

# Airline Investment Banking & Restructuring Professionals

## Gregory Ethier MANAGING DIRECTOR



**Gregory Ethier**  
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## PROFESSIONAL QUALIFICATIONS

Gregory Ethier is a Managing Director with over 25 years of aviation corporate advisory and restructuring expertise, the majority of which involved airlines and aviation related entities as well as aircraft leasing and investing expertise.

Mr. Ethier rejoined Seabury in June 2020 following 9 years at Aircastle Advisor LLC, a leading aircraft lessor upon the successful take private transaction with Marubeni Corporation. While at Aircastle, Greg led North American marketing efforts, including portfolio lease placements and aircraft acquisitions (consistently \$1.5+ billion annually) and OEM coverage. He was also responsible for identifying and supporting new business development opportunities and led and managed Aircastle's freighter aircraft portfolio, including the evaluation of freighter conversion programs for both narrow and wide body aircraft.

Prior to Aircastle, Greg spent 12 years at Seabury executing on numerous M&A advisory, financial restructuring, aircraft related and creditor assignments and was principally involved in the execution teams on many of the high-profile bankruptcy cases in the industry including the restructuring of aircraft debt and lease financings at US Airways, Air Canada and Northwest Airlines resulting in NPV savings to the airlines of over \$2.6 billion, C\$2.3 billion and \$2.3 billion respectively. Greg has led aircraft debt and lease financing activities and has been involved in other fleet related activities including negotiating purchase agreements with the various airframe OEMs, developing airline fleet strategies as well as negotiating strategies to reduce aircraft ownership costs.

Mr. Ethier received his B.B.A. in Finance from the University of Iowa. Mr. Ethier is a FINRA registered representative with the Series 79 and 63 designations.

## PROJECT EXPERIENCE

- Advising the DIP Lenders to Aeromexico pursuant to their Chapter 11 proceedings
- Advising on two separate M&A transactions involving commercial airlines
- During the on-going COVID-19 pandemic have:
  - Performed due diligence for a private equity investor in respect of a potential DIP lending opportunity
  - Performed due diligence on a potential M&A transaction
  - Raised \$325 million of convertible debt for Azul S.A
- Led new business development opportunities while at Aircastle, including but not limited to (i) the evaluation, contract negotiation and agreement to acquire 25x Embraer E2 aircraft; (ii) the evaluation and contract negotiation for new-built factory freighters and new-technology narrowbody aircraft with Boeing; (iii) the evaluation and contract negotiations for a large new-technology narrowbody order with Airbus
- Led or participated in numerous deal-teams advising airlines and aircraft lessors (both as an advisor or principal) related to the acquisition, financing, placement or disposition of commercial aircraft
- Executed a wide range of corporate restructurings, equity placements, corporate finance and M&A advisory engagements, often times leading large deal teams consisting of co-workers, client representatives and other outside advisors

## INDUSTRY EXPERTISE

- Commercial airlines
  - Passenger
  - Freighter
- Aircraft leasing companies
- MROs

## FUNCTIONAL EXPERTISE

- Corporate and Aircraft finance
- Aircraft leasing
  - Marketing
  - Pricing
  - Portfolio/Asset Management
- New aircraft evaluation and acquisition
- Debt/Lease restructuring
- Investment Banking
- M&A