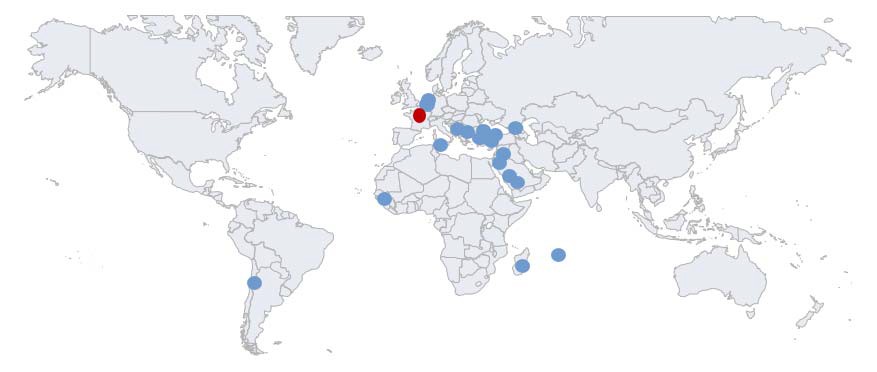


### PRESS CONFERENCE 29 MARCH 2017



**GROUPE ADP IS...**

* An airport system comprising three airports in France: Paris-Charles de Gaulle/Paris-Orly/Paris-Le Bourget
* 23 airports managed worldwide
* 240 million passengers handled in 2016
* three strategic priorities: Optimise, Attract and Expand
* €4.6 billion in investments between 2016 and 2020

GROUPE ADP - 29/03/2017 - INNOVATION HUB PAGE 2

## AN EXCEPTIONAL AREA

Example: Paris-Charles de Gaulle Airport

* 3,257 hectares
* 180,000 passengers per day
* 90,000 employees per day
* 5 metro stations - driverless line
* 300,000 trips per day



*Smart City Smart Building*

*Smart factory*

GROUPE ADP - 29/03/2017 - INNOVATION HUB PAGE 3

## EXAMPLES OF PROJECTS ROLLED OUT

Arrivals Information spaces

Reading areas Security checkpoint waiting times

Vasco Biop

Prima Mobile app

Business Areas



GROUPE ADP - 29/03/2017 - INNOVATION HUB PAGE 4

## OUR AMBITION:

**TO BECOME THE MOST INNOVATIVE AIRPORT GROUP IN THE WORLD**

* Roll out the Innovation Hub approach on an international scale
* Speed up the development of innovation ecosystems in spaces that embody this approach
* Develop a truly innovative range of services throughout the value chain

GROUPE ADP - 29/03/2017 - INNOVATION HUB PAGE 5

Our goals:

**INNOVATION AS A DRIVER OF TRANSFORMATION AND COMPETITIVENESS**

* Speed up innovation with prototypes and trialling in the short term
* Explore new areas and business models in the medium term
* Spread the innovation culture and involve employees in the approach
* Provide assistance for business units (sourcing, methodology, financing)

Customer perception:

* Passengers (B2C)
* Airlines (B2B)
* Employees (B2E)

A unique organisation which:

* evolves in short cycle decision-making(Test & Learn culture)
* has a state-of-the-art system
* is free to take the initiative
* has its own budget

GROUPE ADP - 29/03/2017 - INNOVATION HUB PAGE 6

## THREE STRATEGIC VERTICALS

###### SMART AIRPORT

* Develop smart infrastructure, a digital airport
* Boost the personalised service offering, in order to provide a unique experience

###### BETTER CONNECTIONS

* Improve connectivity with new digital and automation options
* Optimise links between the city and the airport, and travel throughout the airport

