MISSION

Who We Are
We are a boutique international law firm with offices in Washington, D.C. and Mexico City. Since our establishment in 2003, we have successfully closed more than 100 cross-border aviation financing transactions totaling over US$5 billion and involving 30 countries.

Chambers USA: America's Leading Lawyers for Business has noted that industry professionals rank our firm as “one of the preeminent aviation finance groups in Washington D.C.”

What Makes Us Different
We are a diverse team of industry experts sharing a common goal and business philosophy: a focus on quality of service, not billable hours.

We use our collective knowledge and experience to provide consistent service and clear legal guidance in a cost-effective manner.

How We Do It
We are known for running smooth closings as deal counsel in complex financing transactions. We do this by taking the time to train our associates, legal assistants and support staff to be service-oriented and meticulous. We adhere to an organized and detailed action plan and maintain effective communication lines among the working group.

Promoting a respectful, collegial and composed work environment is essential to us. This is the culture that guides all aspects of our work.

AVIATION PRACTICE

We have advised clients on a variety of cross-border transactions involving the leasing and financing of helicopters, business jets, commercial and cargo aircraft, and aircraft equipment and services. These transactions have involved export credit agency financings, capital markets offerings, floor plan facilities, leveraged leases, finance leases, operating leases, conditional sale agreements, secured loans, sale-leasebacks, refinancing of bridge loans, sovereign guarantees, and pre-delivery payments (PDP) financings.

We have worked on a number of transactions that required the operation and registration of aircraft and security interests in the United States and in the following jurisdictions:

- Australia
- Bermuda
- Brazil
- Canada
- Cayman Islands
- China
- Costa Rica
- Czech Republic
- Egypt
- El Salvador
- Ethiopia
- Ireland
- Indonesia
- Japan
- Malta
- Mexico
- Morocco
- Myanmar
- Philippines
- Romania
- Slovakia
- Saudi Arabia
- Senegal
- Singapore
- Thailand
- Turkey
- United Kingdom
- Vietnam

EXPERIENCE

Our firm has served as outside counsel to lenders and export credit agencies, including the Export-Import Bank of the United States, on numerous aviation financing transactions. In this capacity, we managed each deal through closing. We have been responsible for the drafting and negotiation of transaction documents, selection of and coordination with local counsel, review and collection of conditions precedent requirements, and management of security filings and aircraft registrations.

Our representation of Ex-Im Bank has been recognized with multiple industry awards:

- 2016 Export Credit Deal of the Year award from Airfinance Journal for the French lease structured Ex-Im Bank guaranteed financing of Boeing 737 aircraft purchased by SunExpress.
- 2012 South America Deal of the Year award from Airfinance Journal for the purchase of engine overhaul services by GOL Linhas Aéreas S.A. financed through the direct issuance of Ex-Im Bank-backed bonds.
- 2012 Deal of the Year award from Trade Finance Magazine for the guaranteed financing of ten Boeing 787 (Dreamliner) aircraft for Ethiopian Airlines.
- 2012 Africa Deal of the Year from Airfinance Journal for the guaranteed financing of ten Boeing 787 (Dreamliner) aircraft for Ethiopian Airlines.
- 2010 African Aircraft Debt Deal of the Year award from Jane's Transport Finance for the guaranteed financing of five Boeing 777 aircraft for Ethiopian Airlines.
- 2008 Latin America Deal of the Year award from Airfinance Journal for the guaranteed financing of four Boeing 777 aircraft for Tam Linhas Aéreas S.A.
Commercial and Cargo Aircraft

**Aeroméxico**
- Two Boeing 787 and fifteen 737-900 aircraft; credit guarantee facilities for goods and services
- Joint ECA Financing; Ex-Im Bank guaranteed loans; capital markets offerings
- Aircraft registered in Ireland and Mexico

**Air China Cargo**
- Five Boeing 777-200F aircraft
- Ex-Im Bank guaranteed loans
- Aircraft registered in the PRC

**Egyptair**
- Ten Boeing 737 aircraft
- Ex-Im Bank guaranteed loans
- Aircraft registered in Egypt

**Ethiopian Airlines**
- Six Boeing 737, one 767, ten 787 Dreamliner and eight 777 aircraft and GE spare engines
- Joint ECA Financing; Ex-Im Bank guaranteed loans; capital markets offerings
- Junior Loans from commercial bank and several development funds
- Aircraft registered in Ethiopia
- 2010 African Debt Deal of the Year – Jane’s Transport Finance
- Deal of the Year 2012 – Trade Finance Magazine
- Africa Deal of the Year 2012 – Airfinance Journal

