AIR PARTNER AND CAMPER & NICHOLSONS INTERNATIONAL ANNOUNCE STRATEGIC PARTNERSHIP

News / Business aviation

Air Partner plc ("Air Partner"), the global aviation services group, and Camper & Nicholsons International ("Camper & Nicholsons"), the global leader in all luxury yachting activities, today announce that they have entered into a strategic partnership, effective immediately. The agreement will enable the two businesses to leverage each other's client bases to offer a full suite of private jet and superyacht services, ensuring a seamless and integrated travel experience.

The partnership will provide the clients of both Air Partner and Camper & Nicholsons with a one-stop shop for their luxury air and sea-based travel needs, so that their feet need hardly touch the ground. Both companies are leaders in their industries and are renowned for their expertise and unparalleled levels of service: clients will benefit from the pooling of these resources and capabilities, with every trip guaranteed to be handled with the uppermost priority and attention from start to finish.

Air Partner's industry-leading Private Jets division charters aircraft and jets up to 19 seats for a broad range of clients, offering the entire spectrum of services from occasional charter to its award-winning and pre-paid JetCard. This flexible model buys clients 25 hours or more of flying time in their choice of six private jet categories, with guaranteed availability and the freedom to exit at any

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time. The team delivers its Private Jets services from 20 key locations across the world to a global client base that includes HNWIs, royalty, heads of state, conglomerates, sports stars and rock stars.

Camper & Nicholsons is the global leader in all luxury yachting activities, specialising in the sale, purchase, charter, marketing, management and construction of the finest yachts in the world. The company has 11 offices centred around the world's most popular yachting destinations and important financial hubs, including Monaco, London and New York. The business has a long history of building strategic relationships with leading companies which stand for the same level of excellence in their respective fields.

Commenting on the partnership, Mark Briffa, CEO of Air Partner, said: *"We are delighted to be partnering with Camper & Nicholsons, a company that shares our values as well as our passion for luxury travel. This agreement is further progress against our clearly defined strategy to optimise, enhance and extend our client offer. At Air Partner, we pride ourselves on always putting our clients first, delivering complex and comprehensive solutions while providing exceptional service."*

Paolo Casani, Managing Director, Camper & Nicholsons International, commented: *"It is a privilege to be able to call Air Partner our new trusted partner. In sharing the same goal of providing our clients with the uppermost level of service and the ultimate luxury experience, this partnership will enable our two companies to work hand-in-hand, going above and beyond in offering our clients some truly unique packages. I am excited to see how our synergy will spark something very special for our clients."*

In its most recent results, Air Partner reported a record first half performance for its Private Jets division. The JetCard was also recently shown to surpass its major US competitors in terms of pricing and flexibility in a study by independent aviation consultant Conklin & de Decker.

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