

# Airline Investment Banking & Restructuring Professionals

## Benoit Debains MANAGING DIRECTOR



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## PROFESSIONAL QUALIFICATIONS

Benoit Debains is a Managing Director with Seabury Securities. Previously he served as advisor to Plane View Partners and as Managing Director at Skyworks where he advised major airlines on the purchase of new aircraft.

He has 35 years of experience in aircraft financing and selling.

Benoit was global head of sales finance for Airbus, 13 years where he built the deal analysis model, created the sales finance team in North America, founded and managed Airbus Financial Services before being promoted to SVP Finance and Treasury with the addition of corporate finance, cash and currency management, and led strategy in currency hedging between 2001 and 2007.

As head of Airbus' sales finance arm, he was involved in all major Airbus sales campaigns, served as a member of the Airbus deal approval committee, and lead the direct financing of more than 300 aircraft, credited as a critical factor of Airbus' success.

## PROJECT EXPERIENCE

- Financed (19) A300-600Rs for AMR (walkaway deal)
- Executed commitment for the TAM, TACA and LAN aircraft financing deal, credited as a driving factor for the Airbus selection
- Co-founder of the Aviation Working Group
- Managed the Airbus – ECA relationships on behalf of the OEM
- Designed Airbus sale finance tools: backstop, RVG, mezzanine
- Raised more than \$500 million in syndicated bank loans
- Designed and implemented AIR2US – selling of \$1.3 billion of lease receivables for AMR and UAL (overall best deal of the year)
- Provided aircraft financing for a majority of US airline customers – PanAm, CAL, AMR, UAL, NWA, Us Airways, America West, etc.
- Advised a European low-cost carrier in the selection of A320nex vs. 737MAX
- Middle East flag carrier on the selection of the Boeing 787 vs A350 aircraft
- Advised a US startup airline in their negotiation of OEM financing

## INDUSTRY EXPERTISE

- Airlines
- Aircraft Leasing Companies

## FUNCTIONAL EXPERTISE

- Jurisdiction tax lease implications – particularly within France, Japan, Ireland and Germany
- Aircraft lease financing
- Structured debt financing
- OEM / ECA relationships