

**What if
we acted
as one?**

**TELECOM
OPERATOR**

**TRACEABILITY
& MOBILITY**

**CYBER
SECURITY**





€154 M
turnover in 2017

500
employees

+ 100 million
Wi-Fi connections logged

4,500
customer companies

WHAT IF WE ACTED AS ONE?

Satisfying our clients has always been a priority. In 2017, more than 8 in 10 clients expressed their satisfaction with the services delivered by Hub One. These figures are constantly on the rise, **yet still we need to go further!** In order to achieve this, we consider that providing you with solutions suited to your business needs is the best guarantee for creating lasting, quality relations.

Since **we see ourselves not as a supplier but as a partner for your daily business**, we work unceasingly on improving our services and solutions.

Our ability to incorporate different skills and technologies ensures that you get the responses you seek for your operational business needs today, while anticipating those of tomorrow.

Unified communications, POS digitisation, IoT, Managed LAN, business software for traceability and mobility, PMR, voice recognition, network security, real-time management solutions for deliveries, VPN IP, Wi-Fi... From design to deployment and in-service maintenance, **Hub One is the natural technological partner for your digital transformation.**



100 million
m² of connected
warehouses

+ than 1,000
sites managed and
equipped with Wi-Fi

330,000
terminals under
maintenance
contracts

WHO ARE WE?

WHAT IF YOU FOUND OUT MORE ABOUT HUB ONE?

We are a Group providing information and communication technology services, which anticipates the needs of the market and its clients. Historic telecom operator of Groupe ADP, leading provider of traceability and professional mobility solutions and cybersecurity expert, our missions and our expertise are wide and varied:

- Deployment of telecoms infrastructures,
- Development, publishing and integration of traceability and mobility software,
- Installation and maintenance of fleets of professional terminals,
- Securing all these systems.

Drawing on know-how that has been developed in complex and constrained environments, and on our capacity to integrate different skills and technologies, we can provide you today with operational responses to your business needs in all kinds of sectors:

- Airport,
- Transport and logistics,
- Industry,
- Retail,
- Corporate real estate,
- Public areas.



INNOVATING... AGAIN AND AGAIN!

Innovation is central to the Hub One corporate culture. **It is one of our founding values, in the service of our customers and their development.** At Hub One we consider that being your partner is about inventing, alongside you, the solutions you need.

We believe in the notion of co-innovation with our clients. This active business watch over innovation enables us to identify new growth levers for our clients in every sector.

We propose **new ways of communicating, new mobility solutions and new traceability capabilities** according to the business needs of companies.

In order to **support digital transformation and keep ahead of the game in digitisation**, Hub One subscribes to a continuous innovation approach.

The **Hub One Lab** testifies to this strong ambition to bring innovation into the heart of businesses.

Hub One has further expanded its innovation mechanism by way of an in-house challenge and a start-ups accelerator. "Alacrité" along with a co-innovation offering aimed at our clients.



**BEING OPEN-MINDED, COMMITTED, INVOLVED:
THIS IS HOW WE PERCEIVE**

INNOVATION!

CORPORATE SOCIAL RESPONSIBILITY: A RESPONSIBLE AND LASTING COMMITMENT

In conjunction with all Hub One employees, we have determined that CSR should testify to our capacity to provide business responses that are coherent and sustainable in social/societal, environmental and economic terms.

Our ambition is to become a **benchmark player in Green IT**. Putting our technologies in the service of sustainable development, whether in the design of products and «Green» services, by reducing their environmental impact, or by helping our ecosystem (clients, partners, suppliers) to meet new environmental challenges: such is our vision, our philosophy.

SECURITY POLICY: A PRIORITY

Under the effect of digitisation, issues of security have never been more sensitive. Our solutions and expertise comply scrupulously with the standards and the obligations issuing from the licensing authorities, as well as the security principles in force within Groupe ADP, parent company of Hub One.

Hub One employees provide proactive, permanent supervision of its installations and networks, taking account of four fundamental principles: availability, integrity, confidentiality and traceability.

Four principles to guarantee you get the best security for optimum risk management.





HUB ONE AND ITS 3 VALUES: COMMITMENT, PROXIMITY, BOLDNESS

**Our strength lies
in our convictions.**

Three values guide
our daily action:



Commitment

Our employees demonstrate flawless commitment and professionalism to meet the needs of our clients in rapid time.



Proximity

With our sites located in airport and logistics hubs, our regional sites and our network of partners, we are always in close proximity to our clients. Proximity is anchored in our corporate culture. We believe in simple exchanges, availability and the desire to share.



Boldness

Hub One is driven by the constant desire to improve the operational quality of its services. This internal dynamic allows us to undertake everything we do with you and for you.



WHAT IF WE PROVIDED CONCRETE SOLUTIONS TO YOUR BUSINESS NEEDS?

You don't need promises, you need results. Even if, in 2017, more than 8 in 10 Hub One clients say they are satisfied or very satisfied with the technical quality of the solutions provided, we always want to go further.

Our solutions and skills combine the specialities of telecom operator, mobility and traceability solutions integrator, and all associated services.

