

Rohde & Schwarz and Hong Kong Science and Technology Park Collaboration

by

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Agenda

- Introduction to Rohde & Schwarz
- R&S collaboration with Hong Kong Science and Technology Park
 - Why is Hong Kong so important to us?
 - Joint test lab
- Cooperation with Partners in the Science Park
 - ASTRI
 - SANA
- Summary



The company group at a glance

■ History

Established 1933 in Munich, Germany

■ Type of enterprise

Independent family-owned company

■ Global presence

In over 70 countries, approx. 60 subsidiaries

■ Net revenue

Approx. EUR 1.8 billion (FY 15/16, July through June)

■ Employees

9900 worldwide, with approx. 5900 in Germany

■ Success

A leading international supplier in all of its fields of business



Worldwide solutions

■ **Wireless communications**

Development and production test solutions for every second mobile phone in the world

■ **Television**

Broadcast transmitters for more than 80 countries

■ **Air traffic control**

Radiocommunications for more than 200 airports and ATC centers

■ **Secure communications**

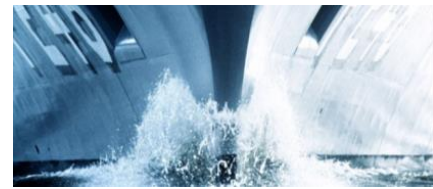
Radios in use worldwide for all branches of the armed forces

■ **Management of the frequency spectrum**

Instruments and systems for radiomonitoring and radiolocation for about 150 countries

■ **Service & services**

To be as close to the customer as possible, nearly 70 locations worldwide



Business fields

Test and Measurement	Broadcast and Media	Secure Communications	Cybersecurity	Radiomonitoring & Radiolocation
<p>T&M instruments and systems for</p> <ul style="list-style-type: none">▪ Wireless communications▪ General purpose electronics▪ Aerospace & defense applications	<p>Broadcast, T&M and studio equipment for</p> <ul style="list-style-type: none">▪ Network operators▪ Broadcasters▪ Studios▪ Film industry▪ Manufacturers of entertainment equipment	<p>Communications systems for</p> <ul style="list-style-type: none">▪ Air traffic control▪ Armed forces <p>Encryption technology for</p> <ul style="list-style-type: none">▪ Armed forces▪ Government authorities▪ Critical infrastructures	<p>IT security products for</p> <ul style="list-style-type: none">▪ Economy▪ Authorities	<p>Radiomonitoring equipment for</p> <ul style="list-style-type: none">▪ Regulatory authorities▪ Homeland and external security▪ Network operators <p>Radar intelligence systems</p>
Service				



Customers and markets



Manufacturers of mobile radio and other wireless terminal equipment



Operators of wireless communications and broadcast networks



Electronics manufacturers



Electronics service providers



Aerospace and defense



Studios and broadcasters



Government authorities and other public sector customers



Companies of all types and sizes

Leading-edge solutions



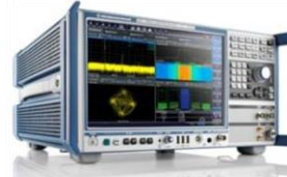
R&S®CMW500

Universal test platform for all common mobile radio and wireless technologies



R&S®RTO

Fastest oscilloscope on the market with the world's first digital trigger



R&S®FSW

Signal and spectrum analyzer with outstanding performance



R&S®ESMD

Compact high-end receiver for all radiomonitoring tasks



R&S®SDTR

Military radio based on state-of-the-art software defined radio (SDR) technology



R&S®SITLine ETH40G

Fastest Ethernet encryptor (40 GBit/s)



R&S®THU9

The first TV transmitter with energy-saving Doherty technology

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Why is Asia and Hong Kong so important to us?

