




**NEXA** Advisors  
A NEXA Capital Company

## Capabilities and Qualifications



# NEXA Advisors: A Subsidiary of NEXA Capital Partners

## NEXA Capital Partners, LLC Enterprise Value



**NEXA Capital Partners**

Provides investment banking services in the aerospace, defense, transportation, homeland security and geomatics sectors.

Emphasis on transformational business opportunities.

Services include financial advisory, corporate finance, private placements, M&A advisory, and due diligence




**NEXA Advisors**

Provides expert consulting services to management teams, institutional investors and government agencies.

Trusted advisor to top management.


Value adding consulting to leading and emerging companies in the aviation, aerospace, defense, homeland security and geomatics sectors.



**NextGen Equipage Fund**

NEXA, in partnership with ITT and other investors, has established the NextGen Equipage Fund.

Focus on equipping commercial aircraft with NextGen avionics and systems.



**NEXA Analytics**

In partnership with COBEC Consulting, provides support for the FAA SE-2020 contract.

Business case analysis support for NextGen projects and programs



# NEXA Advisors Services

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NEXA Advisors provides rigorous strategic advisory services formed from years of experience working in the aviation industry. We can point to exciting examples of transformational business models we have developed in the commercial airlines, aerospace supply chain, business aviation, air traffic management, homeland security, energy and clean technologies, and geomatics.

## **Value-Based Management Consulting**

Committed to delivering enterprise value through innovation, NEXA Advisors helps our clients to become high-performance businesses. The ultimate measure of the success of our services is the ability of our clients to drive and deliver enterprise value.

## **Public Sector Strategies**

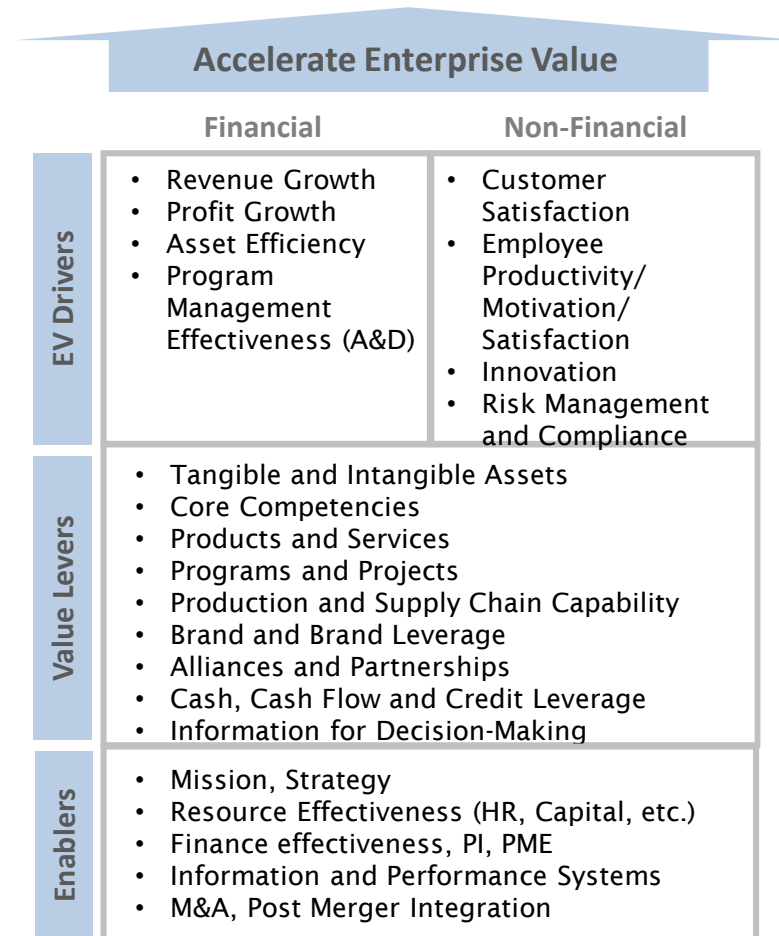
Success for governments in the transportation sector requires a comprehensive approach for understanding and driving relevant policies and creating taxpayer value. Value is created by establishing programs that have compelling business cases to attract industry participation.

