

# PRESS REVIEW



## ECS GROUP MEDIA COVERAGE

OCT  
2018



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## ECS'S DNA INSTILLED WITH WILLINGNESS TO DARE

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2018.10

Chief Executive Officer of ECS Group Adrien Thominet describes 2018 as having been, and continues to be, a «very intense year» for the global GSSA.

While his words may sound dramatic, it's not meant in a negative sense. Rather he points to «very important news».


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ON PAGES 18 - 19**

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## HAINAN AIRLINES SELECTS GLOBE AIR CARGO SWITZERLAND AS CARGO SERVICE AGENT

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2018.10.06



Hainan Airlines has strengthened its business relations with Globe Air Cargo Switzerland (GAC CH) by awarding it as its cargo sales & services agent. Flying from Zurich (ZRH) to Shenzhen (SZX), an exclusive destination that has never been served on schedule before from Switzerland, will certainly help to grow the hub activities via SZX.

The cargo activities of Hainan Airlines, especially focused on instruments, pharmaceuticals and industrial components, is operated by a Dreamliner B787. Twelve to 16 tonnes of cargo capacity could generate 900 tonnes annually for Hainan with Globe Air Cargo. Subsidiary of ECS Group, Globe Air Cargo Switzerland was founded in 1995. With experienced and multilingual staff, GAC CH is a well-recognised GSSA on the market. Furthermore, it benefits from the wide network of ECS Group around the world. "Hainan Airlines is back to Switzerland and ECS Group is extremely proud to be part of this. Our Swiss subsidiary (GAC CH) has been active for more than 23 years in this industry and they will put all their experience to improve the revenue of Hainan Airlines on cargo activities." Adrien THOMINET, CEO at ECS Group. The prime cargo routes available in Hainan Airlines network that GAC CH will market are Shenzhen (SZK), Hong-Kong (HKG), Guangzhou Baiyun (CAN) and Shanghai-Pudong (PVG).

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## HAINAN AIRLINES BRINGS GLOBE AIR CARGO ONBOARD FOR SWISS-CHINA ROUTES

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2018.10.05



China's Hainan Airlines has signed up Globe Air Cargo (GAC) Switzerland, part of the ECS Group, as its cargo sales & services agent for the carrier's belly capacity between Zurich (ZRH) and Shenzhen (SZX).

Hainan was previously represented in Zurich through an offline GSA contract and this new service marks the first scheduled service between Switzerland and the southern Chinese city of Shenzhen.

Aside from Shenzhen, GAC will also market Hainan Airline's other key services including routes to Hong-Kong (HKG), Guangzhou Baiyun (CAN) and Shanghai-Pudong (PVG).

The cargo activities of Hainan Airlines ex-Zurich will focus on instruments, pharmaceuticals and industrial components, GAC said. Hainan will be operating a twice-weekly B787 Dreamliner on the route offering 12-16 tonnes of cargo capacity, which GAC says could generate nearly 900 tonnes of cargo annually for Hainan Airlines.

"Hainan Airlines is back to Switzerland and ECS Group is extremely proud to be part of this. Our Swiss subsidiary (GAC CH) has been active for more than 23 years in this industry and they will put all their experience to improve the revenue of Hainan Airlines on cargo activities," Adrien Thominet, CEO of the ECS Group says.

Hainan Airlines is a unit of the HNA Group, one of China's largest and most indebted business groups which is currently working on a strategy to streamline its asset portfolio and improve overall financial performance. This strategy has seen a major sell-off of its stakes in various companies, real-estate holdings, etc, as the group seeks to shrink back to its aviation core. Last week the Hainan Airlines unit sold its stake in Beijing Guosheng Property Management to China Vanke, a leading property developer in China for CNY 557 million (USD 81 million).

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## HAINAN AIRLINES SELECTS ECS GROUP IN ZURICH

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2018.10.09



An erstwhile partner when it used to fly ex Switzerland then with an offline GSA contract, China-based Hainan Airlines has now reinforced its business relations with Globe Air Cargo Switzerland (GAC CH) by selecting it as cargo sales and services agent.

Flying from Zurich (ZRH) to Shenzhen (SZX), an exclusive destination that has never been served on schedule before from Switzerland, will certainly help to grow the hub activities via SZX. Hong-Kong (HKG), Guangzhou (CAN) and Shanghai PVG are the other destinations that GAC CH will now market.

