

Seabury Aircraft Capital Professionals

Glen Dimpfel DIRECTOR



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PROFESSIONAL QUALIFICATIONS

Glen Dimpfel joined Seabury Aircraft Capital as Senior Vice President following Seabury's acquisition of Structured Finance International ("SFI") where Glen was an original member and head of transaction management for the group. Glen has over 25 years experience in asset finance, capital structuring, portfolio management, risk assessment, advisory services and M&A. Glen specializes in applying his process expertise, structuring experience and extensive market knowledge to negotiate, guide and manage complex transactions to successful on-time closings, working closely with clients and all functional areas of SFI.

Prior to the formation of SFI, Glen served as Director, Commercial Aviation in the Structured Finance Group of CIT / Newcourt Credit Group for eight years, where he was primarily responsible for developing, structuring, negotiating and managing debt and lease financing transactions for a multitude of aerospace clients and as a Principal for the Company's own book. Glen was also integral in the development of manufacturer/investor/government sponsored leasing companies and asset securitizations and in the development of proprietary products created to provide solutions for clients.

Glen received his Bachelor of Business Administration in Management and his Master of Business Administration in Finance from the Schulich School of Business at York University in Toronto, Canada.

PROJECT EXPERIENCE

- Currently managing the engagement as exclusive advisor and placement agent for a North American airline for the purchase and financing of 32 firm and 48 option aircraft valued at \$2.7 billion
- Negotiated and supervised/managed the execution of the financing for 1,000 aircraft, related spare engines and parts valued at >\$18 billion, including under the advisory / placement engagements for:
 - 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
- In aftermath of 09/11 and during Global Financial Crisis, managed the financing for 180 aircraft with a delivered value of \$3.4 billion
- Managed the restructuring of Canadian Government exposure to 30 Dash-8 aircraft, deferring / eliminating Government guarantee obligations
- Successfully executed the financing for clients globally with (i) Export Development Canada (450 aircraft/engines, over \$4.4 billion in financing), and (ii) the Brazilian export credit agency BNDES (263 aircraft, over \$4.3 billion in financing).

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

- Transaction and Portfolio Management
- Aircraft acquisition and financing
- Structuring Manufacturer/Government support and Export Credit financing
- Strategic and Business Planning
- Analytics