In addition to assisting governments, NEXA develops legislative strategies for businesses, for their lobbyists and other specialized consultants, supports procurement activities and regulatory process monitoring, and helps clients navigate government programs.



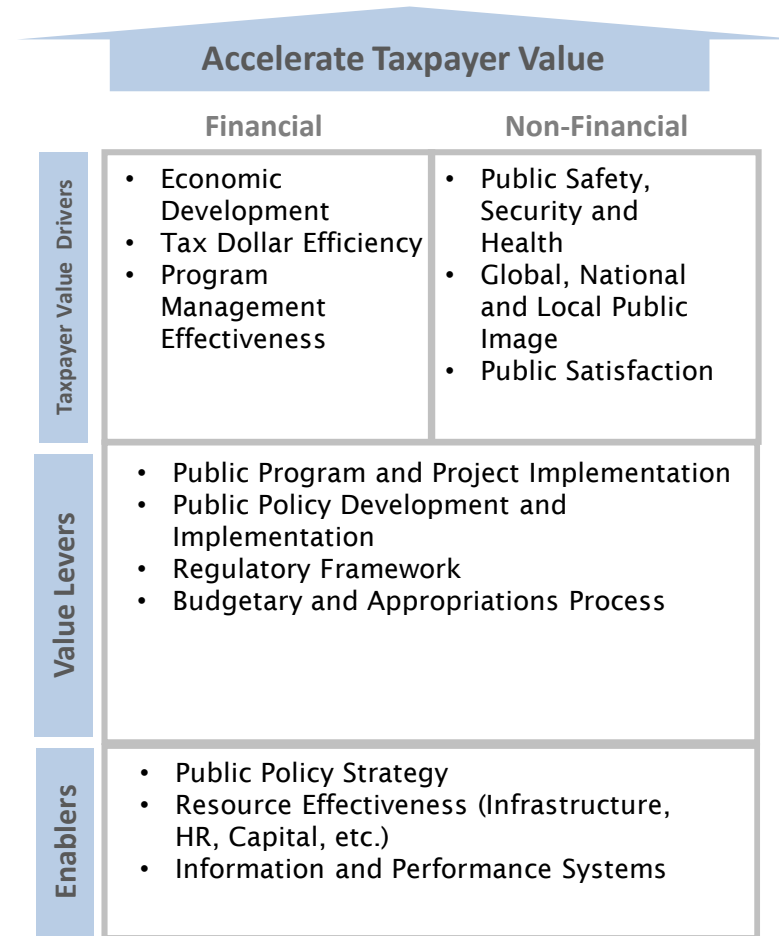
# Commercial Client Approach: Enterprise Value Acceleration

- NEXA accelerates enterprise value for our companies, clients and investment partners.
- NEXA's methodology focuses on Value-Based Management: a management orientation focused on future value, where people, processes, and systems are aligned to continuously increase enterprise value.
- In the private sector, NEXA assists in establishing effective goals and objectives that resonate with boards, the investment community and markets in general. These include:
  - *Revenue growth strategies and programs*
  - *Profitability (cost reduction) and earnings growth*
  - *Asset efficiency programs*
  - *Program management effectiveness*
  - *Customer satisfaction strategies*
  - *Workforce productivity improvement programs*
  - *Innovation leverage and IC programs*
  - *Governance and risk management programs*
  - *Regulatory compliance*



# Public Client Approach: Business Case Support for Policy Objectives

- NEXA accelerates taxpayer value for our government clients through a focus on developing business case support for programs and policies to encourage policy objectives with regard to aerospace development.
- In the public sector, NEXA assists governments in developing policy, regulations, and programs, in both domestic and international arenas. These include:
  - *Business case development (broader than Benefit Cost Analysis ) to support implementation of programs and policies*
  - *Structuring regulations, programs, and policies to foster aerospace development and competitive positioning*
  - *Economic development opportunities, including incentives, to support aerospace investment and, ultimately, jobs*
  - *Compliance with global aerospace regulations and policies, including ICAO and FAA safety designations*