Hainan Airlines' cargo activities that focus in particular on instruments, pharmaceuticals and industrial components, are operated by B787 aircraft, with a 12 - 16 t capacity. GAC CH, founded in 1995, could therefore generate 900 t of cargo per annum for Hainan Airlines.

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2018.10.05



Hainan Airlines ha fortalecido sus relaciones comerciales con Globe Air Cargo Switzerland (GACCH) al otorgarle el cargo de Agente de Ventas y Servicios de Carga, y poder volar de Zurich (ZRH) a Shenzhen (SZX), un destino exclusivo que nunca antes se había servido a tiempo desde Suiza, sin duda ayudará a hacer crecer las actividades del centro a través de SZX.

Las actividades de carga de Hainan Airlines, especialmente centradas en instrumentos, productos farmacéuticos y componentes industriales, están operando con los últimos Dreamliners B-787.

De 12 a 16 toneladas de capacidad de carga podrían llegar a generar hasta 900 toneladas anuales para Hainan Airlines con la alianza con Globe Air Cargo Switzerland.

Filial del Grupo ECS, Globe Air Cargo Switzerland fue fundada en 1995. Con personal experimentado y multilingüe, GACCH es una GSSA bien reconocida en el mercado. Además, se beneficia de la amplia red del Grupo ECS en todo el mundo.

Las principales rutas de carga disponibles en la red de Hainan Airlines que GACCH comercializará son Shenzhen(SZK), Hong-Kong(HKG), Guangzhou Baiyun(CAN) y Shanghai-Pudong(PVG).

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2018.10.05



Hainan Airlines has awarded a cargo sales and services agent contract to Globe Air Cargo Switzerland for its recently launched flight between Shenzhen and Zurich.

According to ECS Group, of which GAC CH is a subsidiary, the flight's cargo activities mainly involve instruments, pharmaceuticals and industrial components.

The new flight was launched in August 2018 and is operated twice a week with a Boeing 787-8, which can carry 12 to 16 tonnes per flight and approximately 900 tonnes a year. GAC CH will market onward connections from Shenzhen to Hong Kong, Guangzhou and Shanghai.

"Hainan Airlines is back to Switzerland and ECS Group is extremely proud to be part of this," said Adrien Thominet, CEO of ECS. "Our Swiss subsidiary has been active for more than 23 years in this industry and they will put all their experience to improve the revenue of Hainan Airlines on cargo activities."

The Chinese carrier previously flew to Zurich from Beijing.

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## **HAINAN AIRLINES SELECTS GLOBE AIR CARGO SWITZERLAND AS CARGO SERVICE AGENT**

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2018.10.06

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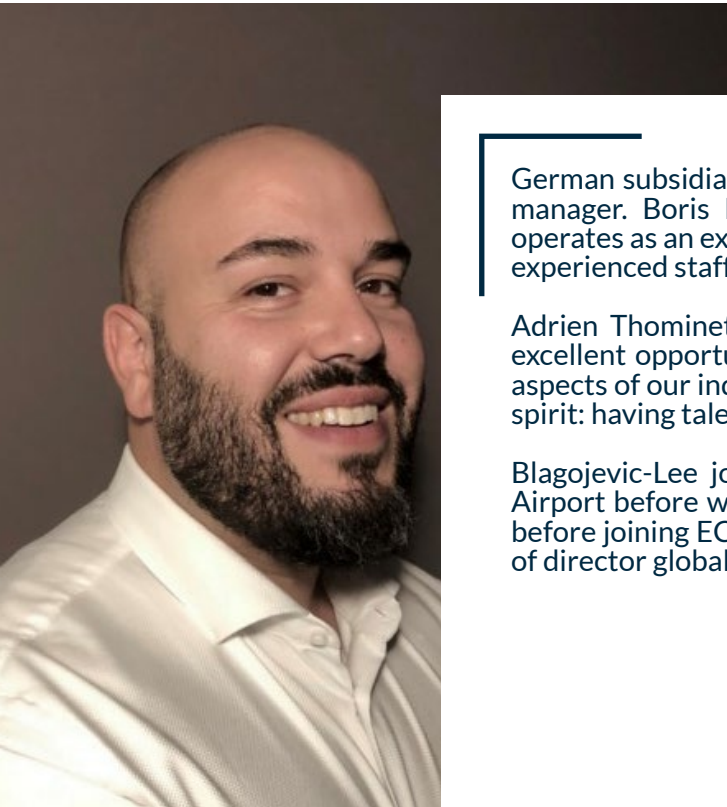


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## BLAGOJEVIC JOINS SKYLOG AS GENERAL MANAGER

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2018.10.08



German subsidiary of Paris-based ECS Group, Skylog has hired a new general manager. Boris Blagojevic-Lee will head up Frankfurt-based Skylog which operates as an exclusive business unit to serve IAG cargo, with well trained and experienced staff focused on the specific IAG products.

