

VISTA GLOBAL TO ACQUIRE APOLLO JETS

News / Business aviation



Vista Global has entered into an agreement to acquire Apollo Jets. Founded in 2008, Apollo has become one of the most prominent and established private aviation providers in the United States, with strong client relationships across leading Fortune 500, medium and large businesses, and sports and entertainment industries — servicing clients such as Derek Jeter and Shaquille O’Neal. With over 4,000 clients, Apollo’s client-leading position within the US marketplace will now be complemented by access to Vista Global’s end-to-end technology platform and owned fleet — joining Vista Global to be part of the world’s largest subscription-based business aviation community.

Thomas Flohr, Vista Global’s Founder and Chairman said: “The Apollo acquisition reinforces Vista Global’s unrivalled commitment to providing every business aviation client with the best value flying solutions around the world. I believe this is just the beginning of consolidation in our industry and Vista Global is leading this market transformation. We are excited to add the strongest independent team of client executives to our leading global infrastructure, to offer more and more clients the opportunity to access Vista Global’s worldwide flying solutions. Just as at Vista Global, Apollo’s company culture is centered around best-in-class client service through its extraordinary team, renowned personal trust and committed 24/7 availability. It is a hugely exciting

time for Vista Global — this acquisition expands our global services to a rapidly growing membership and subscription base, and furthers our promise to new and current clients, anytime, anywhere.”

As part of the acquisition, Vista Global’s digital brand, XO, will now offer a full aircraft management service to its existing clients and new owners, operated by Talon Air. This directly allows Vista Global to support individual aircraft owners with their maintenance and overhaul needs. At the same time, Talon Air’s fleet will be commercially integrated into XO’s client offering.

The acquisition will strengthen Vista Global’s leading position and enhances the diversification of its offering in the business aviation market. Headquartered at the DIFC in the UAE, Vista Global brands are now reaching out to every aviation client in the world through a network of 20 offices across the US, Europe, Middle East and Asia, offering access to a global owned and managed fleet of over 160 aircraft, and a further 2,100 alliance aircraft. Since its foundation in 2018, the Group’s revenues have nearly doubled, with a carefully selected mix of owned, managed and alliance aircraft providing an asset-right platform to service growing revenue and provide the best solutions for our clients globally. Additionally, internal talent has doubled in just over two years to almost 2,000 experts around the world.

The acquisition of Apollo is the latest in a series of M&A deals which have expanded Vista Global’s service offering, following on from the successful acquisitions of Red Wing Aviation in 2020, JetSmarter in 2019 and XOJET in 2018.

The transaction is expected to be completed in the first quarter of 2021, subject to customary closing conditions, including the expiration or termination of the applicable waiting period under the Hart Scott-Rodino Antitrust Improvements Act.



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