

Airline Investment Banking & Restructuring Professionals

Ginger Hughes MANAGING DIRECTOR



Ginger Hughes
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PROFESSIONAL QUALIFICATIONS

Ginger Hughes is a Managing Director with Seabury having joined in 2002 in the wake of the September 11 terrorist attacks and the impact on the airline industry. Ms. Hughes has over 20 years of global airline experience covering a wide range of matters including multiple successful airline restructurings, crisis cash management, due diligence, strategic sourcing negotiations, cost reduction programs, aircraft financing, and mergers & acquisitions advisory. She has a senior role in aircraft, liquidity management, vendor negotiation and restructuring issues.

Ms. Hughes has advised several major airlines during their restructuring process, preserving liquidity while ensuring continuity of service. She has led teams to evaluate and renegotiate thousands of supplier contracts developing cost effective contractual relationships for the restructured entities. In addition, she has testified as an expert with respect to aircraft, airline cost and valuation matters.

Ms. Hughes served as the acting CFO several airlines in Chapter 11. Additionally, Ms. Hughes has advised on other airline matters including strategic alternatives, regional affiliate relationships, business plan analyses, route profitability, cross-border alliance and joint ventures, loyalty programs, merger & acquisition and overall operating cost structure.

Ms. Hughes received her B.B.A. in Accounting from the University of Texas and is a Certified Public Accountant. Ms. Hughes is a FINRA Representative and is registered with the Series 7, 79 and 63.

PROJECT EXPERIENCE

- Avianca in its a restructuring under U.S. Chapter 11 (2020+) and debt re-profiling (2019)
- North American carrier in its debt, lease and aircraft order deferral program (2020)
- Apollo Capital in its DIP loan to Aeromexico (2020+)
- Aimia (Aeroplan) in its commercial agreement with and sale to Air Canada (2016-2018)
- Republic Airways in its restructuring under U.S. Chapter 11 (2015-2017)
- Chorus Aviation in its comprehensive restructuring of its Capacity Purchase Agreement ("CPA") with Air Canada (2013-2015)
- Interim CFO for Pinnacle Airlines Holdings (now Endeavor Airlines) in its comprehensive restructuring under U.S. Chapter 11 and sale to Delta Airlines (2011-2013)
- Frontier Airlines in its out-of-court restructuring (2011)
- Frontier Airlines in its comprehensive restructuring under U.S. Chapter 11 (2008-2009)
- South African Airways in its out-of-court restructuring (2007-2008)
- Northwest Airlines in its restructuring under U.S. Chapter 11 (2005-2007)
- Air Canada in its restructuring under CCAA and U.S. Chapter 15 (2003-2005)
- US Airways in its restructuring under U.S. Chapter 11 (2004-2005)
- American Airlines and British Airways in their proposed joint venture and various joint ventures with partner airlines (1997-2001)
- Apollo Capital and TPG in buy-side diligence with respect to multiple airlines

INDUSTRY EXPERTISE

- Airlines
- Regional Airlines
- Aircraft Finance
- Loyalty Programs
- Hotels

FUNCTIONAL EXPERTISE

- Airline Cost Structure
- Labor Relations
- Capacity Purchase Agreements
- Aircraft Finance
- Cash Management
- Corporate Finance
- Joint Ventures
- M&A