Adrien Thominet, CEO at ECS Group said: “The recruitment of Boris is an excellent opportunity to Skylog and ECS because he knows very well all the aspects of our industry. Furthermore, he matches exactly to ECS recruitment’s spirit: having talented people forward-looking.”

Blagojevic-Lee joined the industry on the handling side at Frankfurt-Hahn Airport before workmen at ACG Air Cargo Germany and Qatar Airways. Just before joining ECS Group as general manager of Skylog, he was in the position of director global sales of Leisure Cargo.

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## **BORIS BLAGOJEVIC-LEE TO HEAD UP ECS GROUP SUBSIDIARY SKYLOG**

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2018.10.08



Skylog has appointed Boris Blagojevic-Lee as its new general manager.

The German subsidiary of GSSA ECS Group is based in Frankfurt and is focused specifically on serving IAG Cargo.

Blagojevic-Lee's career so far has taken in Frankfurt-Hahn airport, ACG Air Cargo Germany and Qatar Airways, as well as (just prior to joining Skylog) Leisure Cargo.

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## SKYLOG APPOINTS NEW GENERAL MANAGER

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2018.10.08



Skylog, a German subsidiary of ECS Group, has appointed Boris Blagojevic-Lee as the new General Manager.

Skylog is based in Frankfurt and is designed as an exclusive business unit to serve IAG cargo.

Adrien Thominet, CEO at ECS Group said: "The recruitment of Boris Blagojevic-Lee is an excellent opportunity to Skylog and to ECS because he knows very well all the aspects of our industry. Furthermore, he matches exactly to ECS recruitment's spirit: having talented people forward-looking."

Blagojevic-Lee joined the industry on the handling side at Frankfurt-Hahn airport before becoming responsible for Billing, Cargospot Administration, Traffic Rights and later for sales in the Americas at ACG Air Cargo Germany. He then took a commercial role within European Regions at Qatar Airways. Prior to joining ECS Group as General Manager of Skylog, he was in the position of Director Global Sales of Leisure Cargo.

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## HAINAN AIRLINES CHOOSES GLOBE AIR CARGO SWITZERLAND AS GSSA

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2018.10.18



CHINA's Hainan Airlines has appointed Globe Air Cargo Switzerland as its cargo general sales and services agent (GSSA) covering the markets in Shenzhen, Hong Kong, Guangzhou Baiyun and Shanghai-Pudong.

Hainan Airlines' cargo activities are operated by Boeing B787 Dreamliner aircraft that have a cargo carrying capacity of 12 to 16 tonnes. The partnership is expected to generate 900 tonnes of airfreight annually for the airline, with volumes expected mainly to comprise instruments, pharmaceuticals and industrial components.

«Hainan Airlines is back to Switzerland and ECS Group is extremely proud to be part of this. Our Swiss subsidiary (GAC CH) has been active for more than 23 years in this industry and they will put all their experience to improve the revenue of Hainan Airlines on cargo activities,» ECS Group CEO Adrien Thominet said.

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## HAINAN AIRLINES CHOOSES GLOBE AIR CARGO SWITZERLAND AS GSSA

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2018.10.17



CHINA's Hainan Airlines has appointed Globe Air Cargo Switzerland as its cargo general sales and services agent (GSSA) covering the markets in Shenzhen, Hong Kong, Guangzhou Baiyun and Shanghai-Pudong.

Hainan Airlines' cargo activities are operated by Boeing B787 Dreamliner aircraft that have a cargo carrying capacity of 12 to 16 tonnes. The partnership is expected to generate 900 tonnes of airfreight annually for the airline, with volumes expected mainly to comprise instruments, pharmaceuticals and industrial components.

'Hainan Airlines is back to Switzerland and ECS Group is extremely proud to be part of this. Our Swiss subsidiary (GAC CH) has been active for more than 23 years in this industry and they will put all their experience to improve the revenue of Hainan Airlines on cargo activities,' ECS Group CEO Adrien Thominet said.

