



PRESS RELEASE

ECS GROUP, THE TRUSTED PARTNER OF MANY TOP PLAYERS IN THE INTERNATIONAL AIR CARGO BUSINESS, HAS TEAMED UP WITH ROYAL BRUNEI AIRLINES TO POOL SYNERGIES IN CARGO SALES FOR EUROPE AS WELL AS NORTH AND SOUTH ASIA

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ECS Group, with headquarters in Paris, has signed a 3-years contract with Royal Brunei Airlines in order to support the air carrier as a General Sales & Service Agent in its strategy for growth in North and South Asia as well as in the whole of Europe. With its extraordinary cross industry experience, global network of subsidiaries and its comprehensive array of efficient and customer-oriented business solutions, the ECS Group has been identified by the Royal Brunei management board as the ideal partner to effectively tap new markets.

Royal Brunei Airlines serves the destinations London (LHR) with daily non-stop flights between Brunei and London effective 28th of October 2018, Dubai, Jeddah, Bangkok, Singapore, Ho Chi Minh City, Seoul, Kuala Lumpur, Kota Kinabalu, Hong Kong, Shanghai, Manila, Denpasar, Surabaya, and Jakarta from its hub at Brunei International Airport (BWN). ECS partners will help to expand Royal Brunei's network in providing additional road services from London (LHR) to all parts of Europe.

On its North and South Asia routes, Royal Brunei operates a fleet of A320 aircraft with a cargo capacity of 2 tons. Routes to Melbourne, London (LHR), Jeddah, and Dubai are being served by Boeing 787 air freighters designed to carry up to 15 tons of commodities.

The collaboration with ECS enables Royal Brunei to control 19 stations in different parts of the world and benefit from a network filling space where required and thus providing the highest yield to the airline.

The Nation of Brunei, one of the most important producers of oil and natural gas worldwide, strongly relies on the import of commodities such as spare parts and perishables. Furthermore, e-commerce and products like clothes and electronics are the backbone of Asian economies. Royal Brunei takes on a crucial role in shipping these goods to destinations throughout Asia, Australia, the Middle East and Europe.

“Royal Brunei is a vibrant and growing airline with a great diversity of customer-oriented and reliable services”, says Adrien Thominet, CEO, ECS Group, Singapore. “Its values and network perfectly match ECS's setup in Asia, allowing synergies that no other GSSA can offer. We are looking forward to playing a key part in promoting the further success of Royal Brunei.”

About Royal Brunei Airlines (RB)

RB currently operates a fleet of ten aircraft comprising, four B787-8 Dreamliners together with six A320 units. RB will have eight new aircraft joining the fleet in 2018, making its fleet one of the youngest in Asia Pacific and allow RB to further develop its network to Seoul, Beijing and other Asian Cities.



In 2013, RB was the launch airline in South East Asia for Boeing 787 Dreamliner and RB now has the distinction of operating the youngest long haul fleet in the world. RB is also the first airline in the world to offer an exclusive Dreamliner service all the way from Melbourne to London via Brunei and Dubai, and return. From its hub at Brunei International Airport, RB serves a number of regional and international destinations in Australia, South East Asia, China, Middle East and UK.

In 2014, RB received a distinction in the 2014 REBRAND 100® Global Awards which honour the most successful brand transformations worldwide. On 9 November 2015, RB was declared winner of the Travel Media Innovative Campaign and Content of the Year Award at the inaugural and very prestigious International Travel Media Awards in United Kingdom. RB was announced as the Top 10 Most Loved Airlines in 2016 and Top 100 Airlines 2016 and 2017 by Skytrax. On 9 April 2018, RB was recognized as award winners for the TripAdvisor Travellers' Choice Economy Class – Asia and Travellers' Choice Regional Airlines – Asia.

About ECS Group

ECS is the Global leader in GSSA Services. The ECS portfolio spans across 47 Countries with 137 offices, 69 subsidiaries, over 950 employees carrying over 902,000 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.