHTS



About CB Insights

CB Insights fuses machine learning, algorithms, data and visualizations together to help large enterprises ask, answer and articulate compelling answers to difficult questions - about growth, about competition and about the markets and technologies of the future.

The machine learning technology mines vast numbers of unstructured documents such as patents, earnings calls, news articles, company websites, regulatory filings, social media and more to derive insights into the future of the global economy.

About AI 100

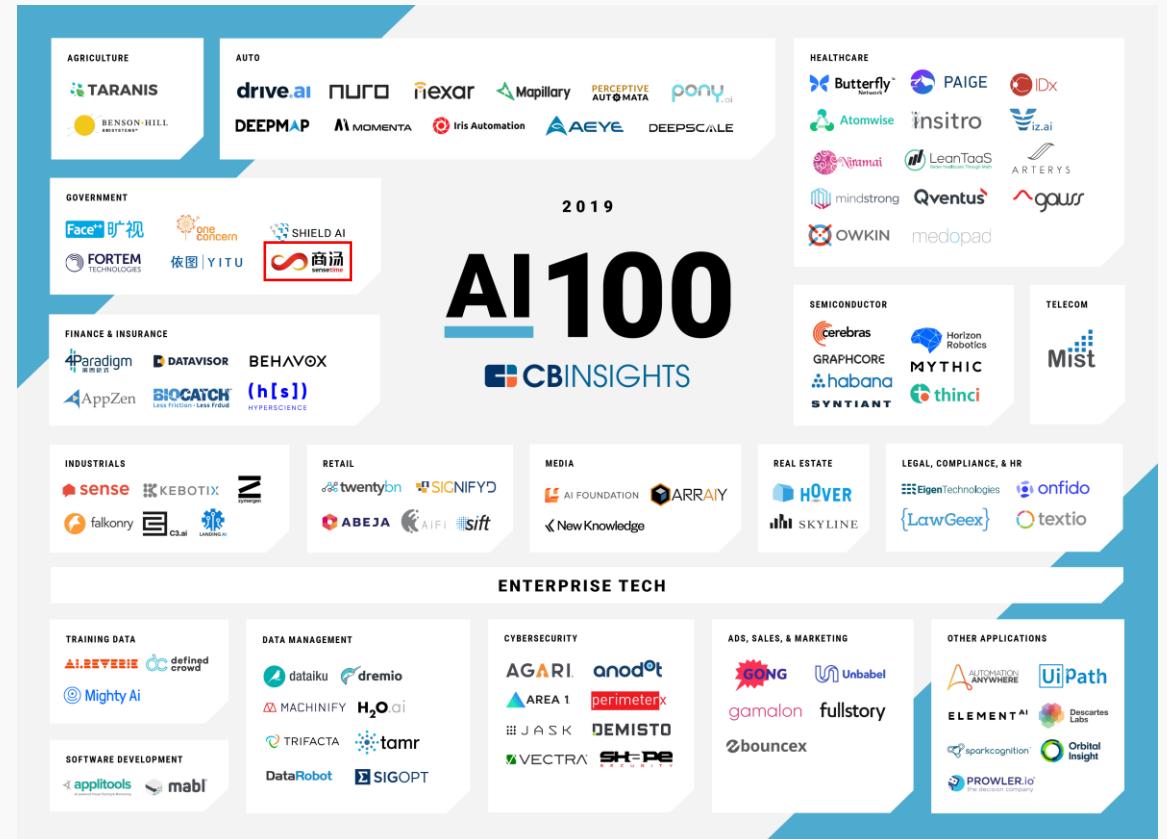
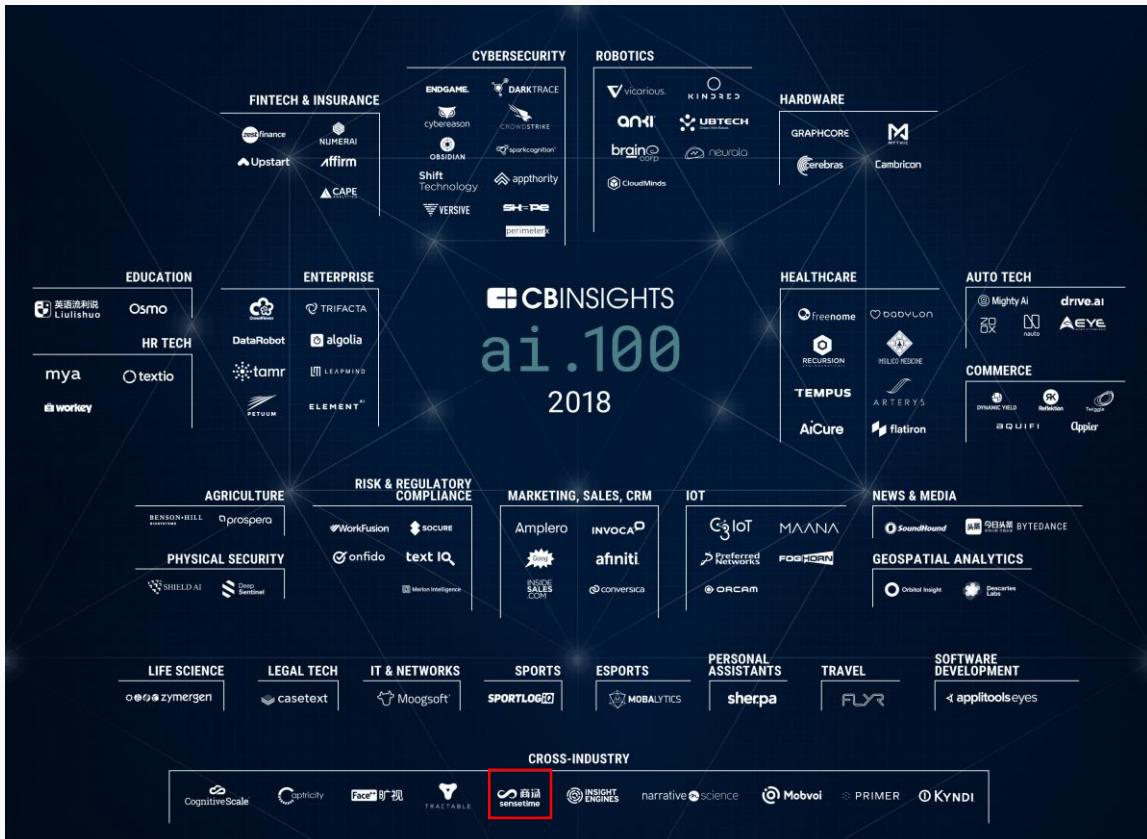
The research team selected the 100 startups from a pool of 3K+ companies based on several factors, including patent activity, investor profile, news sentiment analysis, proprietary Mosaic scores, market potential, partnerships, competitive landscape, team strength, and tech novelty.

