



FLEXJET RAISES \$800 MILLION EQUITY INVESTMENT FROM INVESTMENT GROUP LED BY L CATTERTON

News / Business aviation



Flexjet has closed an \$800 million equity investment from a consortium of strategic investors led by leading global consumer-focused investment firm L Catterton, with participation from affiliates of KSL Capital Partners, LLC and the J. Safra Group. The investment, which marks the largest equity investment in the history of private aviation, will support Flexjet's continuing vision to significantly transform the Private Jet Flight Experience.

With investments in its global workforce, infrastructure and fleet modernization, Flexjet has built the foundation for a travel experience that is responsive to the latest demands of its clients, which includes more demand for larger aircraft and international flights. Flexjet's vision includes a more bespoke experience that begins with access through private terminals and ends with providing unique access to destinations, products and curated events that are not available outside of the Flexjet community.



Additionally, much of Flexjet's success is built on its ability to control the key ingredients that lead to specialized service delivery. This includes private aviation's largest in-house maintenance network, private terminals and its Cabin Attendant Academy. Flexjet currently has 11 private terminals either operating or in development, including London Farnborough expected to open early next year.

Enhancing and broadening the breadth and depth of what services it controls is a key focus of Flexjet's vision, as well as creating exclusive access to luxury experiences and products, such as its partnerships with Ferretti Group's Riva Yachts and Bentley Motors.



Kenn Ricci, Flexjet's Chairman commented: "L Catterton, with its special relationship with LVMH and its family of brands, provides the perfect opportunity for collaborating in areas such as consumer insights, brand strategies, retail expansion, and luxury product delivery."

Scott Dahnke, Global CEO of L Catterton, speaking on behalf of the consortium stated: "Flexjet epitomizes our category-first approach and, although they are celebrating their 30th anniversary this year, their history is one of never settling in pursuit of thoughtful innovation to best fulfill the desires of the consumers within their unique and exciting marketplace."

This landmark investment creates a unique and differentiated strategic partnership between management and Flexjet's existing shareholders, who will remain in control, and three leading global investors. L Catterton, KSL Capital Partners, and the J. Safra Group bring a long and successful record of investing in businesses that serve upscale consumers through experiential branding, luxury goods and unmatched travel and leisure experiences.

Jefferies, Morgan Stanley & Co. LLC, and Goldman Sachs acted as co-advisors to Flexjet.



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