- ▮ **> 90 % of our business is export!**
- ▮ **> 30 % of our business is in Asia and China is our top country!**
- ▮ **Greater China is not anymore just a follower!
It is in the meantime a technology driver
i.e. in the wireless industry!**



**We need to be close to our customers!
Therefore a strong local presence for sales,
service and development is a must
to stay competitive!**



R&S Hong Kong Office
location at HKSTP



Rohde & Schwarz Hong Kong

- We are present in Hong Kong with an own company since 2006.
- To even strengthen our presence we started a cooperation with the Hong Kong Science & Technology Park, moved our offices to HKSTP and started an „Open Lab“ 2012.
- Why HKSTP?
 - Technical expertise and facility
 - Link to other companies

Hong Kong 香港科技园
Science & Technology Parks

Academia / Start-up | General Public | Our Customers | Press | Science Park Community | Text Only | 繁體 | 简体 | Enquiry

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Technology Support & Laboratory Service
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Corporate Structure

Hong Kong Science Park
- Introduction
- Location
- Office and Laboratory Buildings
- Amenities
- Visiting Spots at Science Park
- Enquiry Form / Application for Admission Form
- Admission Criteria

InnoCentre

Hong Kong Science Park
Introduction

PRINT

The beginning



Hong Kong 香港科技园
Science & Technology Parks



**LTE Joint Test Lab Agreement between
Rohde & Schwarz Hong Kong Limited
and
Hong Kong Science and Technology Parks Corporation**

THIS AGREEMENT is made on July 10, 2012

BETWEEN:

1. **ROHDE & SCHWARZ HONG KONG LIMITED**, whose registered office is at Units 105-107, 1/F, Wireless Centre, Hong Kong Science Park, Shatin, New Territories, Hong Kong (“**R&S**”); and
2. **HONG KONG SCIENCE AND TECHNOLOGY PARKS CORPORATION**, a corporation formed under the Hong Kong Science and Technology Parks Corporation Ordinance, of 8/F Bio-Informatics Centre, No.2 Science Park West Avenue, Hong Kong Science Park, Shatin, New Territories, Hong Kong (“**HKSTPC**”).



Purpose of this joint LTE test Lab

General Objective

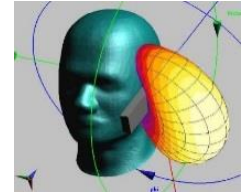
- a marketing & demo site to attract companies for HKSTP and R&S
- a platform to demonstrate LTE mobile phone testing technology as LTE-TDD test solution and OTA MiMo are very important for China and the region also for upcoming the 5G technology

Value to R&S

- a showcase with close proximity to the region (North Asia, Mainland China, Taiwan, South Asia) to attract customers and create business
- Good protection of IP
- Partnership with HKSTP; supported by its experienced engineers
- Tech project collaborations in the region

Service by HKSP's Wireless Lab

- offer an excellent environment (shielded room and space)
- manage the testing facility
- support R&S customer demo or project
- additional reliability and failure analysis facility and support services to R&S potential customers



More development cooperations plan



What we do | Facilities | Community | Admission | Directory | News | Events |



Each technology cluster enjoys dedicated labs and teams of experts at your disposal. And to make it even easier for you to find the perfect solution to any challenges you may face, these labs and services are within walking distance at Science Park; are flexible and may be used on a time-share basis; with latest equipment that can be rented by project or on an hourly basis; and are staffed by professional engineers that are here to support you.

In addition to our in-house expertise, we also partnered with leading tech industry giants, including: IBM, Fujitsu, ASTRI and Rohde & Schwarz, etc. to serve you R&D needs.

Network Security

Secure and efficient encrypted connections over public networks

- Wide Area Networks
- Metropolitan Area Networks
- Satcom Networks

Intrusion and Data Leakage Protection

- Next-Generation Firewall with Deep Packet Inspection technology for application recognition



Summary

For Rohde & Schwarz as a technology company Hong Kong and HKSTP

is a perfect hub to the Asian region

is close to potential customers and cooperation partners

has experienced man power

has ideal facilities

We are convinced our investments will pay off!

Thank you for your attention