AI 100 from CB INSIGHTS



2017: SenseTime was selected as one of the 100 most promising AI companies in the world by CB Insights.

2018 & 2019: AI 100——The Artificial Intelligence Startups Redefining Industries.



AI 100 from CB INSIGHTS



11 companies on the list are unicorns (private companies valued at \$1B+).

And SenseTime has the highest Max Valuation.

Company	Focus Area	Country	Max Valuation (\$M)
SenseTime	Security	China	\$4,500
UiPath	Other: RPA	United States	\$3,000
Automation Anywhere	Other: RPA	United States	\$2,600
YITU Technology	Security	China	\$2,365
Graphcore	Data Centers	United Kingdom	\$1,700
C3	IIoT	United States	\$1,564
Butterfly Network	Imaging & Diagnostics	United States	\$1,250
4Paradigm	Anti-Fraud	China	\$1,200
Pony.ai	Autonomous Vehicles	United States	\$1,000
Face++	Facial Recognition	China	\$1,000
Momenta	Perception	China	\$1,000

► AI 100 from CB INSIGHTS

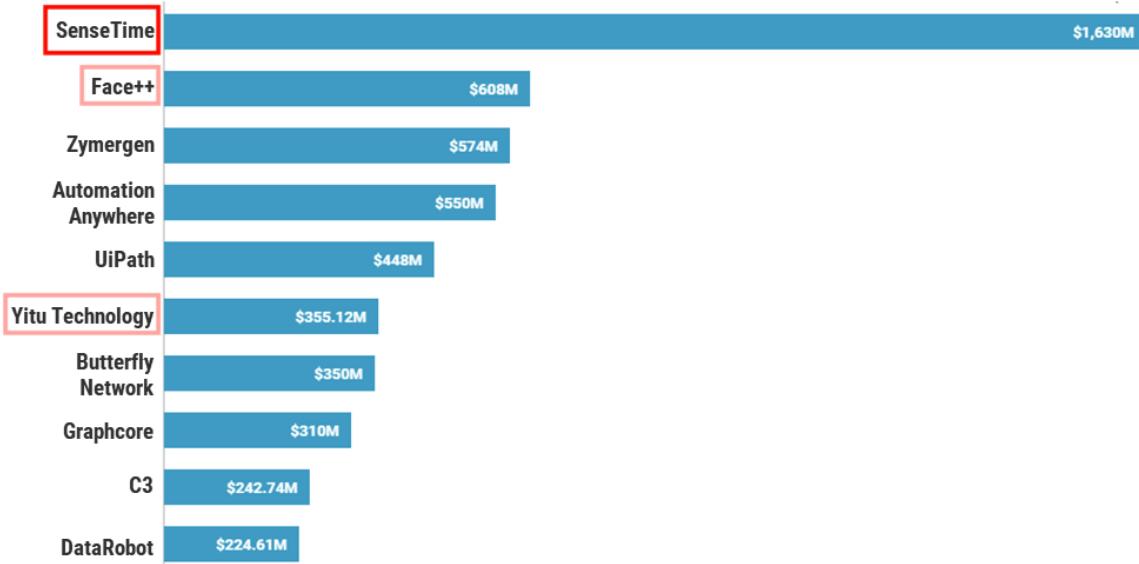


SenseTime is the most well-funded company.

The top 2 most well-funded companies — SenseTime and Face++ — are both from China and focusing on facial recognition, with government investors and clients.

CB 2019 AI 100: Most well-funded companies

Based on total equity funding



Source: cbinsights.com

CB INSIGHTS



FRVT 1:1 from NIST



The leaderboard shows the top performing 1:1 algorithms measured on false non-match rate (FNMR) across several different datasets. FNMR is the proportion of mated comparisons below a threshold set to achieve the false match rate (FMR) specified. FMR is the proportion of impostor comparisons at or above that threshold.

SenseTime's performance in testing is second only to YITU.

#	Developer	VISA Photos FNMR@ FMR ≤ 0.000001	VISA Photos FNMR@ FMR ≤ 0.0001	MUGSHOT Photos FNMR@ FMR ≤ 0.0001	WILD Photos FNMR@ FMR ≤ 0.00001	CHILD EXP Photos FNMR@ FMR ≤ 0.01	Submission Date
1	yitu-002	0.004 ¹	0.001 ¹	0.013 ⁷	0.052 ¹³		2018_10_19
2	yitu-001	0.007 ²	0.003 ⁷	0.013 ⁸	0.058 ²⁶	0.579 ¹³	2018_06_12
3	sensetime-001	0.009 ³	0.003 ⁶	0.013 ¹¹	1.000 ⁷⁶		2018_10_19
4	sensetime-002	0.010 ⁴	0.003 ¹⁰	0.015 ²⁹	1.000 ⁷⁷		2018_10_19
5	siat-002	0.013 ⁵	0.004 ¹⁵	0.014 ¹⁵	0.055 ²⁰	0.428 ³	2018_06_13
6	ntechlab-004	0.013 ⁶	0.003 ⁴	0.013 ¹²	0.046 ⁶	0.420 ²	2018_06_14
7	ntechlab-005	0.014 ⁷	0.002 ²	0.013 ¹⁰	0.050 ¹⁰		2018_10_19
8	megvii-002	0.014 ⁸	0.004 ¹²	0.030 ⁶³	0.071 ³⁵		2018_10_19
9	vocord-005	0.016 ⁹	0.003 ³	0.015 ³²	0.048 ⁹		2018_10_18
10	everai-001	0.016 ¹⁰	0.004 ¹⁴	0.013 ²	0.031 ²		2018_10_30



人工智能未来企业排行榜 from 《互联网周刊》 & eNet研究院



Scoring from iBrand, iPower and iSite:

iBrand includes company positioning, mission, goals, values and influence.

iPower includes revenue, net profit, management, business methods and accumulation so far.

iSite includes the Internet, mobile Internet, underlying technology, operations and user evaluation.

