

**PRESS  
REVIEW**



**BEST BRAZILIAN GSSA,  
BCS-AIR JOINS ECS GROUP**

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2018.07.20



### Paris-based GSA expands in South America with BCS Air acquisition

ECS Group has added a precious jewel to its global crown with the acquisition of BCS Air, Brazil's leading GSA, helping firm up its footprint in South America.

The acquisition clearly cements ECS' position in South America as the dominant international GSA group on the continent, says ECS Group regional manager for LATAM, Jesus Escolar.

The addition of BCS Air could be seen as filling a crucial blank spot in the global map for ECS, if it were not for the fact the global GSA group has – like most of its acquisitions around the world – had a long and personal prior relationship. For Escolar, the deal is particularly sweet as his relationship with the family-owned BCS Air goes back nearly 22 years through his own Spain-based GSA, Gen-Air, that was acquired by ECS in 1999.

"It's really important for me, I was really very, very happy to make this deal. I'm very proud of that and I am sure also the group is really happy," just as BCS is to be part of the ECS Group, he says.

Pointing to not just the portfolio depth and longevity of airline contracts, averaging an impressive 12 years in length, and their very "solid" position in the Brazilian market, Joao Ferreira, managing director of BCS Air says: "We have a very experienced team

that brings credibility to the programme – we're a very clear, reliable partner especially in terms of compliance and governance."

Along with Argentina, ECS has a major presence in Latin America, including Mexico, Columbia, Ecuador, Peru and Chile. And there's more news yet to come for Latin America as ECS aims to establish a presence in Central America – Costa Rica and Nicaragua – before year-end.

"We are now the leader for the international GSA groups in South America because our competitors have offices but are not really active in the main markets," he says.

"We saw an opportunity of joining ECS and taking advantage of their management professionalism, innovation culture and synergies between our companies," says Ferreira, the eldest son of the founder.

Escolar adds that aside from BCS' well established position in the market – which counts numerous airlines in its portfolio including Cargolux, Turkish Airlines, Japan Airines (offline), IAG Cargo, TAAG, Aeromexico, Delta and others – the team is young but experienced and talented.

"And there is a lot of talent and a lot of motivation in ECS which has a lot of energy and a brilliant future. I think the people at BCS are attracted to our innovation culture," Escolar says.

He has big plans for Latin America, and the young and driven team at BCS led by Ferreira, figures greatly into this. "Joao will be one of the important people in my group in the South American market because we are aiming to build a strong group of people," he says. There are challenges in the Brazilian market, as the recent truckers and customs strikes showed and then here is the political elephant in the room. While things have stabilised, an election in October could be a challenge.

"Where there is challenge there is also opportunity for air cargo," Escolar adds saying he is upbeat on the market going forward.

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ECS Group has acquired BCS Air, the Brazil-based general sales and services agent (GSSA), a partnership that will provide airlines in Latin America and the US with the full range of cargo outsourcing solutions.

BCS Air is an established GSSA with more than 20 years of experience in the air cargo industry.

In June of this year, ECS was acquired by investment firm Naxicap Partners to help continue the GSSA's acquisition strategy.

"We are very glad to have become part of ECS Group's global network," said Joao Luiz Ferreira, chief operating officer at the São Paulo-headquartered BCS Air, adding: "The cooperation surely will create highly dynamic synergies between our enterprises and further strengthen our position in the Brazilian and American markets."

Bertrand Schmoll, chairman of ECS Group, said: "BCS Air has always been one of the most professional and successful providers of cargo outsourcing solutions in Brazil. Therefore, the acquisition is perfectly in line with our policy to support the world's most proficient GSSAs with our powerful global infrastructure."

With strong connections to the local airfreight community, BCS Air offers a portfolio of GSSA services at Brazilian airports for international airlines such as Aeromexico, Cargolux, IAG Cargo, Japan Airlines, TAAG, Turkish Airlines and Delta – from sales and marketing support to ground handling and charter services.

An ESC Group statement said that BCS Air customers benefit from the Brazilian company's «outstanding expertise in the handling of perishables, automotive components, and CAO services».

"The ECS Group and BCS Air have been closely cooperating for five years already", said Schmoll, adding: "Following in the footsteps of AVS GSA and Exp-Air Cargo, BCS Air has now chosen to join ECS Group.

«The integration of BCS into our network has been a logical step for our companies. We both share a future-oriented culture of innovation, and the expertise and best practices of BCS Air will be profitable for all partners within the Group.»

ECS Group has already been working the markets in Mexico, Ecuador, Peru, Columbia, and Argentina.

