



PRESS REVIEW

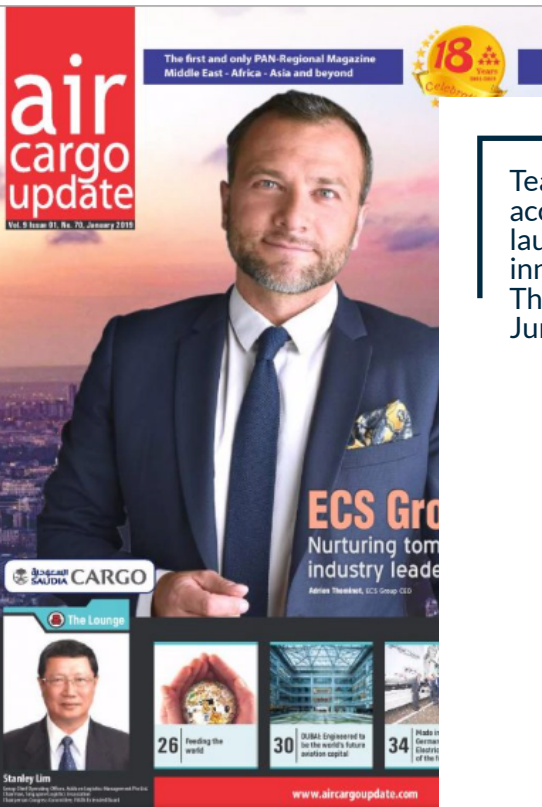


ECS GROUP MEDIA COVERAGE



JAN - 2019

ECS GROUP NURTURING TOMORROW'S INDUSTRY LEADERS



JANUARY EDITION
Cover Story p. 22-24

Teaming up with colleges, universities numerous startup nurseries and accelerators as well as airlines and transit agents around the world, ECS is launching the #NexGenLeaders – a project that challenges the best young innovators to come up with new ideas on how to improve the air cargo industry. The best projects will be revealed at “Air Cargo Europe” in Munich, Germany in June 2019.

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ALL IT TOOK WAS A SMILE



JANUARY EDITION

Paris-based GSSA ECS Group started 2019 with a wide smile on its corporate face when its new Total Cargo Management (TCM) project with Bangkok-based NokScoot came into effect. The GSSA has been contracted by five-year old Thai low cost carrier NokScoot to develop the airline's air cargo operation.

The relationship came into effect on January 1, 2019 and is initially for a three year duration. The airline operates a fleet of B777 aircraft.

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ECS GROUP LAUNCHES TOTAL CARGO EXPERTISE

2019.01.31




The creation of TCE by ECS Group – standing for Total Cargo Expertise – is a GSSA revolution, says Adrien Thominet, CEO of ECS Group, who claims it is the first structure of its kind to be created within a GSSA. ECS Group is reinventing itself with the launch of a brand new service offering. While TCE will be sharing its Total Cargo Management (TCM) expertise with airlines, the department will also be able to offer each of its services individually, providing the most appropriate combination to suit its clients' strong performance growth.

TCE is able to manage an airline's entire cargo activity, from the traditional sale of cargo capacity to comprehensive management of operational aspects and management of quality and security procedures.

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2018.01.21



The ESC Group has launched a competition for air cargo innovators, with the eventual winners taking home funding worth up to €100,000.

The #NexGenLeaders competition is split into three different categories - students, start-ups and employees of the ESC Group.

Anyone fitting into one of those categories that has a project they feel could transform the industry is invited to pitch their idea to the GSA Group.

The first stage, running up until March 3, asks for teams to fill in an online form and submit a brief presentation outlining their project.

Stage two, running from March 14 to April 10, will see those that make it through the first stage work with mentors from the ECS Group to develop their idea further and then submit a more detailed presentation.

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2019.01.07

Paris-based GSSA ECS Group started 2019 with a wide smile on its corporate face when its new Total Cargo Management (TCM) project with Bangkok-based NokScoot came into effect. The GSSA has been contracted by five-year old Thai low cost carrier NokScoot to develop the airline's air cargo operation.

The relationship came into effect on January 1, 2019 and is initially for a three year duration. The airline operates a fleet of B777 aircraft.