From 2017 to 2018, the rankings of SenseTime and its competitors have both increased, and SenseTime has always maintained a leading position.

2017人工智能未来企业排行榜

排名	企业	领域
20	商汤科技	计算机视觉和深度学习
27	face++ 旷视科技	机器视觉
44	依图科技	计算机视觉和深度学习

2017 《互联网周刊》 & eNet研究院选择排行

2018人工智能未来企业排行榜

排名	企业	领域
11	商汤科技	人工智能视觉深度学习平台
16	face++ 旷视科技	人工智能产品和行业解决方案
32	依图科技	计算机视觉技术

2018 《互联网周刊》 & eNet研究院选择排行

Funding Rounds



查公司 查老板 查关系
北京市商汤科技开发有限公司 天眼一下

官方信息

自主信息

企业认证

公司背景 31 司法风险 42 经营风险 5 公司发展 74 经营状况 53 知识产权 999+ 历

公司发展

融资历史 10

序号	披露日期	事件日期	交易金额	融资轮次	估值	比例	投资方	新闻来源
1	2017-11-28	2017-11-28	15亿人民币	战略融资	-	-	阿里巴巴	AI独角兽商汤科技获阿里15亿人民币投资
2	2018-05-31	-	6.2亿美元	C+轮	超45亿美元	-	Qualcomm Ventures 银湖资本 富达国际 Tiger老虎基金 中银投	商汤科技完成C+轮融资6.2亿美元，华兴资本担任财务顾问 华兴交易
3	2018-04-09	-	6亿美元	C轮	超30亿美元	-		苏宁云商 阿里领投，淡马锡、苏宁跟投

```
In [44]: import pandas as pd
from bs4 import BeautifulSoup
import requests

def getHTMLtext(url):#定义一个获得html页面的函数
    headers = {
        'user-agent': 'Mozilla/5.0 (Windows NT 10.0; Win64; x64) AppleWebKit/537.36 (KHTML, like Gecko) Chrome/73.0.3683.103 Safari/537.36'
    }
    #更改头部信息
    try:
        r = requests.get(url,timeout=30,headers=headers)
        r.raise_for_status()
        r.encoding = r.apparent_encoding
        return r.text
    except:
        print('Fail to get the page')

def getcontent(html):
    soup = BeautifulSoup(html,'lxml')#解析
    change_log = soup.find_all('div',class_="block-data")[-1]#获得表格所在的标签的内容
    change_log_tbl=pd.read_html(change_log.prettify(),header=0)[0]#提取表格
    change_log_tbl.to_csv('/Users/songchu/Desktop/sensetime.csv',encoding="utf_8_sig")#将表格导入csv文件中

def main():
    url = 'https://www.tianyancha.com/company/53901112'
    html = getHTMLtext(url)
    getcontent(html)
```