###### ROBOTICS

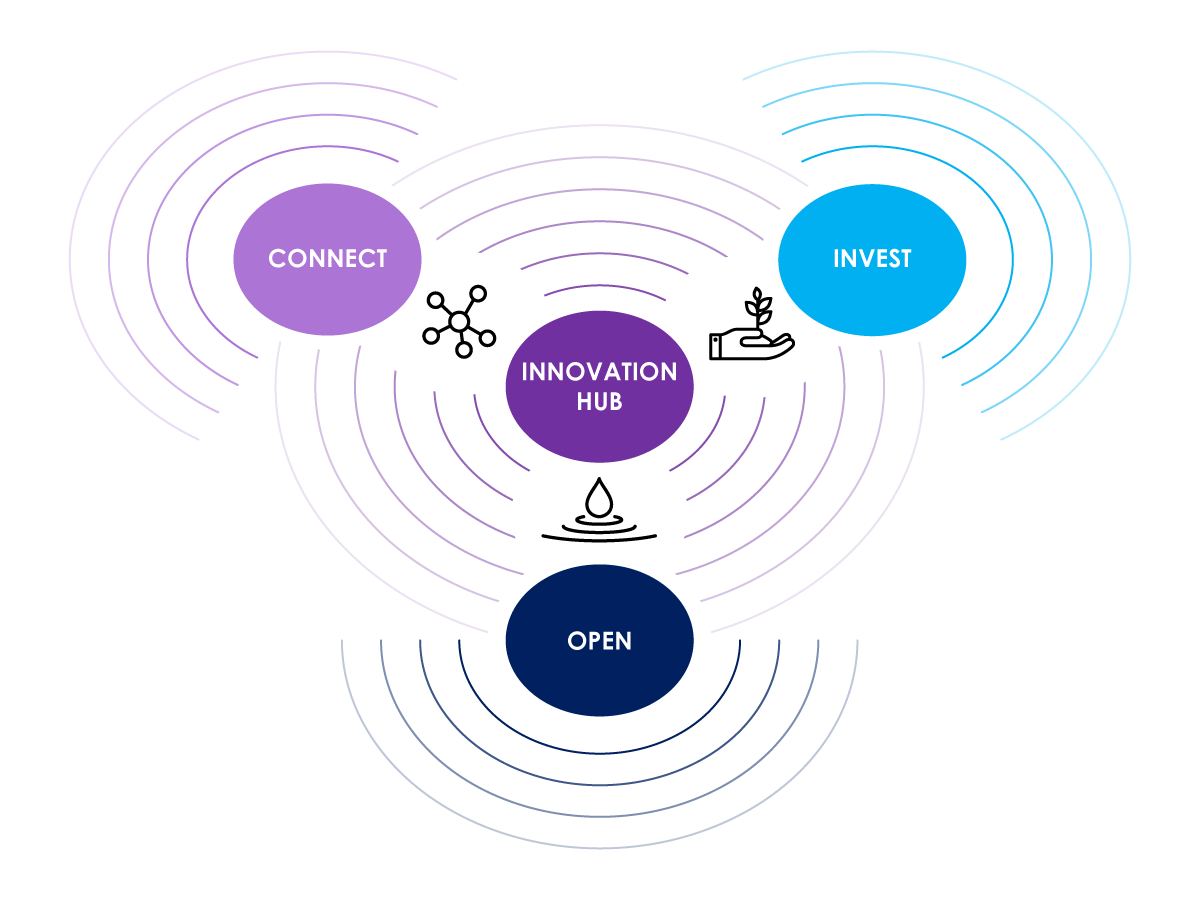
* Implement process automation solutions to meet the needs of the business lines
* Rethink the passenger experience through the use of new technologies