Established in 2014 as a joint venture between Singapore Airlines subsidiary Scoot and Nok Air of Thailand, NokScoot is a low-cost airline with ambitions to spread its footprint in Asia with the introduction of additional destinations in North and South Asia as well as China and India.

"It's a wonderful partnership and we're extremely proud of it," says Adrien Thominet, CEO, ECS Group, which represents hundreds of companies in over 47 countries worldwide through its 147 offices.

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ECS LAUNCHES #NEXGENLEADERS

2018.01.18



Paris-based GSSA ECS Group is to help regenerate the airfreight industry by giving start-ups, students and its own employees a chance to showcase their talent and put it to use to benefit the industry.

Through a six-month challenge, ECS Group “firmly believes that the airfreight industry needs to build a future that incorporates the ‘New Normal’ – digital transformation.”

ECS Group wants to be a proactive player and a leading figure in this transformation by rallying the industry’s biggest names alongside it, believes Adrien Thominet, CEO of ECS Group. He says: “We’re launching a project on a huge scale, and our aim is to change the game and turn industry habits on their head! And the industry has jumped at the chance: 100% of the people we’ve asked to become mentors and grand Jury members or to be involved with the project more generally have said they’ll take part.

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2019.01.30

ECS Group has launched a product aimed at integrating the cargo activities of airlines, including cargo sales and management.

The GSSA's Total Cargo Expertise (TCE) platform manages operations, sales and security collectively or individually.

"Airlines have strong demand for tailored services, some also want to delegate cargo activities to a GSSA to streamline costs and maximise revenue," said chief executive Adrien Thominet.

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NOKSCOOT FLY AWESOME WITH ECS GROUP



2019.01.07

Since 1st January 2019, ECS Group is sporting the broad NokScoot smile. And for good reason, this young, talented airline has just appointed ECS Group as their GSSA to represent their cargo business in Total Cargo Management (TCM). A win/win partnership for two actors that marks a new stage in their respective development: the increase in cargo revenue for NokScoot and the positioning of ECS Group as TCM experts.

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2018.01.30



Sales agent ECS has launched a new product that will allow airlines to pick and choose from its various services.

The Total Cargo Expertise (TCE) product will allow ECS to offer each of its services individually, allowing airlines to pick the most appropriate combination to suit their requirements.

The custom service covers the traditional sale of cargo capacity to comprehensive management of operational services, and management of quality and security procedures.

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2019.01.07

Low-cost airline NokScoot has appointed the ECS group as its GSA in Asia under a three-year total cargo management contract.

The airline, a partnership between Singapore's Scoot and Thai Nok Air, is based in Thailand at Don Muang International and operates 49 flights per week in Asia to China, Japan, India and Taiwan utilising Boeing 777 capacity.

ECS will market, among others, the following routes: Qingdao, Nanjing, Taipei, Tianjin, Shenyang, Xian, Tokyo, Osaka and Delhi.

NokScoot chief executive Yodchai Sudhidhanakul said: "Air cargo is becoming more and more important to our operation with greater contribution to our revenues and the partnership with ECS will enhance our freight business."

NokScoot is hoping to generate 40,000 tonnes of cargo per year as it grows its cargo offering through the ECS deal.

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ECS INTRODUCES A NEW SERVICE OFFERING



2019.01.07

The creation of TCE by the ECS Group is considered something of a GSSA revolution.

TCE stands for Total Cargo Expertise and it is the first structure of its kind to be created within a GSSA. ECS Group says that it is reinventing itself with the launch of this brand new service.

While TCE will be sharing its Total Cargo Management expertise with airlines, the department will also be able to offer each of its services individually, providing the most appropriate combination to suit its clients' growth. This means that TCE is able to manage airlines' entire cargo activity, from the traditional sale of cargo capacity to comprehensive management of operational aspects; and above all, management of quality and security procedures.

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NEW INNOVATION INITIATIVE WILL BE ‘A GAME-CHANGER’ FOR AIR CARGO

2018.01.23

Senior air cargo industry executives have launched a new innovation award: the NextGen Leaders challenge.