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## GLOBETROTTING CEO IS AN EARLY RISER HEALTH BUFF AND DEVOTED FATHER

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2018.10



“We are like a family and being CEO is a job I take very seriously. It would be a lie to say that I’m always confident. We cannot fail. Success is the guarantee of the good health of each of us. I am not alone and we are all working for that. As of today, everything ties hand in hand perfectly.”

Every day, Adrien Thominet is up at 5 am. First, he checks emails from their offices in countries with significantly different time zones as France where he is based so that to his words, “catch them before their day is finished.”

Thominet is no ordinary CEO. He leads the ECS Group, one of the largest GSSA companies in the world with 69 subsidiaries and 137 offices in 47 countries. The company handles about 2,500 tons of cargo every day for different airlines serving different cities and airports.

It’s a tough job that needs methodical and time-tested sophisticated system to ensure a seamless process to deliver what is expected of the company in the competitive air freight industry.

After spending about an hour answering emails, Thominet says he reads the news online, do an hour of cardio or resistance training or walk his dog, Jean-Luc.

“My normal morning begins very early, usually around 5 am, checking emails

from countries in significantly different time zones hoping to catch them before their day is finished. After spending an hour on email, read most of the news online, I do an hour of either cardio or resistance training each morning,” he said. “Sometimes I bring my dog, Jean-Luc, along.”

Working out and waking up early on a regular basis gives Thominet more than enough energy to carry on with his day, more importantly, spend time with his four children no matter how busy he may be.

“Waking up early allows me to get my four kids ready for school and drop them off, and still get to work by 8:30 in the morning. Spending time with my kids is precious as it brings me energy for the whole day,” the CEO said. Describing his children as his “breath” that sustains his life, Thominet says he cherishes the time he spends with them and make up for whatever is lost during his business trips.

“And regarding my way to unwind...the time I spent with my kids is very cherished and non-negotiable. They are my breath. And because you cannot accomplish great deals without refocusing on yourself, I save some rare but precious time, doing nothing but being happy. I wish I could have some more,” he said.

At work, Thominet plans for his business trips to meet prospects, airline partners or local ECS teams. The company has more than 1,000 employees all over the world.

“More than 1000 employees are working for our company. It’s more difficult to keep tabs on employees when you run a global enterprise in several time zones. That’s no excuse for not making the effort. It’s the only way, to feel firsthand what is happening in different parts of the company,” he said.

As time could be their friend or foe, Thominet says he prepares the company’s activities for the next 18 to 36 months with the help of ECS Group Board Chairman Bernard Schmall.

The two executives treat their employees like family, guiding and directing them for future growth and opportunities. “We are like a family and being CEO is a job I take very seriously. It would be a lie to say that I’m always confident. We cannot fail. Success is the guarantee of the good health of each of us. I am not alone and we are all working for that. As of today, everything ties hand in hand perfectly,” Thominet optimistically said.

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## LOW COST CARRIER JETSTAR ASIA INCREASES CARGO VOLUMES

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2018.10.23



Jetstar Asia is predicting it will carry more than 15,000 tons of cargo this year, a 25% increase on last year's total.

Operating with a fleet of A320s, the low cost carrier serves 30 destinations in southeast and north Asia as well as Darwin in Australia from its hub in Singapore.

Jetstar Asia partners with the GSSA, ECS Group, and through the group's Total Cargo Management system works with all the big multinational forwarders as well as express, courier and mail providers.

ECS Group chief executive Adrien Thominet said: "We could not be more satisfied with the tonnage increase and the place Jetstar Asia has taken in the Asian cargo market."

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## JETSTAR ASIA FORECASTS 25 PER CENT RISE IN CARGO FOR 2018

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2018.10.23



Low cost carrier, Jetstar Asia expects to carry more than 15 thousand tonnes of cargo in 2018, a 25 per cent increase year-on-year. With the ECS Group providing GSSA services under its Total Cargo Management service, the airline is fast becoming a key player in the Southeast Asian cargo arena, according to ECS.

The ECS partnership has connected Jetstar Asia with the big multinational forwarders, as well as express, courier and mail service providers, the Paris-based company says.

With its fleet of A320s, Jetstar Asia covers 30 destinations in Southeast and North Asia, as well as Darwin in Australia from its hub in Singapore. "It's market coverage, reliability, on-time performance and multiple frequencies to the main capitals are assets to its clients," ECS says.