GROUPE ADP - 29/03/2017 - INNOVATION HUB PAGE 7

## INNOVATION HUB: A SYSTEMIC APPROACH

### Trial

**Build an industrial partnership**



**Enhance the ecosystem**

GROUPE ADP - 29/03/2017 - INNOVATION HUB PAGE 8

**01**

# OPEN

OPEN, IDENTIFY, TRANSFORM

GROUPE ADP - 29/03/2017 - INNOVATION HUB PAGE 9

**A UNIQUE ECOSYSTEM**

INCUBATORS

EVENTS

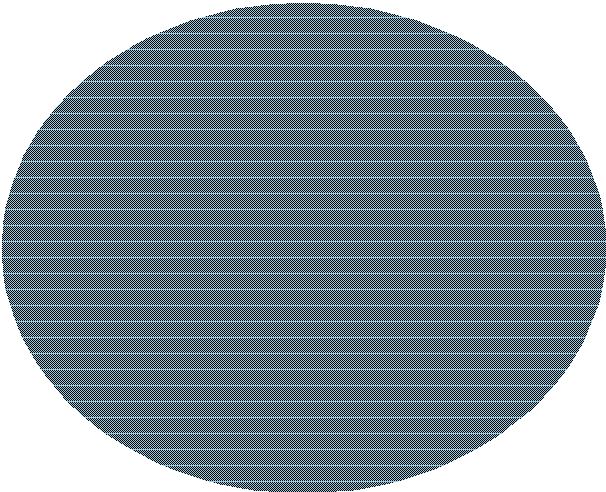
INSTITUTIONS

FINANCING AIRPORTS

COMPETITIVE

CLUSTERS ACADEMIC INSTITUTIONS

PARTNERS/ KEY ACCOUNTS



GROUPE ADP - 29/03/2017 - INNOVATION HUB PAGE 10

## SERVING THE DISSEMINATION OF THE CULTURE OF INNOVATION

*"Hello Tomorrow"*

*The Plane of Tomorrow conference ("L’avion du futur")*

*Immersion/ prototype meeting*



APRIL/MAY

**A few Innovation Hub events**

Innovation Day with Schiphol and Incheon

Groupe ADP/Air France Intrapreneurship Conference

Cybersecurity exercise with EPITECH

GROUPE ADP - 29/03/2017 - INNOVATION HUB PAGE 11



## A DEDICATED SPACE AT THE GROUPE ADP HEAD OFFICE

Three functions:

* + A technological showroom space
  + A venue to welcome visitors and host events
  + An offering to support experimental projects

GROUPE ADP - 29/03/2017 - INNOVATION HUB PAGE 12

**02**

# CONNECT

GET ONBOARD, TRIAL, ROLL OUT

GROUPE ADP - 29/03/2017 - INNOVATION HUB PAGE 13



**VISIBILITY FOR START-UPS**

* Three Business Areas at Paris–Charles de Gaulle and two at Paris-Orly
* Over a hundred start-up pitches
* Partnership with *OpenSkies*: "Pitch on the plane"
* Presentation of start-ups in *PARIS WORLDWIDE* magazine (300,000 copies)

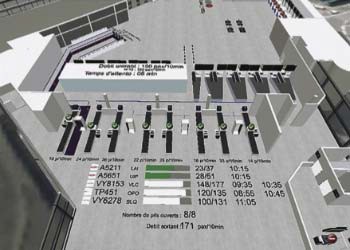
GROUPE ADP - 29/03/2017 - INNOVATION HUB PAGE 14



## EXPERTISE AND MENTORING TO SERVE ENTREPRENEURS

* A diversity of know-how (Operations, Engineering, Maintenance, Aeronautics, IT, etc.)
* Trialling monitored by a business advisor

GROUPE ADP - 29/03/2017 - INNOVATION HUB PAGE 15



## PROJECTS DEVELOPED

***'Airport in your pocket'*** – Vasco Tristan Kiefer – Business Developer

* + Tool for managing terminal operations on-the-go
    - 3D real-time information on passenger flows
* Staffing and equipment adjusted to fit the situation

GROUPE ADP - 29/03/2017 - INNOVATION HUB PAGE 16



## PROJECTS DEVELOPED

#### *Big Data for aeronautics*

##### *Pierre Journaux - CEO*

* Products to improve airline and airport operations
* *AirsideWatch*: Optimise runway operations with radar data
  + Technology based on machine learning algorithms

