



PRESS RELEASE

ECS Group wins Finnair contract for six Asian markets

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ECS Group wins Finnair general sales and service contract for six leading Asian air cargo markets.

ECS Group is very proud to have been chosen by FINNAIR as its new General Sales and Services Agent in six leading Asian air cargo markets. These include Malaysia, Indonesia, Vietnam, Philippines, Cambodia as well as extending the current main contract for Singapore.

This new contract will consolidate ECS Group global position as a leading cargo GSSA in Asia.

Finnair is the flag carrier of Finland, with its headquarters in Vantaa and its main hub at Helsinki-Vantaa Airport. The airline has a wide coverage in Asia, and serves key destinations in Europe and North America.

Under the contract, ECS Group will market, promote and sell cargo products on behalf of Finnair on its passenger flights operating from several destinations across Asia into its European and North American network.

Finnair operates two daily flights from Bangkok, daily flights from Hong Kong and five flights a week from Singapore. In addition, Finnair operates flights from Shanghai, Beijing, Chongqing, Xi'an and Guangzhou in China, Incheon in South Korea, and Narita, Nagoya, Osaka and seasonal Fukuoka in Japan.

Finnair has a modern fleet of aircraft mostly Airbus 350s and Airbus 330s. These aircrafts offer cargo capacity from 15 to +20 tons per flight.

"We are absolutely delighted to win the Finnair contract. Our aim is to structure the whole sales organization, performing yield, cargo capacity, sales and finance management from our central location in Singapore for all countries - in the best possible manner to align with the



goals of Finnair, our partner, and significantly provide value addition to achieve the maximum benefit,” said Jonas Drewsen, CEO Middle East and Far East, ECS Group.

“FINNAIR provides a solid network and ECS Group will contribute to its deployment. The recent acquisition we made of AVS enables us to offer the strongest sales power and most determined teams in Asia to serve the airline. Also, Finnair and Jetstar (for whom we perform a Total Cargo Management contract) offering complementary scheduled destinations in Asia. This will add synergies of interline services, and feeder connections between them, Drewsen added.

ABOUT FINNAIR

Finnair is one of the world’s oldest operating airlines. Since it was founded over 90 years ago, the company has grown from a small airline to a strong and respected member of the international airline industry. Finnair’s cargo business is handled Finnair Cargo Oy that employs a total of approximately 140 cargo professionals. Following Finnair Group’s Asia strategy Finnair Cargo is specialized in air cargo traffic between Asia and Europe. Therefore, Helsinki has become an important hub and most import cargo from Asia continues to various European destinations via Helsinki.

ABOUT ECS GROUP

ECS is the Global leader in GSSA Services. The ECS portfolio spans across 47 Countries with 128 offices, 69 subsidiaries, over 900 employees carrying over 880,000 tonnes of freight for its airline partners. An award winning GSSA, ECS prides itself on its Leadership, entering into long-term partnerships with its airline partners and committing to furthering the airline development throughout the network. Trust, transparency and traceability are the core principles of how the ECS Group does business. The ECS group offers the air cargo industry worldwide knowledge and experience with a complete cargo outsourcing solution.

For further information about ECS, please contact media@maresch.ch or visit www.ecsgroup.aero.

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