LUNAGROUP CHARTER TRIPLES REVENUE DURING SECOND YEAR IN OPERATION

News / Business aviation

LunaGroup Charter exceed $15m annual revenue in its second year of operation, 2022, organising 311 passenger flights representing 3 times 2021's business activity. Eymeric Segard, Luna Aviation Group CEO, commented: "We are delighted to see our group charter activity reaching 10% of our global business volume under the direction of Rémi Aubin based in Paris."

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Rémi Aubin, LunaGroup Charter Sales Director, siad: "Considering the post pandemic situation, the uncertainty in maintaining international events and a slow start of the year we are delighted by these numbers and growing our market share. We managed to help our clients at the beginning of the year by creating air bridges where the usual airlines stopped going due to the pandemic. From the second quarter onwards the activity picked up with MICE, international sport tournaments, cruises etc... the FIFA World Cup in Qatar also kept us very busy until the end of the year," he adds.

Chaotic summer activity

The second part of year saw the rapid come back of air group travels after two years of the worst aviation crisis. This unprecedented traffic increase disrupted the supply chain from ground handling to air traffic controllers causing terrible client frustrations and challenges for our teams. "The market was not flying at its maximum capacity due to the shortage of labour. The charter demand was impossible to meet with the scheduled airlines being overwhelmed throughout the summer," notes Rémi.

The company had a tremendous fourth quarter with the organisation of corporate events in Europe, Asia, Africa the Middle East and the US. "I am very proud of our team who always goes the extra mile on every project to support and deliver the best possible experience to our clients across the world. Whether in Doha, Singapore, Houston, Dammam, Cardiff, Paris, etc. Our team members were on the ground and in the air to ensure our passengers had the best travel experience possible," concludes Rémi.

What to expect for 2023?

LunaGroup Charter is accelerating the expansion from its French entity with new offices in London, Geneva and Dubai. "We continue to focus our growth from Paris under the leadership of Rémi Aubin. Our strategy is to replicate what makes the success of LunaJets, our private jet

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charter activity. It is clear that we see tremendous opportunities in these business lines," comments Alain Leboursier, group MD. As of the end of the first quarter the company will move its Parisian address to bigger offices in the "Triangle d'Or."

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