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## ECS GROUP ACQUIRES BRAZILIAN GSSA BCS AIR

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2018.07.23



July 23, 2018: Leading general sales and service agent (GSSA) services provider ECS Group has collaborated with Brazilian GSSA BCS Air, to provide major airlines in Latin America and the US with a full range of high quality cargo outsourcing solutions.

BCS Air is Brazil's leading and well-established General Sales and Services Agent with more than 20 years of experience in the air cargo industry.

"The cooperation surely will create highly dynamic synergies between our enterprises and further strengthen our position in the Brazilian and American markets," says Joao Luiz Ferreira, chief operating officer BCS Air at the company's headquarters in São Paulo.

With strong connections to the local airfreight community, BCS Air offers an outstanding portfolio of GSSA services at Brazilian airports for international airlines such as Aeromexico, Cargolux, IAG Cargo, Japan Airlines, TAAG, Turkish Airlines and Delta - from highly effective sales and marketing support to ground handling and charter services at competitive rates.

BCS Air customers particularly benefit from the company's outstanding expertise in the handling of perishables, automotive components, and CAO services.

"The ECS Group and BCS Air have been closely cooperating for five years already", says Bertrand Schmoll, chairman of ECS Group. "Following in the footsteps of AVS GSA and Exp-Air Cargo, BCS Air has now chosen to join ECS Group. The integration of BCS into our network has been a logical step for our companies. We both share a future-oriented culture of innovation, and the expertise and best practices of BCS Air will be profitable for all partners within the Group."

ECS Group has already been working the markets in Mexico, Ecuador, Peru, Columbia, and Argentina. It will help to expand and enhance services specifically in Brazil and Latin America and offer unique opportunities for further growth.

Recently, in June 2018, ECS was acquired by investment firm Naxicap Partners to help continue the GSSA's acquisition strategy.

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## ECS EXPANDS ITS LATIN AMERICAN FOOTPRINT WITH BRAZILIAN ACQUISITION

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2018.07.23



The ECS Group has firmed up its Latin American footprint with the acquisition of São Paulo-based general sales and services agent (GSSA), BCS Air, that the Paris-based company has had a joint venture with for the last five years.

The acquisition helps cement ECS' position in Latin America where it has joint ventures in Mexico, Columbia, Ecuador, Peru, Chile and just three months ago, Argentina.

BCS Air is Brazil's leading GSSA with more than 20 years of experience in the air cargo industry, ECS said. "We are very glad to have become part of ECS Group's global network", says Joao Luiz Ferreira, chief operating officer BCS Air. "The cooperation surely will create highly dynamic synergies between our enterprises and further strengthen our position in the Brazilian and American markets," he added.

"We are very proud to continually welcome the best talent from around the world into ECS Group," said Bertrand Schmoll, chairman of ECS Group. "BCS Air has always been one of the most professional and successful providers of cargo outsourcing solutions in Brazil. Therefore, the acquisition is perfectly in line with our policy to support the world's most proficient GSSAs with our powerful global infrastructure."

With strong connections to the local airfreight community, BCS Air offers an extensive portfolio of GSSA services at Brazilian airports for international airlines such as Aero Mexico, Cargolux, IAG Cargo, Japan Airlines, TAAG, Turkish Airlines and Delta.

BCS Air customers particularly benefit from the company's outstanding expertise in the handling of perishables, automotive components, and CAO services, ECS said.

"The integration of BCS into our network has been a logical step for our companies. We both share a future-oriented culture of innovation, and the expertise and best practices of BCS Air will be profitable for all partners within the Group," Schmoll said.

The new partnership provides added value for ECS customers worldwide, ECS said, adding it will help to expand and enhance services specifically in Brazil and Latin America and offer unique opportunities for further growth.

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2018.07.23



Further enhances services for airlines in the growing markets of Latin America and the US

Paris - As of 7th of June 2018, Brazilian GSSA BCS Air has forged a close partnership with the global ECS Group network to provide major airlines in Latin America and the US with a full range of high quality cargo outsourcing solutions. This collaboration of two of the world's most proficient and versatile GSSAs enables ECS Group to position itself as a leader in South American markets.

BCS Air is Brazil's leading and well-established General Sales and Services Agent with more than 20 years of experience in the air cargo industry. "We are very glad to have become part of ECS Group's global network", says Joao Luiz Ferreira, Chief Operating Officer BCS Air at the company's headquarters in São Paulo. "The cooperation surely will create highly dynamic synergies between our enterprises and further strengthen our position in the Brazilian and American markets."

