



Denmark's Largest Pilot Academy Poised for European Growth with New Investor Onboard

GreyBird Aviation Group, the company behind Denmark's largest and one of the leading pilot schools in the Nordics, GreyBird Pilot Academy, has sold a significant minority stake to the Danish private equity firm, Dansk Ejerkapital. This strategic partnership aims to propel the academy's ambitious growth plans, including expansion into multiple European markets.

GreyBird Aviation Group – the company behind Denmark's largest pilot school, GreyBird Pilot Academy, has gained a new investor in the form of the Danish private equity fund Dansk Ejerkapital, which has acquired a significant minority stake in the company.

As the aviation industry faces a looming pilot shortage, GreyBird is poised to address this challenge. As a top-tier provider of commercial pilot training in the Nordic region the academy plans to leverage its new partnership to enhance its offerings and reach.

Søren Møller, founder, owner-manager, and CTO of GreyBird, expressed his enthusiasm for the collaboration:

"We are thrilled to welcome Dansk Ejerkapital on board. Their expertise and strategic input will undoubtedly play a key role in achieving the growth ambitions we have for GreyBird. Their position as a minority investor allows us to preserve GreyBird's unique DNA while significantly accelerating the realization of our goals."

A Digital Edge from Day One

Founded in 2012 by Søren Møller, GreyBird stands apart from most pilot schools, which are typically run by pilots. Møller's background in software development and the tech industry has been instrumental in shaping GreyBird's innovative approach. He developed SmartBird, an innovative training and administration platform, which has been integral to GreyBird's success.

The academy's strong digital foundation and data-driven approach have been key to its rapid growth and strong market position. Frederik E. Aackermann, Partner at Dansk Ejerkapital, highlighted this unique advantage:

"We're impressed by the business Søren Møller has built. From the outset, he has integrated scalability, quality, and efficiency into the business model, making excellent use of data."

Training Pilots for the Global Aviation Industry

The partnership with Dansk Ejerkapital aims to accelerate GreyBird's expansion into new European markets.

Currently, the academy operates city bases in Copenhagen, Gothenburg, and Stockholm, allowing students to train as pilots while staying in their hometowns. In addition, flight training is conducted from Aarhus Airport, where the company is headquartered, and from a base in Andalusia, Spain.

GreyBird trains over 130 students annually, offering an attractive value proposition with extensive flight hours at competitive pricing. This is made possible through a modern and standardized fleet of aircraft and simulators. GreyBird's comprehensive training program ensures students not only acquire technical skills but also the professionalism and attitude needed to excel in the aviation industry.

"GreyBird provides a compelling offering to aspiring pilots, preparing them to be among the most sought-after candidates in the aviation sector. We are excited to partner with such a dynamic and forward-thinking company," added Frederik E. Aackermann.

A Strong Ownership Team

Alongside Dansk Ejerkapital, GreyBird's CEO, Jørgen Sørensen Stensgaard, has also joined the ownership team. Stensgaard, who has been with the company for nearly 18 months, is investing in a business he knows intimately and believes in strongly.

The acquisition of shares in GreyBird Aviation Group is the first investment by Dansk Ejerkapital's new Fund VI, launched earlier this year. This milestone marks the beginning of an exciting chapter for both GreyBird and Dansk Ejerkapital.

