

## Rockson teams up with Highlander

Shipbuilding hot spot China requires adequate responses of suppliers. With Highlander as new local representative for Rockson Chinese shipbuilding market can be served best in brand presence, material supply, customer support, commissioning and quality.

To ensure long term sustainability, the group company of Highlander

### - Jiangsu Highlander Ocean Engineering Technology Development Co., Ltd. -

located in Nantong, China, has taken over shares in Rockson Automation GmbH (Rockson). This combination is meaningful for Highlander as well because it brings a significant piece of jigsaw of Highlander's development strategy "intelligent ships".

Highlander, a hi-tech company which is incorporated in Y2001 and listed on the Shenzhen stock exchange, specializes on the field of marine intelligence and ocean information technology industry. With its ideology of strong emphasis on R&D as its core and international co-operation as mainstream, Highlander gathered a team comprising of more than 100 R&D local and international engineers to establish a first class navigational information technology and engineering laboratory, designing many navigation, communication and radar surveillance systems and products. The international co-operation spans over countries such as Russia, Italy and Germany.

It has taken around 2 years from the first contact of Highlander and Rockson, through getting known from each other step by step and opening negotiation, up to the final contract signing. The transaction and cooperation between both parties is the result of the cautious choice after serious consideration by both parties. We believe that a significant synergy effect can be reached in this case, which will lead to a win-win situation for both parties by combining the advanced technology from Germany and the large shipbuilding market in China. Starting from 2016, we will realize the localization of project engineering and management, supply chain, system assembly, FAT, commissioning and service step by step, while the key components will still be provided from Germany, in order to be closer to the Chinese shipbuilders and to serve them better.

Rockson and Highlander will share the same booth on the coming Marintec exhibition. Rockson's exhibits include own developed key components like I/O modules and process server. In addition, three visualization clients will show the human-machine-interface through demos. We warmly welcome our customers, partners and friends to visit our booth!

With Highlander Rockson will keep following a strategy of "intelligent ships" and keep creating value for customers through innovation.

