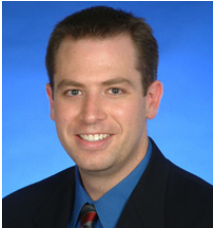


Airline Investment Banking & Restructuring Professionals

Ross McKenzie EXECUTIVE DIRECTOR



Ross McKenzie
USA
M: +1 908 462 4312
rmckenzie@seaburysecurities.com

PROFESSIONAL QUALIFICATIONS

Ross McKenzie is an Executive Director with Seabury Securities, which he rejoined in May 2020 from Seabury Consulting (a part of Accenture). Mr. McKenzie has worked at various Seabury entities continuously since June 2006, and also at the start of his career when he worked at Seabury as an analyst and associate.

Mr. McKenzie has over 20 years of experience in airline business planning, airline financial planning, financial restructurings, and aircraft fleet analysis. Mr. McKenzie leads Seabury's business planning team, a group of financial planning specialists responsible for evaluating and developing airline business plans and related financial projections.

At Seabury, Mr. McKenzie has developed financial projections and other analyses to support a broad spectrum of projects, including financial restructurings, due diligence reviews, corporate financing projects and aircraft acquisition campaigns. Mr. McKenzie and the business planning team have worked with more than 50 airlines worldwide of all sizes, strategies, and geographies.

Prior to rejoining Seabury in 2006, Mr. McKenzie was Senior Director, Finance, at Independence Air, where he had responsibility for corporate financial planning, budgeting, and financial analysis. Prior to joining Independence Air in 2004, Mr. McKenzie was a Vice President with SkyWorks Capital LLC, a boutique aviation investment banking and advisory firm.

Mr. McKenzie holds a B. A., Computer Science and Economics from Duke University. He is a licensed private pilot and a FINRA registered representative with Series 7, 63 and 79 licenses.

PROJECT EXPERIENCE

- Avianca, to support its U.S. Chapter 11 restructuring (2020+) and debt re-profiling (2019)
- A North American carrier, to support a debt, lease and aircraft deferral program (2020)
- The Republic of South Africa, in support of its effort to reorganize a national airline (2020)
- Fiji Airways, to support a business strategy and cost reduction review (2018-2019)
- South African Airways, in its out-of-court restructurings (2017, 2007-2008)
- Azul Airlines, to support a major private equity placement with a strategic investor (2016)
- The Republic of Kenya and other stakeholders of Kenya Airways (2014-2017)
- Republic Airways, in its restructuring under U.S. Chapter 11 (2015-2017)
- A major investor, in the privatization and restructuring of TAP Air Portugal (2015)
- Frontier Airlines, in its comprehensive restructuring under U.S. Chapter 11 (2008-2009)
- Air Canada, to support a major liquidity and cost reduction program (2008-2009)
- Apollo Capital, TPG and other private equity firms engaged in airline due diligence
- Multiple other airlines to support financial restructurings, due diligence reviews and other capital transactions, including: Aerosvit Airlines, Air Côte d'Ivoire, Air Mauritius, Air Nostrum, Air Senegal, Alitalia/Air One, East Star Airlines, Eznis Airways, Gulf Air, Imperial Jet, Kingfisher Airlines, Kuwait Airways, Malaysia Airlines, Midwest Airlines, MIAT Mongolian Airlines, Precision Air (Tanzania), Seaborne Airlines, VARIG, Zetta Jet

INDUSTRY EXPERTISE

- Scheduled Airlines
- Charter Airlines
- Corporate Jet Operators
- Aircraft Finance

FUNCTIONAL EXPERTISE

- Financial Forecasting
- Airline Cost Structure
- Cash Management
- Aircraft Finance
- Corporate Finance
- Joint Ventures
- M&A