



Burnham Sterling Advises Hawaiian Airlines on Japanese Yen Financing of Two Airbus A321neo Aircraft

By

Published: July 30, 2018 7:00 a.m. ET

GREENWICH, Conn., July 30, 2018 Burnham Sterling & Co. LLC (Burnham Sterling), a financial advisory firm specializing in large asset financing, today announced it acted as exclusive financial advisor to Hawaiian Airlines [HA, +0.00%](#) for the Japanese yen (JPY)-denominated financings of two Airbus A321neo aircraft. The transactions are Hawaiian's first-ever JPY financings.

"The Burnham Sterling team helped us develop and execute this successful, low-cost financing," said Shannon Okinaka, Chief Financial Officer at Hawaiian Airlines. "For these aircraft, we wanted a financing solution that served the dual purpose of providing a natural hedge to our growing JPY revenues and lowering our financing cost, and we achieved a fixed, 12-year coupon of approximately 1.0%. We were very pleased with Burnham's JPY-investor placement capabilities and their valuable help simplifying our first foreign currency transaction."

"We knew we could achieve good execution for this transaction due to our strong relationships, especially in the Japanese market," said Michael Dickey Morgan, Executive Managing Director at Burnham Sterling. "After introducing the Hawaiian story to many Japanese financial institutions, we were able to close two transactions that exceeded even our high expectations."

Burnham Sterling structured and placed the transaction with two institutional investors in Japan.

About Burnham Sterling Burnham Sterling is a specialized financial advisor focused on the transportation and other large asset financings. Burnham Sterling has closed billions of dollars in financings for clients such as Airbus, Avianca, Delta Air Lines, Hawaiian Airlines, SAS, United Technologies Corporation, and many more. Transactions include debt placements, tax-subsidized leases and operating leases. Burnham Sterling is affiliated with Greenwich Aircraft Leasing, a lessor/manager of 32 commercial aircraft on lease to major airlines in Europe and the Americas. For more information visit the company's website at www.burnhamsterling.com.

For more information please contact:

Matt Dallas
Burnham Sterling