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O
1		序号	披露日期	事件日期	交易金额	融资轮次	估值	比例	投资方	新闻来源					
2	0	1	28/11/2017	28/11/2017	15亿人民币	战略融资	-	-	阿里巴巴	AI独角兽公司商汤科技获阿里15亿人民币投资					
3	1	2	31/5/2018	-	6.2亿美元	C+轮	超45亿美元	-	Qualcomm	商汤科技C+轮融资6.2亿美元，华兴资本担任财务顾问 华兴交易					
4	2	3	9/4/2018	-	6亿美元	C轮	超30亿美元	-	苏宁云商	商汤科技完成C轮融资6亿美元，阿里领投，淡马锡、苏宁跟投					
5	3	4	26/12/2017	-	未披露	战略融资	-	-	松禾资本	计算机视觉赛道继续吸金，松禾资本宣布投资商汤科技					
6	4	5	15/11/2017	-	未披露	战略融资	-	-	Qualcomm	商汤科技获Qualcomm战略投资 中国原创AI技术开启全球征程					
7	5	6	14/12/2016	-	1.2亿美元	B轮	-	-	鼎晖投资	商汤科技获鼎晖投资、万达集团、IDG资本、StarVC 1.2亿美元 C轮融资					
8	6	7	26/4/2016	-	千万美元	A轮	-	-	StarVC	StarVC首投人工智能项目 商汤科技获千万美元融资					
9	7	8	7/11/2014	-	数千万美元	天使轮	-	-	IDG资本	-					
10	8	9	11/7/2017	-	2.9亿美元	B+轮	-	-	招商证券	商汤科技B轮融资4.1亿美元，将拓展其原创AI技术的应用领域					
11	9	10	10/9/2018	-	10亿美元	D轮	58.82亿美元	17%	软银愿景基	最前线 传商汤科技获软银10亿美元融资，人工智能独角兽输血还在继续					

Data crawling

Funding Rounds



Total Funding Amount: More than \$2.6B

Announced Date	Transaction Name	Money Raised	Lead Investors
Sep 10, 2018	Series D	\$1B	SBCVC (SB China Capital)
May 31, 2018	Series C+	\$620M	Fidelity International, HOPU Investment Management Company, Silver Lake Partners, Tiger Global Management
Apr 9, 2018	Series C	\$600M	Alibaba Group, Temasek, Suning Cloud Business Group
Dec 26, 2017	Corporate Round	—	Green Pine Capital Partners
Nov 28, 2017	Corporate Round	¥1.5B	Alibaba Group
Nov 15, 2017	Corporate Round	—	Qualcomm Ventures
Jul 11, 2017	Series B+	\$290M	CICC, TCL Capital, etc.
Dec 14, 2016	Series B	\$120M	CDH Investment, Wanda Group, StarVC, IDG Capital
Apr 26, 2016	Series A	\$10M	StarVC
Nov 7, 2014	Angel Round	—	IDG Capital

► Patent Information



```
import pandas as pd
from bs4 import BeautifulSoup
import requests

def getHTMLtext(url):#定义一个获得html页面的函数
    headers = {
        'user-agent': 'Mozilla/5.0 (Windows NT 10.0; Win64; x64) AppleWebKit/537.36 (KHTML, like Gecko) Chrome/73.0.3683.103 Safari/537.36'
    }
    #更改头部信息
    try:
        r = requests.get(url,timeout=30,headers=headers)
        r.raise_for_status()
        r.encoding = r.apparent_encoding
        return r.text
    except:
        print('Fail to get the page')

def getcontent(html):
    soup = BeautifulSoup(html,'lxml')#解析
    change_log = soup.find_all('div',class_="block-data")[26]#获得表格所在的标签的内容
    change_log_tbl=pd.read_html(change_log.prettify(),header = 0)[0]#提取表格
    change_log_tbl.to_csv('/Users/songchu/Desktop/sensetime.csv',encoding="utf_8_sig")#将表格导入csv文件中

def main():
    url = 'https://www.tianyancha.com/company/53901112'
    html = getHTMLtext(url)
    getcontent(html)
```

main()