Launched by ECS Group, the initiative calls on students, start-ups and ECS employees to submit air cargo-related projects centred on digital technologies, added-value services, people or sustainability.

“Our aim is to change the game and turn industry habits on their head,” said ECS CEO Adrien Thominet.

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NOKSCOOT APPOINTS ECS GROUP AS ITS GSSA

2019.01.07



Thailand-based airline NokScoot has appointed ECS Group as their GSSA to represent their cargo business in Total Cargo Management (TCM). A win/win partnership for two actors that marks a new stage in their respective development: the increase in cargo revenue for NokScoot and the positioning of ECS Group as TCM experts.

Born in 2014 from the joint venture between Singaporean company Scoot (a subsidiary of Singapore Airlines) and the Thai Nok Air company, NokScoot is a low-cost airline with a big personality. Indeed, in a very short space of time, despite its youth, NokScoot has managed to assert itself as an offbeat, dynamic company, combining, without compromise, high-quality customer experience and low prices.

Plans are afoot for NokScoot is to spread its footprint in Asia with the introductions of additional destinations in North Asia and South Asia.

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2019.01.07

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ECS GROUP CHASES #NEXGENLEADERS TO REJUVENATE AIR CARGO INDUSTRY

2018.01.22



Who will be the #NexGenLeaders of the Air Cargo Industry? That's the question that ECS Group has set itself the challenge of addressing. The market-leading GSSA wants to help regenerate the air freight industry by giving startups, students and its own employees all over the world the chance to showcase their talent and put it to use to benefit the industry. How? Through a challenge lasting almost 6 months, coaching and assessing from some of the sector's biggest names, as well as by revealing the best projects to the entire industry at the Air Cargo Europe trade show awards ceremony in Munich on 5 June.

ECS Group has developed what it calls its 'weapon of mass inclusion': #NexGenLeaders challenge. The idea is simple: to incorporate the 'New Normal' - the digital transformation - by getting new talent involved in the development of the air cargo industry, by the way of a challenge stretching over several months. This is an international challenge, aimed at students, startups, and employees of the group, in which challengers can submit innovative projects in the areas that matter to ECS Group the most: Digital Technologies, Added-value services, People and Sustainability

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2019.01.08



Created in 2014 through a joint venture between Singapore Airline's subsidiary Scoot and the Thai Nok Air company, the «smiling» low-cost airline NokScoot has appointed the ECS Group as its GSSA to represent its cargo business in total cargo management (TCM).


It is a win/win partnership for two actors and one that marks a new stage in their respective development: the increase in cargo revenue for NokScoot and the positioning of ECS Group as TCM experts.

NokScoot CEO Yodchai Sudhidhanakul: «Air cargo is becoming more and more important in our operation with greater contribution to our revenues, and the partnership with ECS will enhance our freight business.»

With an ambitious expansion plan over the three-year TCM contract, NokScoot is expected to generate over 40,000 t of cargo per year.

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2018.01.22



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ECS GROUP APPOINTED BY THAILAND'S NOKSCOOT FOR CARGO MANAGEMENT

2019.01.08



Low-cost carrier, NokScoot has appointed the ECS Group as their GSSA to represent their cargo business in Total Cargo Management (TCM). The move ups ECS' growing presence in the region and brings increased cargo revenue for NokScoot while furthering the ECS Group's TCM service offering.

NokScoot was formed in 2014 by a joint venture between Singapore-based Scoot (a subsidiary of Singapore Airlines) and the Thai Nok Air company. In a very short space of time NokScoot has established itself as a key player in the region's LCC market. NokScoot aims to spread its footprint in Asia with the introductions of additional destinations in North Asia and South Asia.

Based in Thailand at Don Muang International (DMK) airport, NokScoot operates over 49 flights per week in Asia, to China, Japan, India and Taiwan. Through the company's B777 fleet, ECS Group will market, among others, the following routes: Qingdao (TAO), Nanjing (NGK), Taipei (TPE), Tianjin (TSN), Shenyang (SHE), Xi'an (XIY), Tokyo (NRT), Osaka (KIX) and Delhi (DEL).