# Key Areas of Expertise and Qualifications

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- NextGen and FAA programs
- Aerospace business plan development and validation
- Government aviation policy development and implementation
- Aviation market research and forecasting
- Aviation strategic planning
- Aviation expert witness



# Our Professionals Are Alumni Of, And Trusted Advisors To, Respected Industry Leaders

## As Partners and Officers of Professional Firms: Serving Business Aviation:

- AT Kearney
- Booz Allen & Hamilton
- Arthur Andersen
- PricewaterhouseCoopers
- SH&E
- Official Airline Guides (OAG)

## As Executive Officers and Senior Managers:

- JetBlue Airways, American Airlines, Delta Airlines
- Federal Aviation Administration
- GEC Canadian Marconi Company
- Regional Airline Association
- National Business Aviation Association
- Alaska Air Carriers Association
- Alaskan Aviation Safety Foundation

## Serving Major Aerospace Companies:

- ITT Corporation
- Airbus Industrie
- Boeing Corporation
- Bombardier
- Embraer
- General Dynamics
- GE Aviation
- Lockheed Martin

- National Business Aviation Association
- General Aviation Manufacturers Association
- Avantair, Inc.
- Cessna
- HondaJet
- Piaggio, SpA
- Intel Corporation

## Serving Government:

- Federal Aviation Administration
- Transportation Security Administration
- Joint Planning and Development Office (NextGen/JPDO)
- UK Civil Aviation Authority
- EuroControl
- Government of Canada, Geodetic Survey of Canada
- Industry Canada
- Export Development Canada
- U.S. Congress
- Government of Abu Dhabi
- Civil Aviation Authorities in Middle East and Africa

## Serving Airlines and Suppliers:

- Continental Airlines
- United Airlines
- Northwest Airlines
- US Airways
- British Airways
- Lufthansa
- Air France
- AeroMexico
- Air Malta
- Orbitz

## Institutional Investors and Lenders:

- Permira Beteiligungsberatung GmbH
- Granite Creek Partners
- Jacob Rothschild Holdings
- Carlyle Group
- ILFC
- GE Capital

## Serving Airports

- London Luton Airport
- Denver International Airport
- Tallahassee Regional Airport
- Bermuda International Airport



# NEXA Managing Partners

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## **Michael J. Dymont, Managing Director and CEO**



- With thirty years' industry experience, Michael is a trusted advisor to institutional investors and top management in the aerospace, transportation and finance sectors.
- Specializes in corporate finance, business strategy, enterprise value dynamics and value creation.
- Officer, Principal, Senior Managing Partner, and/or Managing Director with the aerospace and transportation practices of AT Kearney Inc., Booz Allen & Hamilton Inc., PwC LLP, Arthur Andersen LLP
- Principal advisor to ITT on its 2007 \$1.85 billion ADS-B award from the U.S. FAA.
- Current and former clients include many of the world's leading aerospace companies such as Boeing, Embraer and Rolls-Royce, airlines such as American, Swiss, and easyJet. He has also been a trusted advisor to several FAA administrators.
- Speaks widely on aerospace matters, and his opinion is regularly sought by the media.
- Holds a Master of Science in Aeronautics and Astronautics from Massachusetts Institute of Technology, and a B.Sc.Eng. in Geodesy and Geomatics from the University of New Brunswick.

## **Russell G. Chew, Managing Director and COO**



- Russell G. Chew is a Managing Director to NEXA, advising on financial and operational matters for the aerospace sector.
- Russ is also a Senior Advisor to the CEO and board of JetBlue Airways.
- Prior to joining NEXA, Russ joined JetBlue Airways as Chief Operating Officer in March 2007 and was named President in September 2007. Russ was responsible for the low-fare airline's reliable and safe operations of more than 600 daily flights to 52 cities in eight countries.
- Prior to joining JetBlue, Mr. Chew served as Chief Operating Officer for the Federal Aviation Administration from 2003 through 2007. Here he organized many of the NextGen programs coming together today.
- Until then, Russ was with American Airlines for 17 years. Mr. Chew held a number of positions of increasing responsibility within the System Operations and Operational Planning functions of American Airlines.
- Russ attended Stanford University for his undergraduate studies and earned his doctoral degree from the University of Southern California.



