

Seabury Aircraft Capital Professionals

Stephen Danner EXECUTIVE DIRECTOR



Stephen Danner
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PROFESSIONAL QUALIFICATIONS

Stephen Danner is an Executive Director at Seabury Aircraft Capital providing advisory, arranging and finance structuring services to the aviation and aerospace industries. Stephen has more than 27 years of capital finance experience in aerospace, rail, energy, real estate and general asset based financing and is based in Toronto, Ontario, Canada.

Prior to joining Seabury, Stephen was a co-Founding Principal of Structured Finance International ("SFI"); an investment banking firm that specialized in developing and arranging structured financing solutions and providing an array of consulting and M&A services for airlines, aerospace manufacturers, investors and government agencies across the globe. Stephen led and was responsible for the Canadian operations on the SFI Group of companies.

Prior to founding SFI in 2006, Stephen served eleven years as a Senior Director in the Capital Markets group with the CIT Group and the Newcourt Credit Group ("Newcourt"); where his main responsibility was to arrange, negotiate, underwrite and syndicate loan and lease financings for aviation clients of the Commercial Aviation Group at CIT and Newcourt. Asset types included fixed wing aircraft, helicopters, engines, simulators and spare parts.

Stephen holds an M.B.A and a Bachelor of Commerce (Honours) degree from the DeGroot School of Business, McMaster University in Hamilton, Ontario, Canada. Stephen is also NASD Certified Series 7, 24 and 63.

PROJECT EXPERIENCE

- Currently leading engagement as exclusive advisor and agent for a North American airline for the \$2.7 billion purchase and financing of 32 firm and 48 option aircraft
- Executed advisory / placement engagements for over 1000 aircraft and spare engines valued at appx \$18 billion including:
 - SkyWest Airlines: 383 aircraft, \$8.1 billion
 - Alaska/Horizon: 87 aircraft, \$1.6 billion
 - Mesa Airlines: 102 aircraft, \$1.6 billion
 - Porter Airlines: 26 aircraft, \$.5 billion
 - Avmax Group: 126 aircraft/engines, \$.5 billion
- Served as advisor / partner to Canadian Federal Government:
 - Advised Government in preparation for Canada's participation in the Aircraft Sector Understanding for Civil Aircraft
 - Advised Government on industry and exposure to Canadian flag carrier
 - Restructured exposure to 30 Dash-8 aircraft, deferring / eliminating Government guarantee obligations
 - Successfully completed over \$4.4 billion in financing with Export Development Canada representing 450 aircraft/engines for clients globally, including the development of proprietary export financing programs to assist in growth of two large Canadian lessor clients;
- Successfully completed over \$4.3 billion in financing for 263 aircraft with the Brazilian export credit agency billionDES for clients globally

INDUSTRY EXPERTISE

- Airline fleet acquisition, financing and financial restructuring
- Airline acquisitions and partnerships
- Manufacturer Sales Finance
- Lessor strategy and capital formation

FUNCTIONAL EXPERTISE

- Aircraft acquisition and financing
- Structuring Manufacturer/Government support and Export Credit financing
- Capital strategy and formation
- Analytics