



## Media Release

12 June 2013

### TIGER AIRWAYS AND ECS GROUP SIGN STRATEGIC CARGO PARTNERSHIP

- ✓ ECS Group to partner Tiger in sale of aircraft cargo space
- ✓ On-going effort towards maximising cargo space utilisation

**SINGAPORE** – Tiger Airways Holdings Limited (“Tiger” or “the Group”) has signed a strategic cargo partnership agreement with ECS Group (“ECS”), appointing it as a partner for its cargo operations business. Under this new partnership, ECS will represent and market Tiger’s cargo space on the Group’s fleet of A320 aircraft.

With over 30 years of experience in the air cargo industry, ECS Group possesses the requisite knowledge and expertise for complete cargo outsourcing solutions, which enables the Tiger group of airlines to achieve a cost-effective presence in a market without having to maintain its own sales force or dedicated premises. ECS also has a network of 57 subsidiaries in 32 countries across Europe, USA, Africa, Middle-East and Asia Pacific region. Its current strength of 550 employees works with 120 airlines serving 4,300 customers. ECS chalked up an annual turnover of USD 750 million in 2012.

In July 2011, Tiger made its first stride into the air cargo distribution business, and this has contributed to improved utilisation of its cargo space across its fleet. With an additional 24 new A320 aircraft to be delivered by 2015, the Group is looking to maximise aircraft utilisation and grow its cargo operations into a healthy revenue stream in future. ECS’ consistent track record of operational excellence makes it a partner of choice for Tiger, and the new strategic cargo partnership marks another step forward in the right direction towards achieving Tiger’s goal.

Speaking at a signing ceremony today, Mr U. Nadarajah, Chief Executive Officer of ECS Asia Pacific, said, “We thank the Tiger management for selecting ECS as their strategic partner and we are delighted to be of service to Tiger.

“Tiger has an extensive network, both in terms of service and geographical dimension. As the network will still be growing with the expansion of the fleet size, there will be good

potential for cargo growth. ECS with its expertise in total cargo management will be in a strong position to deliver more than what we have committed.”

Said Mr Ho Yuen Sang, Managing Director of Tiger Airways Singapore, “Our cargo operations are steadily becoming a healthy source of revenue. Since we commenced cargo operations, our network has grown from 12 destinations to over 50 destinations today, and our fleet is expected to grow to 53 aircraft by 2015. This partnership with ECS Group is hence a timely and strategic step for us towards achieving route profitability as we strive to improve cargo capacity utilisation through a collaborative effort across our networks. We have every confidence in ECS’s capability and dedication towards delivering on a successful partnership.”

The Strategic Cargo Partnership will be effective for three years commencing 1 July 2013.

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For media queries, please contact:

June Yong	Erhan A. Kaya
Corporate Communications	Corporate Communications
Tiger Airways Holdings Limited	ECS Asia Pacific
Email: <a href="mailto:mediarelations@tigerairways.com">mediarelations@tigerairways.com</a>	Email: <a href="mailto:e.kaya@ecsgroup.aero">e.kaya@ecsgroup.aero</a>
DID: 6422 2388	DID: 6546 5885

## **ABOUT TIGER AIRWAYS HOLDINGS**

Tiger Airways Holdings, established in 2003, is the parent company of a group of budget carriers operating in the Asian region and Australia. The group consists of wholly-owned Tiger Airways Singapore and Tiger Airways Australia, and partially-owned Mandala Airlines and SEAir. Tiger Airways aims to expand its presence in Asia through both new strategic partnerships and organic growth.

As at 31 May 2013, the Group's fleet comprises 44 Airbus A320-family aircraft, averaging under three years of age. The Group operates an extensive network covering over 50 destinations across 13 countries in the Asia Pacific.

Tiger Airways strives to offer warm and friendly service at affordable fares. It is committed to maintaining the highest standards of safety, security and reliability. For more information, please visit [www.tigerairways.com](http://www.tigerairways.com).

## **ABOUT ECS GROUP**

ECS is a leading GSSA company present in Europe, USA and Far East. It represents a number of eminent airlines in the world and offer Total Cargo Management solutions.

ECS provides airlines with outsourced services for airfreight operations, including handling, loading and ground transport.

The Group's core business activities comprise:

- GSSA – General Sales & Services Agency
- GHA – Ground Handling Agency
- Charter Operations
- Total Cargo Management Solutions

The complete freight outsourcing solution includes:

- Handling the entire freight chain
- Sales, reservations, operations system support, and interline transfers.
- Business development, contracts, accounting, claims handling and warehouse & ramp supervision.

All these operations are managed from a single Hub Operations Centre. For more information, please visit website: [www.ecsgroup.aero](http://www.ecsgroup.aero)