"We are very proud to continually welcome the best talent from around the world into ECS Group", comments Bertrand Schmolli, Chairman of ECS Group. "BCS Air has always been one of the most professional and successful providers of cargo outsourcing solutions in Brazil. Therefore, the acquisition is perfectly

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With strong connections to the local airfreight community, BCS Air offers an outstanding portfolio of GSSA services at Brazilian airports for international airlines such as Aeromexico, Cargolux, IAG Cargo, Japan Airlines, TAAG, Turkish Airlines and Delta - from highly effective sales and marketing support to ground handling and charter services at competitive rates.

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The ECS Group and BCS Air have been closely cooperating for five years already", says Bertrand Schmolli. "Following in the footsteps of AVS GSA and Exp-Air Cargo, BCS Air has now chosen to join ECS Group. The integration of BCS into our network has been a logical step for our companies. We both share a future-oriented culture of innovation, and the expertise and best practices of BCS Air will be profitable for all partners within the Group."

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## BRASILIAN COMPANY JOINS ECS GROUP

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2018.07.23

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BCS Air is Brazil's leading and well-established General Sales and Services Agent with more than 20 years of experience in the air cargo industry. "We are very glad to have become part of ECS Group's global network", says Joao Luiz Ferreira, Chief Operating Officer BCS Air at the company's headquarters in São Paulo. "The cooperation surely will create highly dynamic synergies between our enterprises and further strengthen our position in the Brazilian and American markets."

"We are very proud to continually welcome the best talent from around the world into ECS Group", comments Bertrand Schmolli, Chairman of ECS Group. "BCS Air has always been one of the most professional and successful providers of cargo outsourcing solutions in Brazil. Therefore, the acquisition is perfectly in line with our policy to support the world's most proficient GSSAs with our powerful global infrastructure."

With strong connections to the local airfreight community, BCS Air offers an outstanding portfolio of GSSA services at Brazilian airports for international airlines such as Aeromexico, Cargolux, IAG Cargo, Japan Airlines, TAAG, Turkish Airlines and Delta – from highly effective sales and marketing support to ground handling and charter services at competitive rates.

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The ECS Group and BCS Air have been closely cooperating for five years already", says Bertrand Schmolli. "Following in the footsteps of AVS GSA and Exp-Air Cargo, BCS Air has now chosen to join ECS Group. The integration of BCS into our network has been a logical step for our companies. We both share a future-oriented culture of innovation, and the expertise and best practices of BCS Air will be profitable for all partners within the Group."

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Brazilian general sales and service agent (GSSA) BCS Air has forged a partnership with the ECS Group network to provide major airlines in Latin America and the US with a full range of cargo outsourcing services.

The collaboration started on 7 June this year and it enables ECS Group to further grow its footprint in South American markets.

BCS Air has more than 20 years of experience in the air cargo industry. “We are very glad to have become part of ECS Group’s global network”, said chief operating officer BCS Air, Joao Luiz Ferreira. “The cooperation surely will create highly dynamic synergies between our enterprises and further strengthen our position in the Brazilian and American markets.”

“We are very proud to continually welcome the best talent from around the world into ECS Group”, adds ECS Group chairman, Bertrand Schmoll. “BCS Air has always been one of the most professional and successful providers of cargo outsourcing solutions in Brazil. Therefore, the acquisition is perfectly in line with our policy to support the world’s most proficient GSSAs with our powerful global infrastructure.”

With strong connections to the local air freight community, BCS Air offers GSSA services at Brazilian airports for airlines such as Aeromexico, Cargolux,

IAG Cargo, Japan Airlines, TAAG, Turkish Airlines and Delta – including sales and marketing support to ground handling and charter services at competitive rates.

BCS Air customers particularly benefit from the company’s outstanding expertise in the handling of perishables, automotive components, and CAO services.

“The ECS Group and BCS Air have been closely cooperating for five years already,” said Schmoll. “Following in the footsteps of AVS GSA and Exp-Air Cargo, BCS Air has now chosen to join ECS Group. The integration of BCS into our network has been a logical step for our companies. We both share a future-oriented culture of innovation, and the expertise and best practices of BCS Air will be profitable for all partners within the Group.”

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## AIR AGENCY GAINS BRAZIL ARM

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2018.07.23



Brazilian general sales and services agency BCS Air has joined the ECS Group and will represent it in Latin America and the US. It represents airlines such as Aeromexico, Cargolux, IAG Cargo, Japan Airlines, TAAG, Turkish Airlines and Delta.

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2018.07.24



Brazilian GSSA BCS Air joins ECS Group in a dynamic partnership to further enhance services for airlines in the growing markets of Latin America and the US.

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