And because you always need more, the Hub One teams provide end-to-end service, anticipating your needs to help you progress with your digital transformation.

WHAT IF WE ACTED **AS ONE**... FOR YOUR TELECOMMUNICATIONS NEEDS?

Hub One is a telecom operator for businesses. Its field of action covers the Parisian airport platforms (Le Bourget, Orly and Roissy Charles-de-Gaulle), as well as the entire national territory.

Hub One makes available to its clients service offerings that improve your efficiency by interconnecting your sites and your employees, while making your company more connected and ever more mobile.

Hub One meets your needs for:

- Classic, collaborative and/or roaming telephony (ToIP, Unified Communications, etc.)
- Internet and networks (links, Ethernet private network, VPN IP, high-speed broadband networks, SD Wan)
- Audit, management and maintenance of your network infrastructure (Lan Consulting and Managed Lan)

**HUB ONE IS A
TELECOM OPERATOR
FOR BUSINESSES**



WHAT IF WE ACTED AS ONE... FOR YOUR RADIO TECHNOLOGY NEEDS?

Telecom operator and expert in professional radio technologies, Hub One supports you daily for your secure communications needs, whatever your sector of activity. Indoor mobile networks, Internet of Things (IoT), Wi-Fi infrastructures... Consolidating and optimising telecommunications is about meeting the needs for mobility and flexibility which characterise the world of work today.

To achieve this, **we are accelerating the development of wireless networks:**

- Private Mobile Radio (PMR),
- Distributed Antenna Systems (DAS),
- IoT (LoRa network at the Paris airports).

**CONSOLIDATING AND OPTIMISING
TELECOMMUNICATIONS IS ABOUT MEETING
THE NEEDS FOR MOBILITY**

OUR ANSWER



WHAT IF WE ACTED AS ONE... FOR YOUR TRACEABILITY AND MOBILITY NEEDS?

In 2017, 93% of our clients praised our expertise and 91% declared their trust in us. For more than 15 years, the Hub One experts have been obsessed with boosting the performance of our clients. In the sectors of transport & logistics, distribution and industry, we propose, in particular, software solutions for:

- Traceability and management of delivery operations in real time,
- Tracking reusable containers,
- Temperature monitoring,
- Voice recognition.

Our strategy: **Always being at the cutting edge of innovation, constantly evolving, so as to guarantee that you enjoy intuitive use, high-performance equipment and, above all, a managed budget.**

IN 2017, 93 % OF OUR CLIENTS PRAISED
OUR EXPERTISE



WHAT IF WE ACTED AS ONE... FOR YOUR CYBERSECURITY NEEDS?

We make available to you our historic know-how acquired in the airport sector, for securing your networks, your equipment and your software.

In this way we support you daily in maintaining your systems in optimum operational condition.

At Hub One we have designed and developed rigorous processes for supporting you globally throughout the entire life-cycle of your cybersecurity project.

Auditing, awareness-raising, consulting: our experts, upstream of the project, take charge of **consulting** missions in the field in order to define, alongside you, a **transformation plan** in phase with your expectations and the requirements of your business.

Protecting infrastructures, securing fixed and mobile terminals, **managing security monitoring**: we are with you at every stage to support your transformation.

SECURING YOUR NETWORKS, YOUR EQUIPMENT AND YOUR SOFTWARE



HUB ONE AND ITS TEAMS: SERVING YOUR SATISFACTION

The judgement of our clients is the only judgement we value at Hub One. In 2017, 86% of them said they appreciated the support from which they had benefited in the management of their projects. 88% appreciated our compliance with our commitments, and 89% lauded our compliance with the procedures described in pre-sales. Faithful to our values, faithful to our clients: to meet your needs for productivity, mobility and security, we shall continue to innovate, to listen to you, so that our solutions are as one with your businesses.



OUR RESPONSIBILITY AND COMMITTED APPROACH

Hub One pursues a proactive sustainable development and CSR approach. Our strategy, our activities and our solutions are in phase with the environmental, social and societal issues of today, leading us to propose innovative solutions that help our clients to take a more virtuous path.

Hub One S.A. • Bâtiment Mercure • Continental Square 1 •
2, Place de Londres • 93290 Tremblay en France • France

Hub One Mobility S.A.S. • 5, route de Paisy • 69570 • Dardilly • France

en.hubone.fr

Subsidiary of **Groupe ADP**

About us

Hub One is a Group providing information and communication technology services in professional environments.

The Group provides technological responses to the needs of its clients in matters of operational performance and security, particularly in the sectors of airports, transport & logistics, industry, retail & distribution, corporate real estate and places receiving the public.

The expertise of those working for Hub One draws on the values of proximity, commitment and boldness, to provide innovative and global solutions and an end-to-end service from network core to fixed or mobile terminal.

A renowned wireless networks player, Hub One deploys and operates telecoms infrastructures; develops, publishes and integrates traceability and mobility software; installs fleets of professional terminals for which it provides in-service maintenance; and provides the security for all these systems.

The Group has some 500 employees distributed throughout France by way of 9 branch agencies. A subsidiary of Groupe ADP, Hub One posted a consolidated turnover of €154 million in 2017.