"With ECS's proven track record of managing Total Cargo Management on one hand and our strong partnership with Jetstar Asia on the other, Jetstar Asia has become a key regional player in the South East and North Asian airfreight market over the last two years," says François Pariseau, managing director, ECS Singapore.

Adrien Thominet, CEO of ECS Group, welcomes this achievement: "We couldn't be more satisfied with the tonnage increase and the place Jetstar Asia has taken in the Asian cargo market. Working with such a dynamic airline is really exciting. This is a great partnership and we are very delighted to represent Jetstar Asia and to contribute to their growth."

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## JETSTAR ASIA SET TO POST 25% TONNAGE GROWTH THIS YEAR

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2018.10.24



Asian carrier Jetstar Asia is forecasting that it will carry more than 15,000 tonnes of cargo this year – which would represent a 25 per cent surge on last year’s figure.

The ECS Group provides general sales and service agent (GSSA) services to the low-cost carrier via its Total Cargo Management service and it has boosted performance of Jetstar’s cargo division.

Jetstar Asia operates a fleet of Airbus A320s, serving 30 destinations in Southeast Asia and North Asia as well as Darwin from its base at Singapore Changi Airport.

ECS said through the partnership it has with Jetstar, it has linked the airline with big multinational forwarders, as well as express, courier and mail service providers.

ECS Group chief executive, Adrien Thominet said the GSSA “could not be more satisfied with the tonnage increase” and the place Jetstar Asia has taken in the Asian cargo market while working with “such a dynamic airline is really exciting”.

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## JETSTAR ASIA LOOKS TO 25% CARGO UPLIFT IN 2018

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2018.10.24



In 2018, Jetstar Asia expects to carry more than 15 thousand tonnes of cargo, a 25 per cent increase year-on-year. Serviced by ECS Group under Total Cargo Management (TCM), the airline is fast becoming a key player in the South Asian cargo arena. Thanks to its partnership with ECS, Jetstar Asia works with all the big multinational forwarders as well as express, courier and mail service providers.

With its fleet of A320, Jetstar Asia covers 30 destinations in South East and North Asia as well as Darwin in Australia from its hub in Singapore. Its market coverage, reliability, on-time performance and multiple frequencies to the main capitals are assets to its clients, claims the airline.

“With ECS’s proven track record of managing TCM on one hand and our strong partnership with Jetstar Asia on the other, Jetstar Asia has become a key regional player in the South East and North Asian airfreight market over the last two years.” says François Pariseau, ECS managing director in Singapore.

Increasing its uplift by more than 25 per cent in 2018 has required dedication from all the stakeholders, he considers.

Adrien Thominet, CEO of ECS Group, welcomes this achievement: “We couldn’t be more satisfied with the tonnage increase and the place Jetstar Asia has taken in the Asian cargo market. Working with such a dynamic airline is really exciting. This is a great partnership and we are very delighted to represent Jetstar Asia and to contribute to their growth.”

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## ECS GROUP SUPPORTS JETSTAR ASIA'S GROWTH

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2018.10.25

In 2018, Singapore-based Jetstar Asia expects to carry more than 15'000 t of cargo, a 25% uplift increase year-on-year. Serviced by ECS Group under total cargo management for exactly two years now, the airline is fast becoming a key player in the South Asian cargo arena.

Thanks to its partnership with ECS, Jetstar Asia works with all the big multinational forwarders, as well as express, courier and mail service providers.

With its fleet of A320s, Jetstar Asia covers 30 destinations in Southeast and North Asia, as well as Darwin (Australia) from its hub.

ECS CEO Adrien Thominet: «Working with such a dynamic airline is really exciting. This is a great partnership, and we are very delighted to represent Jetstar Asia and to contribute to its growth.»

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## JETSTAR ASIA TONNAGE GROWS 25% IN 2018 WITH ECS GROUP

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2018.10.23

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Increasing its uplift by more than 25% in 2018 has required dedication from all the stakeholders. Adrien Thominet, CEO of ECS Group, comments on the achievement. “We couldn’t be more satisfied with the tonnage increase and the place Jetstar Asia has taken in the Asian cargo market. Working with such a dynamic airline is really exciting. This is a great partnership and we are very delighted to represent Jetstar Asia and to contribute to their growth.”

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2018.10

CEO : Move to permanently stage the biennial event in Miam «surprised» the French GSA.

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