GROUPE ADP - 29/03/2017 - INNOVATION HUB PAGE 17



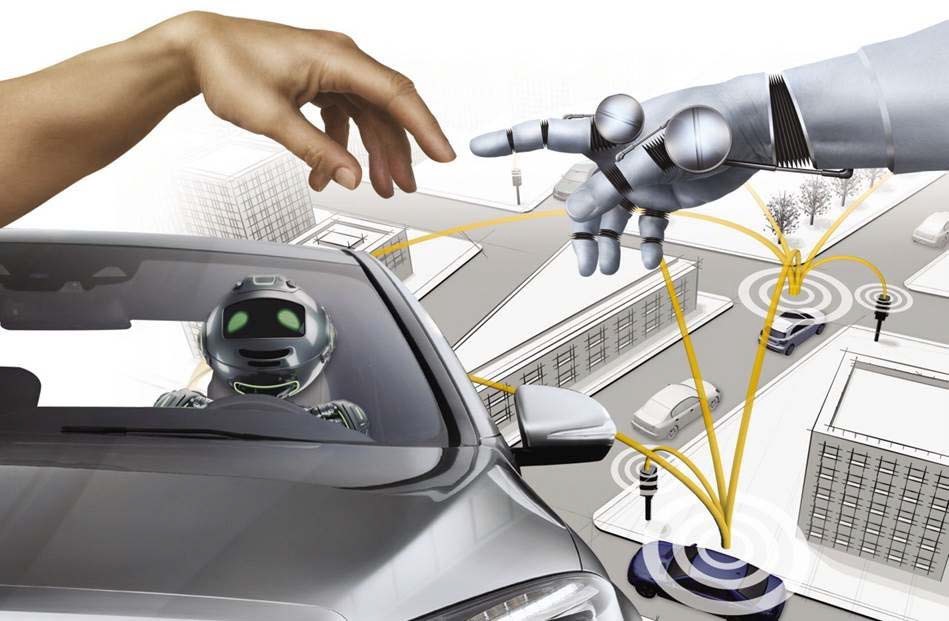
## PROJECTS UNDER WAY

#### *Personalised assistance for customers*

##### *Guillaume Laporte– Co-founder*

* + - A travel bot with artificial intelligence
* Door-to-door assistance for passengers
* Technology that can interface with multiple data sources

GROUPE ADP - 29/03/2017 - INNOVATION HUB PAGE 18

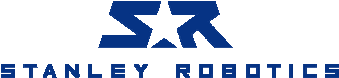


## PROJECTS UNDER WAY

#### *Maximum connectivity - Driverless vehicles*

* + A pilot project for group employees
  + A route that includes an intersection
    - Roll-out scheduled for end-2017

GROUPE ADP - 29/03/2017 - INNOVATION HUB PAGE 19



## PROJECTS DEVELOPED WITH START-UPS

#### *Parking made easy*

##### *Clément Boussard - CEO*

* + - * A robot that parks your car
* A time-saver when arriving and leaving the airport
  + Parking capacity optimised by up to 50%

GROUPE ADP - 29/03/2017 - INNOVATION HUB PAGE 20

**03**

# INVEST

GET INVOLVED, HELP, DEVELOP

GROUPE ADP - 29/03/2017 - INNOVATION HUB PAGE 21

**INVESTMENT: A NEW INNOVATION DRIVER**

***A dual approach***

**ADP Invest**

* Dedicated to strategic operations
* Budget of €16m over five years

**Outside funds**

* Qualified expertise and sourcing
* Geographic diversity
* Co-investment capacity



GROUPE ADP - 29/03/2017 - INNOVATION HUB PAGE 22

## ADP INVEST: AN IN-HOUSE INVESTMENT FUND

* An investment vehicle dedicated to strategic operations
* **A dedicated team**

**Target companies:** Start-ups (initial fundraising)

**Area:** Smart infrastructure, robotics, mobility and more

Development phase: marketable product

**Prerequisite:** Trialling completed or under way with Groupe ADP

**Investment level:** minority shareholder

**Investment criteria:** Team, technology, market

Co-development and partnership approach with start-ups over the long term

GROUPE ADP - 29/03/2017 - INNOVATION HUB PAGE 23



## THREE COMPLEMENTARY OUTSIDE FUNDS

* Funds in different geographic regions
* Start-ups at varying stages of development
* Investment areas that are consistent with our strategic challenges
* Partnerships to further the group's strategy abroad
* Resources that make it possible to draw on global expertise and monitoring
* Opportunities for co-investment with the in-house fund

*(Discussions underway)*

GROUPE ADP - 29/03/2017 - INNOVATION HUB PAGE 24



## OPEN/CONNECT/INVEST IMAGINE THE AIRPORT OF THE FUTURE

***Come and discover by the end of 2017, the futuristic passenger experience as dreamed up by the "Play Your Airport" community***

GROUPE ADP - 29/03/2017 - INNOVATION HUB PAGE 25

## PLAY YOUR AIRPORT

**THE BIGGEST GLOBAL AIRPORT CHALLENGE**

* + A contest to imagine and develop the airport of the future
  + An exercise in collective intelligence
  + A driver for intrapreneurship
  + From May to November 2017 General public

Start-up

Students

Employees



GROUPE ADP - 29/03/2017 - INNOVATION HUB PAGE 26



<http://www.parisaeroport.fr/groupe/innovation>

GROUPE ADP - 29/03/2017 - INNOVATION HUB PAGE 27