



## Aviation & Transportation Infrastructure Finance

An Affiliate of Cloud Investment Partners





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# ABOUT US

**Cloud Advisors LLLP. was established in 2016 and** is the advisory affiliate of Cloud Investment Partners, an active lessor and trader of commercial aircraft and engines, and **Aerospace** private equity investor.

**The company provides** capital sourcing, strategy, and other advisory services to clients in the **Aviation**, general Transportation and related Infrastructure sectors.

Focused



Strategic



Experienced



Our success will be directly linked to the success of our portfolio companies individually. By contrast with other firms who have large, diverse portfolios, and who de-emphasize the importance of any given investment, our entrepreneurial approach maximizes the chances for shared success.



*"We are entrepreneurs, not just Finance Managers, we pride ourselves on a long-term outlook. We approach each potential investment as an opportunity to create a long lasting and valuable relationship."*



## OUR EXPERIENCED TEAM



**Jack Campbell**

*Managing Partner*

Campbell is a 25+ year career veteran in transportation and infrastructure asset finance, arranging and structuring with over \$10 billion of financings in the aviation, rail, marine and other asset-intensive markets. In his early career with **CIS Corporation** during 1986 to 1997, he headed several of CIS's equipment leasing businesses with a focus on transportation assets, ultimately service as Executive Vice President. After leaving CIS he went on to join **Credit Suisse** where he was a member of the Transportation, Logistics & Supply Chain Finance investment banking team in New York, primarily focused on large structured supply chain finance programs with transportation and automotive clients. Following Credit Suisse, he completed over **\$5 billion of aviation financings** while at **Aviation Banking** and led the Transportation Finance teams at: **Postbank (DeutschePost)** New York, **HSH Nordbank**, **HypoRealEstate Group** and **Old Hill**. **Campbell joined the Cloud Advisors LLLP** in 2016 which is the advisory and co-investment side of the business, to expand the firm's asset management and consulting platform.



Weiss brings over 20+ years in various roles within the aviation industry, focused on maximizing the value of aviation assets. In his early career, he started at **Aviation Systems International** where he spent 7 years in sales and sales management for this aircraft parts distribution company, as VP Sales growing the company to over \$50 million in revenues prior to being sold to Bank One Equity and Carlisle Group. He then went on to serve as VP of Sales for the **Aero Maintenance Group**, a start-up repair shop and parts distribution company and eventually sold to **Air France/KLM Group** in 2005. He continued to **Dovebid** in 2007 which was the the largest industrial auction firms in the world. In 2010 David joined the original founders of Dovebid to form **Heritage Partners**, which was active in auctioning and maximizing values of industrial equipment and facilities. Weiss is a licensed business broker and auctioneer, and has an extensive record of assignments in the aviation sector, including engagements with financial institutions such as **PNC, GMAC, Morgan Stanley, Wells Fargo**, and others to manage the sale of **EOS Airlines** (757 operator), **OASIS Hong Kong Airlines** (747-400 operator), and **Adam Aircraft** (OEM for VLJ aircraft). He also worked with the US Bankruptcy Court to sell **AeroThrust, Aveos Fleet Performance, Lufthansa Airmotive Ireland, and LTQ a Lufthansa-Quantas engine shop JV in Australia**. **Weiss is a Managing Partner of Cloud Investment Partners.**

**David Weiss**

*Managing Partner*





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# Learn about **OUR SERVICES** *Deep Financial Experience*



## **We Source & Arrange Financing**

- Debt and equity for Aircraft Leasing Companies, MRO's, and Aviation Parts businesses.
- Debt and equity for other Transportation sector & Infrastructure clients and projects.
- Asset Based Financing for carriers, operating companies and investors across the transportation, industrial and new agriculture sectors.



## **Strategic Advisory**

- Buy and Sell side advisory in the Leasing, MRO, Aviation Parts, and related aircraft markets.
- Distressed Situation advisory and asset liquidation.
- Remarket commercial aircraft and engines.
- Aircraft and engine end-of life management.





