# Marlon Mejia Rojas | Analyst – Aviation Assets



# **Professional Profile**

An accomplished aviation professional seeking to join an aviation finance firm. Extensive expertise in appraising asset values, encumbered valuations, and risk analysis. Ample technical and financial knowledge of commercial aircraft types, and structured finance. An outgoing personality enabling to onboard and foster relationships with colleagues and clients. Proven ability to complete aviation projects interacting at all levels in the organisation, through solid numerical, writing and communication skills and a results-oriented mindset. High attention to detail and flexible to complete diverse tasks. Commercial awareness to identify market opportunities that optimise portfolio returns.

#### **Core Skills**

- Problem solving and lateral thinking
- Risk analysis of operators/owner and by aircraft profile
- Proficient in Excel and Microsoft 365
- Proactive time management

- Structured finance and vehicles
- Analytical approach and numeracy
- Cultural Awareness and flexibility
- Inquisitive and apt learner

# **Career Summary**

# Jan 2023 - Jun 2023

# mba Aviation, London / Washington

# **Senior Analyst - Asset Valuations**

mba Aviation is an aviation consultancy that provides appraisals, asset management, risk and audit solutions to banks, lessors and operators. I engaged with lessors and banks exchanging information and providing values. I also analysed risk profiles and made inputs to the company's financial model. I joined the values and risk unit in the Washington HQ and then returned to set up the London office to better serve and expand the business in the EMEA region.

# Key Responsibilities

- Provided values and adjusted opinions and was in regular contact with the Dublin Leasing community
- Carried out encumbered valuations including a fleet of A220s to be placed in a JOLCO transaction
- Made large portfolio financial appraisals for European banks disposing of underperforming assets.
- Finetuned the generic risk matrix for NPV and made specific assumptions for lessee/borrower credit rating and aircraft ranking to generate discount rates for individual transactions.
- Appraised (32) 2004-2006 A320s and a pool of V2500 engines portfolio for JetBlue. The collateral for a revolver facility, along with the members of the team produced an informed advice on these assets.

# Key Achievements

Achieved and increase of 5% of commissioned work through new EMEA engagements

#### Nov 2020 - Present MMR Consulting, London Aviation / Aircraft Analyst

I provide fleet analyses to the parent company of a former employer. I have been engaged in sale campaigns and with some trading companies in the Southeast.

# Key Responsibilities

- Contributed to sourcing and selecting assets for trading and provided fleet, market and financial analyses for regional aircraft sale campaigns.
- Provide analyses of availability and technical characteristics of freighter feedstock.
- Made a full field-performance and value analysis for the upcoming A321XLR for an Airport in South America. Also took part in a feasibility study for an infrastructure investment project in this airport.

# Nov 2019 - Nov 2020 Aircraft Commerce, Horsham Staff Writer / Aircraft Analyst

Aircraft Commerce was an aviation publication and consultancy analysing the economics of passenger aircraft, engines, and the secondary market. Worked as a member of the editorial and consulting team. I had to provide high quality content for the magazine and internal and external consulting projects. Worked in association with the marketing director to materialise advertising sales concurrently with generation of content. Meeting tight deadlines was paramount.

#### Key Responsibilities

- Analysed fleet developments, value trends, and position of aircraft in their production cycle.
- Assessed trade in the secondary market as well as the options for conversion and part-out
- Produced bi-monthly features about aircraft leasing, trading, and maintenance
- Interacted with Airline CEOs, lessors, OEM and MRO representatives to gather market intelligence

#### Key Achievements

• Rolls-Royce had not advertised for 10 years. Whilst researching on the performance and architecture of the Trent XWB, I helped negotiate a £30,000 advertising contract by leveraging on contacts at the OEM

# Apr 2016 - Sep 2016

Ishka- Aviation Finance, London

**Associate Analyst** 

Ishka provides services to lessors about optimising aircraft trading, understanding liquidity, portfolio composition and comprehend the market and financial instruments. As part of the advisory team, I analysed financial statements and compared airline key metrics to give advice to clients. The company's aim was to become the leader in this segment.

# Key Responsibilities

- Analysed sale and leasebacks, ABS, EETC, and JOLCO transactions as part of advisory projects
- Assessed lessors' exposure to market and to fleet decisions made by operators
- Generated insight reports and analysed OEM orderbooks and aircraft marketability

#### Sep 2013 - Dec 2015

Cirium - Ascend, London

Aviation Analyst - Appraiser

Cirium offers analysis, values and opinions to lessors, banks, operators and OEMs. I was responsible for delivering desktop appraisals and future values to clients. My engagement involved work in regional, narrowbody and widebody aircraft . I was also involved in obtaining data points and talking to key players in the sector. The objective was to offer the best consulting product and up-to-date values to the market.

# Key Responsibilities

- Presented appraisals and market commentaries for all commercial aircraft types.
- Represented the company at ISTAT conferences and events in the annual calendar.
- Worked in a cross-functional team, reporting at different levels within the organisation.
- Presented findings to clients and explain complex concepts in simple terms

# Key Achievements

• I analysed the return conditions and reserves on a lease of four ERJs between Embraer and a Jersey Based SPV. The discrepancies led to a lease review that was challenged by the SPV and was used in Court. My work generated a new line of business with Embraer and the claims division. A new client base was incorporated.

# Education

- MSc in Air Transport Management | Cranfield University MSc in International Business | Aston University
- BEng. Industrial Engineering | UTP

# Additional

Languages

Englis, Spanish

# **Awards**

- Centennial Scholarship Royal Aeronautical Society -Advance research in Cabin Space Allocation.
- Chevenning Scholarship British Council Granted for Academic and Professional Achievements.

References (other available under request)

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