# NEXA Principals

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## **Tulinda Larsen, Principal**



- Tulinda brings more than 30 years of transportation industry expertise to develop strategic and technical solutions for clients.
- She is an internationally recognized expert on the maritime and aerospace industries.
- Prior to joining NEXA, Tulinda directed analytical, consulting, and research services for several transportation companies, including SH&E and OAG. Before moving to the private sector in 1987, she worked for the Office of the Secretary, U.S. Department of Transportation.
- She is a private pilot, past-President (2001) of the Aero Club of Washington DC, member board of directors (2005-2006) International Trade Data Users, member International Aviation Woman's Association, member International Aviation Club, member Royal Aeronautics Society, member various committees of Transportation Research Board, National Academies.
- Tulinda holds a master's degree in economics; a bachelor's in political science from The George Washington University and is currently pursuing a doctorate in management.

## **Pete West, Principal**



- Pete applies more than 30 years of legislative, political, governmental policy and strategy, and organizational experience to address client needs.
- He is a well-known, highly-respected advocate before federal, state, local and international levels of government, as well as the media, with emphasis on the U.S. Congress and agencies with jurisdiction over aviation /transportation.
- Prior to joining NEXA, Pete provided contract support (as President of West Advocacy) for the NextGen Air Transportation System/JPDO for 6 years; was Senior Vice President, Government & Public Affairs, for the National Business Aviation Association for 17 years; Manager, Legislative Affairs for Delta Air Lines, Inc., for 7 years; and served 3 years as Legislative Asst. to U.S. Rep. Doug Barnard, Jr. (D-GA).
- Pete's relevant activities and honors include Chairman, ATCA Publicity & Public Relations Committee; Honoree, Aviation Week & Space Technology 45th Annual Aerospace Laurels; Rep/Co-Founder of the Aviation & Space Stakeholders Coalition, National Aviation Associations Coalition, General Aviation Coalition; Past-President and 25-year Board Member, Aero Club of Washington; Air and Space Heritage Council; Partnership for Improved Air Travel; Member, International Aviation Club; Co-Founder, Greater Washington Aviation Open.
- Pete earned his B.A. degree in Political Science from Davidson College.



# NEXA Officers

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## **James Hughey, Senior Vice President**



- Jim is an experienced professional with operational and strategic expertise in the logistics, transportation, and technology sectors where his roles have ranged from operations management to venture capital.
- He supports both NEXA and its clients in shaping business strategy and growing enterprise value through financial analysis and comprehensive due diligence.
- In a management consulting role with Accenture he advised several government agencies as well as private clients on logistics and technology issues ranging from strategic resource allocation to asset management and workforce efficiency.
- As an industrial engineer with UPS he supervised the implementation of its industry-leading technology rollout saving \$600MM through standardization and optimization of the package delivery cycle
- Jim earned his MBA from The Darden School of Business as well as dual Bachelor of Science degrees in Industrial Engineering and Manufacturing Engineering from Northwestern University.

## **Claudia Galea, Vice President**



- Claudia assists both public and private sector clients with their strategic planning, resource allocation and provides innovative initiatives for market leadership and revenue growth.
- With deep industry expertise, Claudia brings operational and strategic capabilities to support clients in the field of avionics and aircraft systems.
- Before joining NEXA, Claudia was a management consultant at Booz Allen Hamilton, where she assisted a public/private partnership (PPP) in the planning and development of NextGen
- At SH&E, she worked with airlines, corporate aviation operators and civil aviation authorities from emerging markets of Africa and the Middle East, to achieve operational efficiencies and regulatory compliance objectives. She conducted extensive market research and provided investment advice to private equity and aircraft leasing stakeholders.
- Claudia served as an internal consultant at London Luton Airport and supported a \$1.3B expansion growth opportunity.
- As a former Airline Pilot for Air Malta, she operated the Boeing 737 fleet in Europe, Middle East and North Africa.
- Claudia holds a Masters in Business Administration from Duke University's Fuqua School of Business and Warwick University (U.K.), and a Bachelor of Arts in International Relations from the University of Malta



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## Contact Information

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