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HUB logistics Group

Founded........................................ 1992

Ownership........................................ Operational management and employment Pension Company Ilmarinen

Employees........................................ 650+

Turnover........................................ 46 million euros

Business Lines.................................... Internal Logistics Solutions
Automated Warehouse Service
Supply Chain Consulting

Certificates........................................ ISO 9001 and ISO 14001

Locations........................................... 15 locations in Finland and abroad

HUB 2020 Strategy

TODAY
SALES
50 MEUR

VALUES
DRIVEN WORK
Continuous Development
Get It Done | Honor
Accountability
Win-Win-Win

GREAT WORK
PLACE
Possibility to evolve | New Experiences
Employee Satisfaction
Pride for our Profession
To be a part of HUB’s Growth

VALUE ADDED FOR CUSTOMER
Process Optimization | One Stop Shop
Constant Development | Convenience
Reports | Transparency | Reliability

TECHNOLOGY METHODOLOGY
PMO | LEAN | MOST | PIT
5S+Safety | Automation | WMS
Common Sense | SCM Control Tower

2020
#1 LOGISTICS PARTNER
GROWTH TRAJECTORY
PROFIT 8% EBITDA
Logistics Mega Trends

Strategic focus points: HUB’S FUTURE CORNERSTONES

- Increasing of Intelligence
  ICT-Knowledge, Development of information content
- Increasing of Automation
  HUB needs Partners
- Bigger Clients are important
  Continuous extra sales to current clients
- Poland, Strategic Growth Market
  Rapidly developing large logistics market

Large, demanding and versatile clients enable HUB to develop into the most competent, flexible and efficient logistics company

Utilizing HUB’s expertise in growing markets = Scalability

HUB Leadership Matrix

Board of Directors
- QHSE
- Sales, Marketing, Communication
- Finance
- Human Resources
- Information Technology
- Automated Warehouse & eCommerce Platform

Chief Executive Officer
- Warehouse & Logistics Centers
- Internal Logistics Solutions
- Supply Chain Consulting

Finance, Marketing, Communication
Human Resources
Information Technology
Automated Warehouse & eCommerce Platform
Hakkila Logistics Center

- Opened for business on February 28th, 2017
- Energy self-sufficient with 560 installed solar panels
- Up to 400,000 storage spaces
- Operated by 46 individual shuttle robots
- Currently 2 picking stations, 5 packing stations
- Astro WMS system with Liaison system interface to integrate Customer and HUB information stream to have fully digitalized information flow between partners

20,000 m² contains 46 automated warehouse shuttles and 20,000 euro pallet locations
Hakkila Automated Warehouse (HAW) Value Proposition
**Advantages**

**Process Quality:**
- 100% security
- 99.9% accuracy
- Barcode reading on every stage

**Operational Speed:**
- 3 hours from order to Customer delivery
- Picking speed 3,500 rows per day
- Distribution working capital reduction

**Operational Reliability:**
- Performance measuring and reporting
- System data analysis
- Defined KPI’s

---

**100 % Digital & Automated**
HAKKILA AUTOMATED WAREHOUSE (HAW)
- Picking accuracy 99.9%
- Picking 10,000 rows quality impact:
  - Avg. 1 wrong picking
  - Total costs 53.30 €

AVERAGE MANUAL WAREHOUSE (AMW)
- Picking accuracy 98.6%
- Picking 10,000 rows quality impact:
  - Avg. 140 wrong pickings
  - Total costs 7,462.26 €

HAW X15 SMALLER
AMW DECREASING
MAY COST YOU
QUALITY COSTS!
OF BRAND VALUE
THE CLIENT!
HAKKILA AUTOMATED WAREHOUSE (HAW)
- Picking speed 3,500 rows per day
- Picking accuracy 99.9%
- Distribution working capital reduction

AVERAGE MANUAL WAREHOUSE (AMW)
- Picking speed 250 rows per day
- Picking accuracy 98.6%
- Minimum 9 hrs longer delivery time

HAW IS 9 HRS FAS
AMW LONGER
MAY COST YOU
TER THAN AMW.
DELIVERY TIME
THE CLIENT!
HAW creates a queue for all inventory tasks based on the nightly balance comparisons.

Inventory tasks can also be created by using our Astro or the HAW main system.

Astro creates an inventory task for a product, if we notice differences in balances during picking.

HAW notifies Astro for the differences in balances and Astro removes the product from the picking stations to a separate areas for lost and found items.

This way it is easy to monitor the differences in balances.

Our reports show when a stock-taking for a particular product was conducted last time.

Advantages

100 % Inventory Accuracy
Advantages

100% On Time Delivery

HERE’S OUR TRACK RECORD FOR ONE CHANNEL ELECTRICAL OF THE LEADING FINNISH MULTI-GADGET WEBSTORE
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