

# Beau Roy

## Managing Director



### Location

San Francisco, CA

### Certifications

FINRA Series 7, 63  
Certified Insolvency and  
Restructuring Adviser (prior)

### Professional Affiliations

International Society of  
Transport Aircraft Trading  
(ISTAT)

### Education

BA Economics, with Distinction  
Duke University

**Beau Roy is a Managing Director in the Corporate Finance & Restructuring Practice in San Francisco, CA. He focuses on providing financing, M&A and restructuring advisory services to clients in the aviation industry. Mr. Roy began his career over 25 years ago with Ernst & Young where he provided restructuring and strategic advisory services to companies and creditors across a variety of industries.**

Mr. Roy's aviation advisory work has included roles at Aeromexico, Avianca Airlines, Nordic Aviation Capital, Republic Airlines, Mesa Airlines, Global Aviation, Pinnacle Airlines, Aloha Airlines, and Virgin America. Advisory assignments for Official Committees of Unsecured Creditors included members from United, Delta, American, ALPA, Teamsters, lessors, maintenance providers and trade vendors.

Mr. Roy's experience includes business plan development and assessment, debt financing for aircraft and engine acquisitions, sale/leaseback transactions, sourcing public and private equity capital, fleet restructurings, §1110 stipulations, labor contract negotiations, buy and sell-side advisory mandates, DIP and exit financing, §363 sale processes, valuation, exchange offers, and litigation support. Mr. Roy has been called to testify in bankruptcy court on a variety of topics.

### Select Client Matters

- Aeromexico (Mexican passenger airline):  
Currently serving as financial advisor and investment banker to the Official Committee of Unsecured Creditors. Advising UCC on \$1B in DIP financing, fleet strategy, business plan review, cost saving initiatives, liquidity forecasts and eventually on valuation matters and the terms and conditions for the Plan of Reorganization.

+1 415.265.6848

beau.roy@fticonsulting.com

- Mesa Air Group, Inc. (US regional airline):  
Company advisor on a series of transactions, including a note exchange; a Chapter 11 restructuring focused on the reduction of over 100 aircraft and renegotiation of its customer contracts; lease restructurings; and the financing of approximately 60 aircraft and related spare engines.
- Republic Airways, Inc. (US regional airline):  
Served as financial advisor to the Official Committee of Unsecured Creditors in a case focused on right-sizing and stabilizing the debtors' operations. Negotiated POR that resulted in majority ownership by American, United and Delta.
- Nordic Aviation Capital (Danish aircraft lessor):  
Served as the financial advisor to holders of approximately \$2 billion of unsecured notes re: a Scheme of Arrangement under Irish law. Scheme included principal, interest and aircraft order deferrals, the granting of a security interest in over 200 aircraft, and an equity injection into NAC.
- Virgin America (US passenger airline):  
Co-manager for \$306 million IPO.

### Awards & Recognition

- Corporate Turnaround Deal of the Year (\$1+ billion), Mesa Airlines, *Turnaround Atlas Awards* (2011)
- Regional Jet/Turboprop Deal of the Year, Mesa Airlines, *Airfinance Journal* (2015)
- Debt Financing of the Year nominee, AeroCentury, *The M&A Advisor* (2018)

### Education

Mr. Roy earned a B.A. in Economics with Distinction from Duke University. He also earned a commission in the US Navy through the R.O.T.C program.