



**Helping People
Restore and Sustain Companies**

Prowis Inc. is a business restructuring firm that works with companies and stakeholders to help restore value and sustain success. Our Aviation Practice was created to address the unique needs of this industry, offering a combination of operational, commercial and financial services provided by well-respected restructuring professionals.

Aviation Practice

Short-term investment, long-term effects.

We provide a range of advisory services to both owners and operators that address specific or holistic operational and/or financial issues.

Operator Services

- Restructuring consulting services including: refinancing, stakeholder management & negotiation
- Accounting & systems advice
- Supply chain management
- Management consulting services including: yield & revenue management, strategic planning, fleet planning, route & network optimization, benchmarking & customer service advice
- Communications & brand building

Owner Services

- Investment strategies
- Independent business reviews
- Asset management strategy & execution
- Formal & informal restructuring services
- Liquidation strategy & execution
- Taking possession of assets on behalf of owners
- Stakeholder negotiations
- Interim management
- Forbearance agreements negotiations
- Various advisory roles

Bringing stability to unpredictable circumstances requires knowledge and practice: We have both.

For a business, uncertainty can be even more dangerous than its closest competitors, especially in an industry ingrained in national pride and where customer confidence is vital. Uncertainty among a company's stakeholders can contribute to management becoming too focused on daily crises; the strategic perspective that is needed to be successful is lost. Prowis' understanding of the aviation industry from the inside helps stakeholders navigate the road back to success.

We build on competencies, helping companies and stakeholders through insight, creativity and experience.

We work with organizations to strengthen their teams and develop innovative strategies that leverage resources and improve the bottom line. Our team of Aviation Industry Professionals has been selected for its disciplined approach, restructuring skills and management experience. Few independent firms have our global network of resources, relationship-focused problem solving skills or leverage in this industry.

Together, we design new ways of thinking about business.

Our experience working with the spectrum of regional, national and international aviation businesses from airlines to Maintenance Repair Overhaul facilities provides our team with rare global insight into the challenges faced by many companies, regardless of location. When we combine our acquired wisdom and our familiarity with various stakeholders and their thought processes, we create a forum for negotiating resolution.

For more information and a no-cost discussion to take steps toward restoring and sustaining success contact **Jonathan Solursh, Principal, Prowis Inc., jsolursh@prowis.com 416.365.1200**



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Jonathan Solursh is a founding principal in Prowis Inc. Formerly with PricewaterhouseCoopers LLP, Jonathan's specialized aviation and restructuring experience includes international postings from North America, to the Caribbean, Central America, Europe, Africa, Asia and Russia. Providing strategic, crisis, and short to mid-term management, Jonathan's diverse background in industries including manufacturing, transportation, construction and retail, to name a few, contribute to his innovative approach to aviation restructuring. He focuses on strategy, operational and balance sheet restructuring. His diplomacy and industry insight adds to his unique and well-respected team.

Albert Chappell is a former airline senior executive with over three decades of hands-on experience in both operational and strategic capacities. He has worked throughout Canada, the U.S., and the Caribbean, but has also traveled to clients as far as the United Kingdom, Africa and Eurasia. Albert has in-depth understanding of the operational and financial aspects of the aviation business and has managed complex distressed financial situations, as well as leading negotiations and building partnership alliances.

Dan McLaughlin brings a wealth of aircraft finance and restructuring expertise to the Prowis Aviation Practice. As a Director of Structured Finance for Bombardier Aerospace, he has financed many of the world's leading airlines and worked extensively with the aviation industry's top lending institutions to close a variety of complex, multi-structure transactions. As Bombardier's Workout Group Officer, he restructured airlines in the US, South America, Europe, and the Caribbean. In addition, Dan's 18 years of corporate finance experience provides the Prowis team with added depth in business planning, supplier and lender relationships, resource management and strategy development.