**GOL Linhas Aereas Inteligentes**
- Forty Boeing 737 aircraft
- Engine maintenance services financing
- Ex-Im Bank guaranteed loans; capital markets offerings
- Aircraft registered in Brazil
- South America Deal of the Year 2012 – Airfinance Journal

**Japan Airlines**
- Two Boeing 767 and one 777 aircraft
- Joint ECA Financing
- Ex-Im Bank guaranteed loans
- Aircraft registered in Japan

**Latam Airlines**
- Four Boeing 777-300ER aircraft and one GE spare engine
- Ex-Im Bank guaranteed loans
- Italian tax leveraged lease
- Aircraft registered in Brazil
- Latin America Deal of the Year 2008 – Airfinance Journal

**Philippine Airlines**
- Four Boeing 777 aircraft
- Joint ECA Financing
- Ex-Im Bank guaranteed loans; capital markets offerings
- Aircraft registered in the Philippines

**Royal Air Maroc**
- Two Boeing 787 Dreamliner and twenty-three 737 aircraft
- Euro and USD denominated Ex-Im Bank guaranteed loans
- Aircraft registered in Morocco

**SIA Cargo**
- Three Boeing 747-400F aircraft
- Ex-Im Bank guaranteed loans
- French tax leveraged lease
- Aircraft registered in Singapore

**SunExpress**
- Eleven Boeing 737 aircraft
- Ex-Im Bank guaranteed loans
- French tax leveraged lease
- Aircraft registered in Turkey
- Export Credit Deal of the Year 2016 – Airfinance Journal

**TAROM Romanian Air Transport**
- Four Boeing 737 aircraft
- Ex-Im Bank guaranteed loans
- Aircraft registered in Romania

**Vietnam Airlines**
- Four Boeing 787 Dreamliner and four 777 aircraft
- Ex-Im Bank guaranteed loans
- Aircraft registered in Vietnam

**WestJet**
- Fifty-nine Boeing 737 aircraft
- Canadian Dollar-denominated Ex-Im Bank guaranteed loans
- Aircraft registered in Canada

**Business Jets**

**ABC Financial Leasing Co. Ltd.**
- One Gulfstream G450 aircraft
- Ex-Im Bank guaranteed loan
- Aircraft registered in the PRC

**AKLease**
- Two Gulfstream G450 aircraft
- Ex-Im Bank guaranteed loans
- Aircraft registered in Turkey

**ALE Aerolíneas Ejecutivas**
- Seven Hawker and one Beechcraft King Air aircraft
- Ex-Im Bank guaranteed loans
- Aircraft registered in Mexico

**Avia Service**
- One Hawker Beechcraft 390 Premier IA aircraft
- Ex-Im Bank guaranteed loan
- Aircraft registered in Brazil

**Luxury Business Jets**
- One Boeing 737 business jet aircraft
- Ex-Im Bank guaranteed loan
- Aircraft registered in Malta

**Minsheng Financial Leasing Co. Ltd.**
- Two Gulfstream G450 and three G550 aircraft
- Ex-Im Bank guaranteed loans
- Aircraft registered in the US and PRC
- First Ex-Im Bank financing of business jets in the PRC

**Myanmar National Airlines**
- Two Textron 208B Grand Caravan EX aircraft
- Ex-Im Bank guaranteed loans
- Aircraft registered in Myanmar

**Sansa**
- Eight Cessna 208B Grand Caravan aircraft
- Ex-Im Bank guaranteed loans
- Aircraft registered in Costa Rica

**Helicopters**

**Asesa**
- Two AgustaWestland AW139 helicopters
- Ex-Im Bank guaranteed loan with SACE counter guarantee
- Aircraft registered in Mexico

**CHC Helicopters**
- Eleven Sikorsky S-92A helicopters
- Ex-Im Bank and Export Development Canada (EDC) direct loans (represented both Ex-Im Bank and EDC)
- Operating leases for aircraft registered in the UK, Brazil, Ireland, Norway, Canada and the Cayman Islands

**Lider Aviação**
- Seven Sikorsky S-92A and twenty-one S-76C++ helicopters
- Ex-Im Bank guaranteed loans
- Aircraft registered in Brazil

**Milestone Aviation Group**
- Eighteen Sikorsky S-92A helicopters
- Capital markets bonds guaranteed by Ex-Im Bank
- Operating leases for aircraft registered in Norway, UK and Brazil
- First and largest Ex-Im Bank guaranteed issuance by a helicopter leasing company

**Omni Táxi Aéreo**
- Seven AgustaWestland AW139 helicopters
- Ex-Im Bank guaranteed loans with SACE counter guarantee
- Aircraft registered in Brazil

**VIH Aviation Group**
- Two Sikorsky S-92A helicopters
- Ex-Im Bank guaranteed loans with EDC counter guarantee
- Operating leases for aircraft registered in Canada and Australia
GERALDINE R.S. MATAKA | gmataka@robertwraypllc.com

Ms. Mataka is the Managing Member of the firm. She practices in the areas of international commercial and financial law, with a focus on aviation finance.