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ECS GROUP THROWS OUT SIX-MONTH #NEXGENLEADERS CHALLENGE

2018.01.23



In this New Year where social media is rife with '10-year challenges', French GSSA, ECS Group has moved to undertake an initiative to "help regenerate the air freight industry", but in a much shorter timeframe.

The aim, ECS says, is to give startups, students and its own employees all over the world, the chance to showcase their talent and put it to use to benefit the industry.

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Asia Cargo News
Linking The Supply Chain

ECS LAUNCHES TOTAL CARGO MANAGEMENT DEPARTMENT

2018.01.30



ECS Group has launched TCE, a new department which will be able to integrate every aspect of an airline's cargo activities.

According to ECS, TCE stands for Total Cargo Expertise and is the first structure of its kind to be created within a general sales and service agent. TCE will share its total cargo management expertise with airlines but will also be able to offer each of its services individually, based on the client's performance and needs.

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2019.01.08

Since 1st January 2019, NokScoot has appointed ECS Group as their GSSA to represent their cargo business in Total Cargo Management (TCM). A win/win partnership for two actors that marks a new stage in their respective development: the increase in cargo revenue for NokScoot and the positioning of ECS Group as TCM experts.

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"Air cargo is becoming more and more important in our operation with greater contribution to our revenues, and the partnership with ECS will enhance our freight business", said NokScoot CEO Yodchai SUDHIDHANAKUL.

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2018.01.22



French-headquartered general sales and service agent (GSSA) ESC Group has launched a competition for innovators in the air cargo industry which will see the winner walking away with funding up to €100,000.

The #NexGenLeaders competition is split into three different categories – students, start-ups and employees of the ESC Group and will be run over different stages.

The student winners will win a holiday worth €5,000 per team, the staff will win up to €50,000 to develop their project and the start-ups could win up to €100,000.

The first stage will run until 3 March, the second from 14 March to 10 April and in the third, entrants will spend 48 hours in an ECS Group office where they will prepare and finalise their pitch with help from the mentors.

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2019.01.08

Thailand-based low-cost airline NokScoot has appointed ECS Group as its general sales and service agent (GSSA).

ECS Group starting representing the carrier's cargo business under the terms of a three-year Total Cargo Management (TCM) contract from the start of this month.

As part of the this, NokScoot is expected to generate more than 40,000 tonnes of cargo per year, significantly increasing its revenues while ECS said it positions itself as a TCM "expert".

NokScoot's chief executive officer (CEO), Yodchai Sudhidhanakul said: "Air cargo is becoming more and more important in our operation, with a greater contribution to our revenues, and the partnership with ECS will enhance our freight business."

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2019.01.08

Maskapai penerbangan berbiaya murah, NokScoot, mulai menggeliat dalam bisnis kargo pesawat. Perusahaan patungan antara perusahaan Singapura Scoot (anak perusahaan Singapore Airlines) dan perusahaan Thailand Nok Air tersebut, beberapa waktu yang lalu, resmi menggandeng ECS Group demi meningkatkan pendapatan kargo atau Total Cargo Management (TCM).

“Kargo udara menjadi semakin penting dalam operasi kami dengan kontribusi yang lebih besar pada pendapatan kami, dan kemitraan dengan ECS akan meningkatkan bisnis pengiriman kami,” kata CEO NokScoot, Yodchai Sudhidhanakul.

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ECS SIGNED UP BY NOKSCOOT

2019.01.07

NokScoot has just appointed ECS Group as its GSSA.

ECS will represent NokScoot's cargo business under the terms of Total Cargo Management. This partnership for two players marks a new stage in their respective development plans: the increase in cargo revenue for NokScoot and the positioning of ECS Group as a TCM expert.

«Air cargo is becoming more and more important in our operation, with a greater contribution to our revenues, and the partnership with ECS will enhance our freight business,” declared NokScoot's CEO, Yodchai Sudhidhanakul. With a very ambitious expansion plan over the period of the three year TCM contract, NokScoot is expected to generate more than 40,000 tonnes of cargo per year and thus significantly increase its revenues.

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2018.01.23

Senior air cargo industry executives have launched a new innovation award: the NextGen Leaders challenge.

