



## PRESS RELEASE



# LEADING LUXURY TOUR OPERATOR SCOTT DUNN TO EMBARK ON US EXPANSION AFTER IMPRESSIVE 2015 GROWTH

Scott Dunn enters next stage of global expansion opening a sales office in San Diego, following a significant increase in group turnover in 2015

Award-winning UK luxury tour operator Scott Dunn is to expand into the United States for the first time with a new sales office in San Diego, California. As well as bringing its renowned service to guests originating in North America, the move will enable Scott Dunn to offer extended opening hours to guests calling from all around the world.

Scott Dunn will initially employ 12 people in San Diego and the office will open immediately. The company aims to double the workforce there within the next 12 months as it adds specialists in Africa, Asia, India, Latin America and Europe to the team. The US business will be led by John Spence, who will become Scott Dunn's new President, North America, reporting to Scott Dunn CEO Simon Russell.

Scott Dunn is undergoing rapid growth with non-UK turnover increasing by 39% during 2015. This comes following the acquisition of the luxury tour operator in December 2014 by private equity group Inflexion, who are backing a major investment programme. Two years ago, Scott Dunn unveiled the first phase of its global expansion, with a dedicated marketing focus in the Middle East and localised versions of its website in key global markets. Scott Dunn currently employs over 160 people at its offices in London and Chichester.

Simon Russell, CEO of Scott Dunn, commented: "The opening of a sales office in San Diego marks the next stage of our growth strategy and enables us to rapidly build on the business we are already doing in the North American market, already representing nearly 5% of sales. Our presence in the US is also a key part of adapting to when guests want to speak to us and will mean we can deliver our world-class service 18 hours a day



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to UK guests.”

Gareth Healy, Partner at Inflexion, added: “Scott Dunn has seen huge success in the last year. The growth has been delivered by a strong management team with unrivalled expertise in the premium travel sector and we are committed to providing them with the investment and support they need to take the business to the next level.”

FOR MORE INFORMATION VISIT:

Further information on Scott Dunn can be found at  
[www.scottdunn.com](http://www.scottdunn.com)

**Editors’ Notes:**

Scott Dunn was founded by Andrew Dunn in 1986, starting life as a luxury ski operator. It has since grown to be one of the UK’s leading luxury travel operators selling tailor-made holidays all over the world. It has consistently been voted “favourite specialist tour operator” by readers of Conde Nast Traveller. CEO Simon Russell joined Scott Dunn in 2010 and oversaw its sales to private equity investor Inflexion in 2014. Simon runs Scott Dunn alongside sister brand Imagine Travel. Founder Andrew Dunn is Global President, remains a significant shareholder in the business and sits on the Group Board.