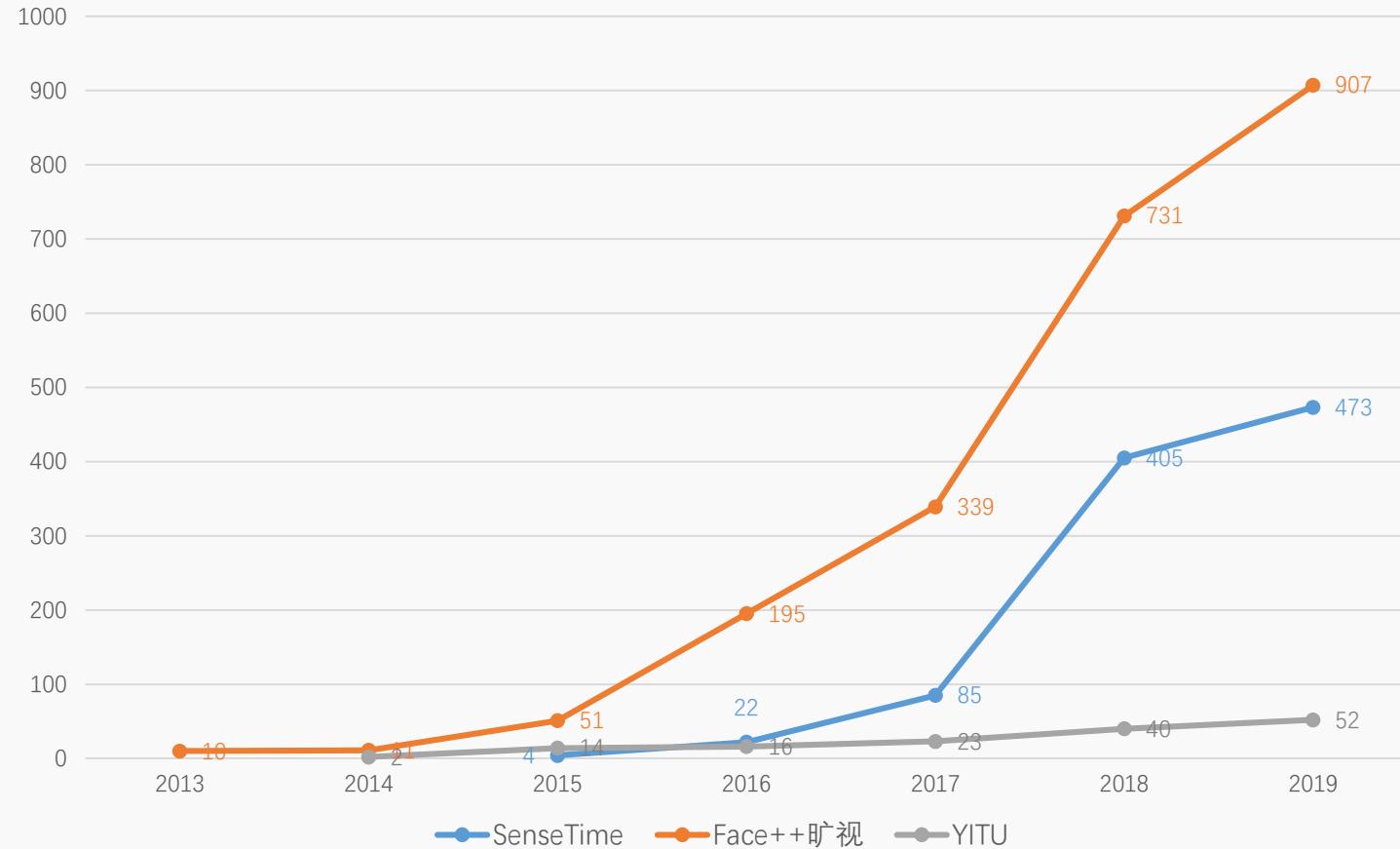
	序号	申请公布日	专利名称	申请号	申请公布号	专利类型	操作
	0	1	23/4/2019 图像质量检测模型训练方法及装置、	CN20181135	CN10967105	-	详情
	1	2	23/4/2019 一种车牌识别方法及装置	CN20181157	CN10967045	-	详情
	2	3	16/4/2019 纹理融合方法和装置、电子设备、存	CN20181144	CN10963689	-	详情
	3	4	16/4/2019 图像选择方法及装置、电子设备和存	CN20181135	CN10963514	-	详情
	4	5	16/4/2019 目标对象3D检测方法、装置、介质及	CN20181144	CN10963568	-	详情



Cumulative number of patents



Cumulative number of patents every year





Conclusion



After analyzing the different types of rankings, financing and the number of patents, we can see that although the establishment of SenseTime is not too early, SenseTime has been in the leading position in the field of computer vision. Compared with competitors in the same industry in China, the future development direction of Sensetime can further improve the accuracy of face recognition.

THANK YOU !

Project Sweetie