Terry Casey brings over two decades of global aviation experience. Most recently he was the North American Maintenance Repair and Overhaul practice leader, and Global Subject Matter Expert for PricewaterhouseCoopers' Global Air Transportation practice. His knowledge of strategic buying, negotiated settlements and supply change management, as well as his understanding of strategic supplier side relationships, adds specialized skills to the Aviation Practice.

Heather Brodie is a Chartered Accountant and former senior manager with PricewaterhouseCoopers in the Financial Advisory Services Group. Heather has cross-industry restructuring experience in real estate, manufacturing, transportation and retail, and this experience, in combination with her hands-on interim and asset management in the aviation industry, adds a unique dimension to the Prowis team.



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Jonathan Solursh

Principal, Prowis Inc., jsolursh@prowis.com 416.365.1200

Jonathan Solursh is a restructuring professional with financial, operational and strategic management experience. He leads the Aviation Team at Prowis, providing strategic, crisis, and short to mid-term management or advice to operators and stakeholders. His specialized knowledge and hands-on interim management experience has been utilized on client matters from North America to the Caribbean, Central America, Europe, Africa, Asia and Russia.

Prior to joining Prowis Jonathan was at PricewaterhouseCoopers in the Financial Advisory Services Group. Jonathan's diverse background in restructuring and refinancing transactions in industries including airlines, airline maintenance repair and overhaul facilities, aircraft leasing and trading, manufacturing, steel, trucking, construction, telecommunications and retail to name a few, contribute to his innovative approach in aviation restructuring. Jonathan's breadth of skills has allowed him to work with highly complex and sensitive multi-jurisdictional matters. He is well-respected for his incisive guidance and thorough understanding of finance, operations and human resources.

A selection of recent business engagements saw Jonathan as a Strategy Advisor to a European National Flag carrier, the Chief Restructuring Officer to a tier-one auto part manufacturer, Restructuring Advisor to the management group of entities undergoing restructuring, and as trusted Advisor to some of the largest lending institutions who were stakeholders in Airline restructuring.

Jonathan's experience encompasses helping owner-managed companies ranging from \$50.0 million to in excess of \$1.0 billion in revenue, to advising multi-national and public companies in restructuring scenarios. In addition, he has acted as a Court Officer in large restructurings in both aviation and other industries.

Jonathan sits on the Board of Directors of The Canadian Shaare Zedek Hospital Foundation and contributes extensively to the strategy, direction and fundraising efforts of this important Medical Centre in Israel. He earned his Bachelor in Business Management from Ryerson University and is a Chartered Accountant. He is a licensed pilot who enjoys flying, trekking in the mountains and skiing when he is not spending time with his family. His humble, yet animated approach to life makes him an indispensable part of the Prowis team.



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Albert Chappell

Director, Prowis Inc., achappell@prowis.com 416.365.1200

Albert is a former airline senior executive with over three decades of hands-on experience in both operational and strategic capacities. He is a former President and COO of an International carrier, a Canadian regional airline, and a senior executive with Canadian Airlines International where he held a variety of positions.

As a member of the Aviation Team at Prowis, he is applying his customer service experience, skills with unionized environments, real estate issues, transportation and process management to the practice. He has worked throughout Canada, the U.S. and the Caribbean, and has also traveled to clients as far as the United Kingdom, Africa and Eurasia.

Albert's in-depth understanding of the operational and financial aspects of business restructurings earned him a reputation for providing grounded, experienced guidance. His direct, applied approach to client engagements builds confidence in working in complex distressed financial situations, leading restructuring negotiations and partnership alliances and preparing operational analysis from product positioning to technology.

His operator perspective makes him an insightful and vigilant mediator in complicated circumstances allowing him to recognize challenges and devise solution early in a process. Business partners and clients alike value his tact and confidence, and his sound knowledge of the industry adds an informed viewpoint to the Aviation Practice.

Albert's passion for life and new experiences has resulted in many travel adventures for him and his wife and two daughters. They currently reside in Halifax, Nova Scotia where Albert swims regularly, enjoys sailing and racquetball, and of course, storytelling.