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"Our aim is to change the game and turn industry habits on their head," said ECS CEO Adrien Thominet.

"And the industry has jumped at the chance: 100% of the people ...

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NOKSCOOT BY ECS GROUP



[WATCH VIDEO](#)



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ECS LAUNCHES INNOVATION COMPETITION FOR GENERAL SALES AGENTS

2018.01.28

General sales agents ESC Group has launched a competition for air cargo innovators, with the eventual winners taking home funding worth up to EUR100,000 (US\$113,545).

The #NexGenLeaders competition is split into three different categories - students, start-ups and employees of the ESC Group, reports London's Air Cargo News.

Anyone fitting into one of those categories that has a project they feel could transform the industry is invited to pitch their idea to the GSA Group.

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2019.01.31

The creation of TCE by ECS Group – standing for Total Cargo Expertise – is a GSSA revolution. It is the first structure of its kind to be created within a GSSA. ECS Group, the world-leading GSSA, is reinventing itself with the innovative launch of a brand new service offering. While TCE will be sharing its Total Cargo Management expertise with airlines, the department will also be able to offer each of its services individually, providing the most appropriate combination to suit its clients' strong performance growth.

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2018.01.28



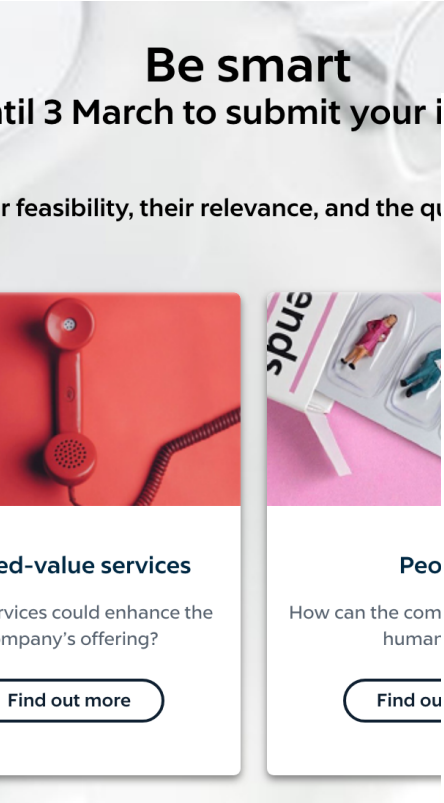
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2018.01.22



Work with ECS Group and transform the air freight industry - think you can revolutionize the air cargo industry? Whether you're a student, a startup or an ECS Group employee, take part in this challenge to be in with a chance of winning a range of prizes. ECS Group will provide €100k of funding for the winning startup's project and €50k of funding for the winning employee's project. The winning students will win the trip of a lifetime!

Your mission: revolutionize the air cargo industry by combining quality with innovation.

Through this challenge, ECS Group - the leading GSSA player - wants to help regenerate the industry by giving startups, students and its own employees all over the world the chance to showcase their talent and put it to use to benefit an unbelievably dynamic industry!

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2018.01



El desafío, que dura varios meses, se presenta ante estudiantes, startups y trabajadores, que deberán idear formas para integrar la transformación digital en la industria de carga aérea.

El auge de las nuevas tecnologías afecta ya a casi todos los ámbitos, incluida la carga aérea. Por este motivo, se ha convocado un reto, llamado #NexGenLeaders, en el que se desafía a universitarios, startups y empleados del Grupo ECS, que lo organiza, a buscar formas de integrar la transformación digital en el mundo de la carga aérea. El objetivo de este proyecto es beneficiar a todo el sector del transporte aéreo, por ello, «expertos como Sebastiaan Scholte (Presidente de TIACA), Guillaume Halleux (Director de Carga de Qatar Airways), Norman Bamford (Director de Azura International), Eric Wilson (Director General de Ventas Globales de Carga de Delta Air Lines), Steven Polmans (Jefe de Carga y Logística de Brussels Airport Company), así como Camillo García (Director de Ventas, Marketing y Productos de IAG Cargo) han decidido involucrarse en este gran desafío para aumentar la conciencia de la industria de la carga entre los recién llegados».

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