

**VOICE AI**  
POWER VOICE WITH AI

**ConVoice™**

**AI Meeting Transcription  
Terminal**

VoiceAI Technologies Hong Kong Limited



# About VoiceAI Technologies

HKMA/HKT Global Innovation Gold Award

Jumpstarter 2022 Top Innovation Award

EPiC Global Top 10

NIST SRE Global Top 2

150+ patents

VoiceAI Hong Kong Limited serves as an AI R&D center as well as overseas business developing center.

## Full-stack AI voice product & solution provider

Helping institutions to perform digital transformation to enhance efficiency & revenue while keeping compliance & customer satisfied

### Security



**TOP1**

Market share(38.9%) in  
China large banks

**200+**

Law enforcement  
departments purchased

### Enterprise Service



**500thousand+**

Employee users

**¥ 40million**

Human cost Saved per  
thousand employees per year

### Smart Cabin



**50+**

New energy car models

**3.5million+Pcs**

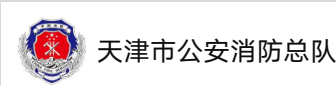
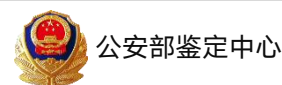
In mass production

# Leading Benchmark Clients in Current Business Markets

## Finance



## Law Enforcement & Public Service



## Smart Car



## R&D Partners





# Pain Points Discovered in Meeting Rooms

## Pain points

- Rely on cloud services
- Risk of data leakage



No Internet

01



Local deployment,  
protects privacy

- Manual notes taking:
- Time-consuming
  - Inaccurate



Not just scripts

02



AI generates TO-DO,  
improves efficiency

Transcription results:  
hard to read  
without speaker ID



Knowing Who

03

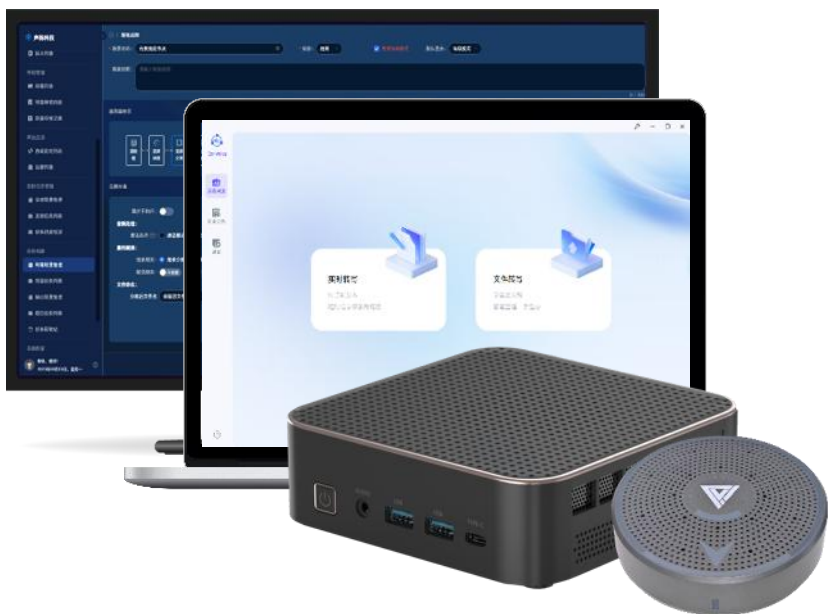


Voiceprint recognition,  
ID can be traced

# Product Overview

**Let every participant focus on communication, instead of note-taking.**

ConVoice™ is a smart meeting transcription terminal featuring information protection. Combining local speech-to-text transcription, voiceprint recognition and an offline-deployed LLM, it can real-time transcribe “who said what” in multi-person meetings and deeply analyze the content.



## Privacy Protection

- Localized deployment, with data never shared externally
- Run locally without internet

## WHO said WHAT

- Mandarin/**Cantonese**/English:  
Support commonly used languages
- Precise identification of speaker ID

## Connect to LLM

- Automatically summarize Meeting Highlights
- Output TO-DO
- Conduct high-frequency keyword statistics

# Core functions: Current status & Plans

## Current Available Functions

### Directional Recording & Denoising

- Directional Microphone Array
- Embedded noise reduction



### Speaker ID

- Distinguish speaker ID
- Voiceprint recognition ACC >99.5%

声纹名称
销售部孙七
产品部李四
产品部王五

## In-progress Functions

### Speech to Text (mixed-language)

- Mixed words in Mandarin/English/**Cantonese**
- Customized “hot word” vocabulary
- Speech recognition ACC > 98%