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# STRATEGIC FINANCIAL PARTNERS

Partial Funding Sources and Client Relationships







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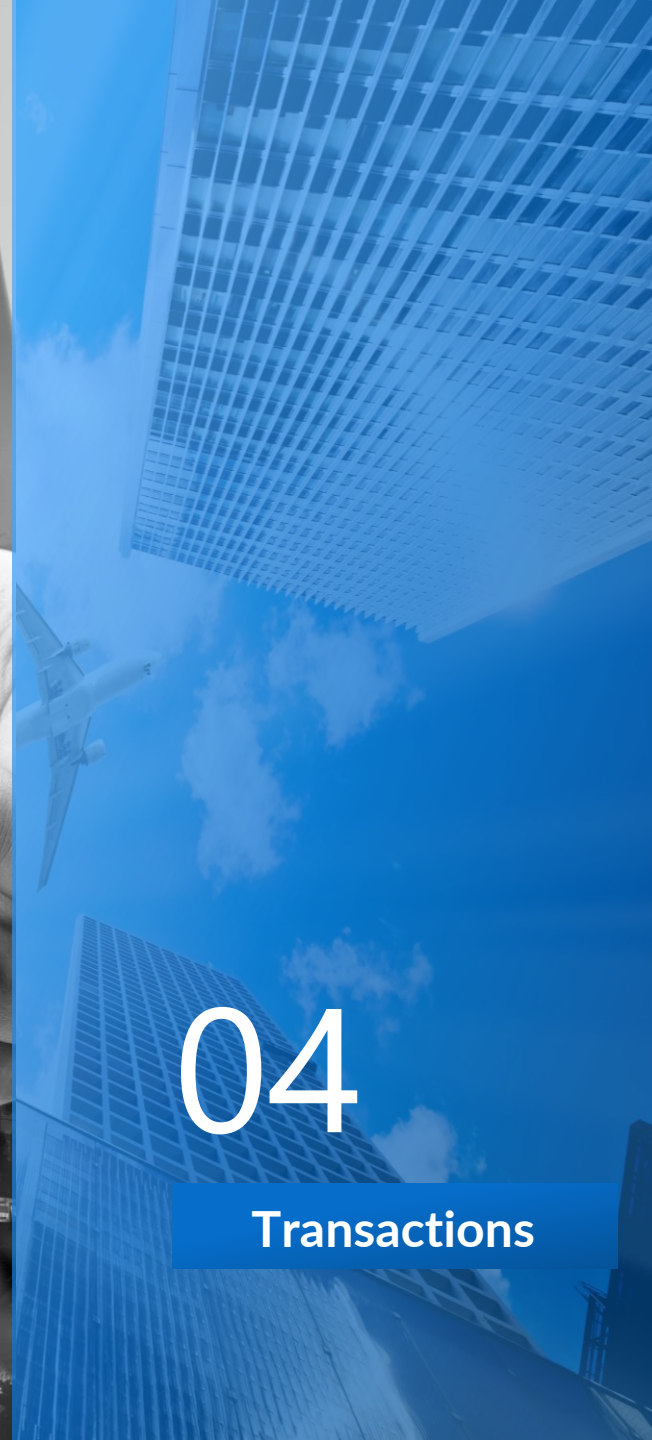
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# RECENT TRANSACTIONS



(2) 767-200 ER

**Arranged bridge loan** for an Aircraft Lessor/Trader's acquisition of 2 x 767-200ER aircraft. It was a US-based investor client acquired the aircraft from a European Lessor.



(5) 737-500's  
737-400

**Arranged term loan** for an Aircraft Lessor's sale and leaseback of 5 x 737-500 aircraft with a European Airline. Arranged bridge and term loans for Aircraft Lessor's acquisition, conversion, and lease of several 737-400SF's.



(1) Airbus H-175

**Sourced term financing** for a Lessor's new delivery of 1 x Airbus H175 helicopter.



(1) 747-400 CARGO

**Arranged term loan** for an Aircraft Lessor client's refinancing of 1 x 747-400 cargo aircraft.



# CONTACT US

We're Ready to Listen

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## Call Us:



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