

Non-Recourse

Although the stakeholders of Seaway Heavy Lifting were enthusiastic about investing in the "Oleg Strashnov", they recognised a small obstacle prior to achieving the investment: Money. Ship financing in those days was normally arranged by around 80% external financing. With a total investment programme of close to half a billion USD, the calculations were easy: find 400 MUSD. Of course SHL had discussed this investment with various banks, and backed by the big names of Acergy and Lukoil, financiers were eager to enter into transactions. The stakeholders were pleased to note their interest, though they added a small word to the proposed loan arrangements: Non-recourse. Which means: No backing, guarantees or aid from us, please arrange yourselves. The number of bankers visiting our offices dwindled straight away. However, amongst others, ING Bank remained interested, and together the lengthy

and painstaking process of arranging such non-recourse deal was almost completed. Almost. At the very last moment, already after the formal sanctioning of the project and during the early stages of the financial close, one of the shareholders had a problem signing one of the 300 or so documents. During 'Hemelvaart' day (Ascension Day) 2007, a private jet was arranged to fly to Kaliningrad, Russia, followed by meetings in Moscow, Amsterdam, London, conference calls all over the world and a couple of hundred e-mails to solve the problem. Within one week, on the 25th of May 2007 financial close took place in London with Seaway Heavy Lifting's Chief Financial Officer, Arjan van der Laan, ending this episode with the beautiful scenery of the CFO, drinking in good company on the banks of the river Thames, celebrating the end of all negotiations and paperwork, missing the last plane to Rotterdam entirely and ending up in Antwerp.

Oleg Strashnov

entering Flushing Harbour for the first time, 2011