● 销售部张三 [00:00:06 ~ 00:00:09]

这周五之前产品方案得出来了，客户比较急

● 产品部李四 [00:00:03 ~ 00:00:06]

周五之前没问题，我需要小赵一起帮忙处理些数据

### AI Analytics (pilot scenario)

- Integrated local mainstream LLMs
- AI Summary in general (e.g. TO-DO list, minutes)
- Customized Content Analytics for one typical scenario/client



# Features

## Designed for Privacy and Security

### Local Deployed

### Embedded AI LLM model

#### Privacy Protected

- Embedded algorithms

No risk of data leaking through internet

#### Convenient & fast

- No Internet needed
- PLUG-AND-PLAY
  - Quick Start



#### Logical & focused

- AI summarizes To-Do list and high-frequency words

#### High efficiency

- Record without missing points
- Automatically capture key information



## How ConVoice Differentiates from Cloud Giants & Hardware Vendors

### Competitors




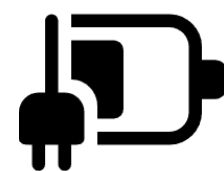
### Collaborators / Integrators



Cloud-based transcription  
Data privacy concerns  
Requires internet access

Hardware input + transmission  
Without AI transcription & analytics

 ConVoice offers **offline** transcription and **local AI** analysis — ideal for **compliance-critical** scenarios

 ConVoice acts as a **plug-in layer**, transforming existing audio devices into **smart meeting assistants**



# Product Components and Business Model

## Standardized Products (Hardware)

## Value-added Services (Customization)

### Terminal (Hardware)

- High performance with low computing power, ensure long-term stable operation
- Denoising microphone\*



### Server (Hardware)

- Local-deployed LLM
- Data storage & management
- Multi-terminal device management



### Admin Platform (Software)

- Design data analysis dimensions, statistical items, and dashboard
- Accent optimization, etc.




\*The microphone can be replaced with other types, e.g. handheld mic, given specific meeting room layout

# Pricing Strategy

## Per Meeting Room

1 unit of Terminal=  
**30,000 HKD**

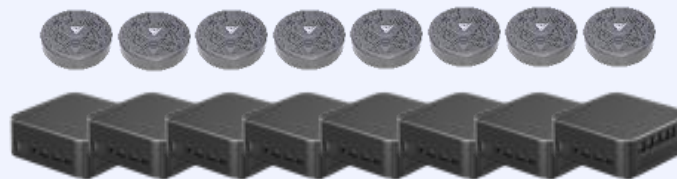







 **× 1.5 months**

or

## Per Department/Organization

8 units of Terminal+1 server=  
**300,000 HKD**



        **× 2 months**

Assuming the salary for one assistant is 20,000HKD/month

# Application Scenarios

## Enterprise Meetings

- Regular meeting minutes
- Cross - department collaboration
- Decision – tracking .....

## Teaching & Seminar

- Teaching Notes
- Lecture Abstracts
- Seminars.....

## Confidential Conversation

- Legal consultation /litigation
- Psychology consultation
- Patient's case discuss / multidisciplinary consultation.....

## Government Affairs

- Internal meetings
- Civil affairs coordination
- Government public hearing.....

## Financial Compliance

- Banking business
- Financial consultation
- Insurance consultation.....



# Project team

Top AI scientists and industrial experts: an outstanding combination of business and technology

## Business



Yatong Li

- **MBA, CUHK**; BA, NKU
- 10+yrs in Cross-border AI Commercialization

## Algorithm



Weibin Zhang

- **PhD, HKUST**
- Specialized in ASR

## Marketing



Mengjia Li

- **MPhil, PolyU**; BA, XMU
- Specialized in brand marketing

## Productization



Dongpeng Chen

- **PhD, HKUST**
- Specialized in VPR



# Project Consultant



Speech and language

## Pascale Fung

- PhD from Columbia, Professor of HKUST
- World-famous speech and language scientist
- Director of the AI Research Center at HKUST, co-founded the Human Language Technology Center
- **IEEE/ISCA/ACL/AAAI Fellow**



Hardware

## Prof. Ping K KO.

- Professor Emeritus of HKUST, former Dean of Engineering of HKUST
- World-famous integrated circuits & systems scientist
- IEEE Fellow
- Early investors of DJI and Google Technology



AI voice

## Prof. Brian MAK

- Professor of HKUST
- HKUST President's CUP
- Associate Editor / Editorial Board Member of Speech Communication, IEEE Transactions on Audio, Speech, and Language Processing