Insights: News

Kilpatrick Represents White Desert in Strategic Sale to Lindblad Expeditions

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Transaction marks Lindblad Expeditions' largest acquisition to date and positions White Desert and Echo Charlie for continued global growth.

Kilpatrick served as U.S. counsel to White Desert Ltd, the pioneering luxury Antarctic expedition company, and Echo Charlie Ltd, an emerging aviation-led adventure travel brand, in the sale of a 60% majority stake in the businesses to Lindblad Expeditions Holdings, Inc. (NASDAQ: LIND), a global adventure travel company offering immersive and educational expeditions across all seven continents.

The transaction, valued at more than $60 million, is the largest acquisition in Lindblad's history and represents a significant strategic milestone for White Desert, Echo Charlie, and Lindblad as the businesses begin their next phase of growth within a global expedition-travel group.

Founded in 2005, White Desert is widely recognized as a leader in luxury Antarctic travel. The company offers guests highly curated, once-in-a-lifetime experiences, including journeys to the South Pole, visits to an Emperor penguin colony, ice-cave exploration, and glacier rappelling, paired with private accommodations and fine dining.

Echo Charlie, White Desert's newly launched aviation brand, operates a fully restored vintage DC-3 aircraft and offers small-group expeditions of up to 12 guests to remote destinations around the world. Its itineraries include Colombia, Patagonia, the Faroe Islands, and Greenland.

The investment brings together Lindblad's extensive expedition-travel platform and White Desert's distinctive Antarctic expertise. The companies anticipate opportunities to expand White Desert's exceptional guest offering, including through the development of new camps and experiences and enhanced logistical capabilities.

Kilpatrick worked alongside U.K. counsel Bristows in advising White Desert on the cross-border transaction.

Related People







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