Ms. Mataka has extensive experience representing clients in the financing of aircraft, engines and other aviation equipment and services for commercial airlines, operating lessors, financial leasing companies, and helicopter lessors and operators. She has advised lenders and export credit agencies on a variety of aviation financing transactions involving capital markets offerings, finance and operating leases, floor plan facilities, subordinated debt and pre-delivery payments financings. Ms. Mataka has represented the Export-Import Bank of the United States (Ex-Im Bank) for many years and has been lead counsel in a number of novel and noteworthy transactions, including the first and largest Ex-Im Bank guaranteed bond issuance by a global helicopter leasing company for the financing of Sikorsky helicopters.

Ms. Mataka also has substantial experience in a variety of other cross-border matters, including microfinance, project finance, and political risk insurance. She has been recognized by Who’s Who Legal: Transport as a leader in the field of aviation finance.

She received her B.A. from the University of Virginia and earned her J.D. from George Mason University School of Law. She is admitted to practice in New York and the District of Columbia.

BOK S. LEE | blee@robertwraypllc.com

Ms. Lee is a member of the firm and specializes in international commercial and general corporate law, focusing her practice on aviation finance. Ms. Lee has represented the Export-Import Bank of the United States (Ex-Im Bank) in numerous Ex-Im Bank-supported and direct financing transactions for Boeing, Gulfstream and Cessna aircraft; Sikorsky and AgustaWestland helicopters; spare engines and other transportation-related equipment. Transactions have involved a variety of structures, including capital markets offerings, French and Italian tax leases, and finance and operating leases, for commercial airlines, helicopter operators and leasing companies. Ms. Lee has also assisted Ex-Im Bank on a broad range of portfolio management issues such as restructurings due to changes in local tax regimes, re-registration of aircraft, subleasing of aircraft and insurance settlements.

In addition to her aircraft finance practice, Ms. Lee has extensive experience in cross-border transactions in a vast array of sectors including microfinance, satellite and telecommunications.

Ms. Lee received her B.A. from the University of Virginia and earned her J.D. cum laude from American University, Washington College of Law. She is admitted to practice in the District of Columbia, Maryland and Virginia (inactive).

MARIANO GOMEZPERALTA C. | mgomezp@robertwraypllc.com

Mr. Gomezperalta is a member of the firm and practices in the areas of structured finance, international trade and political risk. Mr. Gomezperalta is uniquely qualified to advise clients on both U.S. and Mexican legal issues related to aviation finance. He has acted as U.S. counsel to the Export-Import Bank of the United States in the financing of aircraft, engines, equipment and services for airlines and operators in various jurisdictions. Mr. Gomezperalta has represented lenders as Mexican counsel in connection with the cross-border financing of aircraft utilizing Mexican trusts and other secured financing structures. He has also advised lenders, consortia and governments on project finance and airport privatization projects in Latin America.

Mr. Gomezperalta has extensive experience in international trade and dispute resolution proceedings. He has advised companies and foreign governments on a variety of trade and investment matters under NAFTA and WTO, including international trade negotiations, cross-border services, anti-dumping practices and arbitration. He has also served as an arbitrator in NAFTA arbitration proceedings.

Mr. Gomezperalta is a graduate of the Harvard Law School where he obtained a Master of Laws. He earned a Licentiate in Law at UNAM University in Mexico City and a Licentiate in Economics at Universidad Iberoamericana, Mexico City. He is licensed to practice in New York and in Mexico.

YASMIN TASAN | ytasan@robertwraypllc.com

Ms. Tasan is an associate practicing in the areas of aircraft finance and international arbitration. Ms. Tasan has represented the Export-Import Bank of the United States and commercial lenders in a variety of aircraft financing transactions. She has been involved in numerous cross-border transactions in jurisdictions across Europe, Asia, Africa, South America and Central America for the financing of commercial wide body aircraft, private business jets and helicopters. Ms. Tasan also worked on a successful investment arbitration claim against the Government of Belize under UNCITRAL Rules.

Ms. Tasan received her J.D. from American University, Washington College of Law (2013) and her B.A. in English and Art History from The George Washington University (2005). She is licensed to practice in New York and the District of Columbia.