

Seabury Aircraft Capital Professionals

Marty Dugan EXECUTIVE DIRECTOR



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PROFESSIONAL QUALIFICATIONS

Marty Dugan joined Seabury as Executive Director of Seabury Aircraft Capital following Seabury's acquisition of Structured Finance International ("SFI"), where Marty was a co-Founding Principal. Marty has more than three decades of experience in asset finance, capital structuring, advisory services, M&A, and operations management; including as founding CFO for a publicly traded US low cost airline. He has led the structuring and arranging of more than \$10 billion in equipment and enterprise financing, with a large portion focused on aviation.

SFI was 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. Over the past 20 years the SFI team developed several first financing structures that are still in place today and arranged financing for more than 1,000 aircraft with an aggregated acquisition costs exceeding \$18 billion (in 2020 dollars). In addition, the SFI team negotiated the purchase of more than 600 aircraft, created 3 manufacturer/investor sponsored captive leasing companies and worked on notable airline acquisition projects. Prior to founding SFI in 2006, Marty served nine years as a Senior Director of Structured Finance Aerospace with CIT Group and Newcourt Credit Group. Before joining Newcourt in 1997, Marty served as the Founding CFO, Board Member and Investor of Western Pacific Airlines.

Marty received a B.S. in Accounting from the University of Dayton and is a Certified Public Accountant. Marty is also a Board Member of Empire Holdings, which operates regional cargo and passenger airlines, and provides unmanned flight, aircraft conversion and MRO services.

PROJECT EXPERIENCE

- Currently leading multiple large financing placement, debt refinancing, aircraft and lease/loan acquisition engagements on a global basis for two lessors and institutional investors
- Executed over 125 exclusive aircraft/engine acquisition and financing mandates for clientele including Airlines, OEMs, Export Credit Agencies, Governments and Investors
- Structured and arranged financing for more than 1,200 aircraft, related spare engines and parts valued at >US\$20 billion, including largest historical regional fleet order for SkyWest
- In aftermath of 09/11 and during Global Financial Crisis, SAC secured financing for 180 aircraft with a delivered value of \$3.41 billion
- Managed all aspects of aircraft acquisition program (evaluation, purchase/maintenance agreement negotiation, financing) for SkyWest (2014), American/BEX (1999), covering ~600 aircraft
- Developed several innovative financings involving cross-border, leveraged, and off-shore leases, Manufacturer/Government Support (~\$4 billion) and Export Credit Agency debt (~\$10 billion)
- Served as M&A Advisor to US Regional Airline on investments totaling ~\$2 billion, including acquisition of largest Regional Airline Subsidiaries of two US Main Line Carriers (2005/10)
- Served as advisor and financial arranger for ATR, Fairchild/Dornier, and Rolls Royce to establish and fund global Captive Financing companies, ~\$1 billion of committed capital

INDUSTRY EXPERTISE

- Airline fleet acquisition, financing and financial restructuring
- Airline start-up, operations, strategy
- 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
- Strategic and Business Planning
- Capital Strategy and Formation
- Financial Modeling and Analysis