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Bonds
Deals of the Year 2025

BANK DEBT DEAL OF THE YEAR

THE ART OF COLLABORATION IN COMMERCIAL BANKING

Transaction: Hafnia's \$715 Million Senior Secured Revolver and \$417 million Accordion
Winners: ING Bank, BNP Paribas, Société Générale, DBS Bank, OCBC, UOB, SEB, Standard Chartered, Taishin International, E.Sun Commercial

Hafnia's \$715 million secured reducing revolving credit facility wasn't just another "rinse and repeat" roll-over refinancing; to the contrary - it was elegant redesign of the company's current (and future) balance sheet – and a case study in the art and strategy of forming bank debt.

Like most award-winning deals – this transaction accomplished multiple goals: it optimized

leverage, reduced costs, extended tenor, and provided flexibility through an accordion of up to \$417 million financing for future financing/refinancing of up to 19 vessels — all in a single execution. The use of a revolving structure is compatible with Hafnia's nimble and opportunistic fleet management strategy by providing the flexibility to make vessel substitutions, releases, and drawdowns as market conditions evolve.

Just as importantly, even the syndication of this transformational loan was thoughtful and strategic. ING Bank N.V. invited a group of 11 premier international banks, combining both long-standing European shipping lenders while simultaneously expanding the company's geographic diversification by including a group of Asian relationship banks. In our view, that level of diverse participation reflects not just an affir-

mation of Hafnia as a best-in-class borrower – but also in the transaction structure and execution.

Here's how this deal came to be: Faced with multiple loan facilities maturing in 2025–2026, the team at Hafnia spotted an opportunity to consolidate these facilities into a single, scalable structure that would both reduce funding costs and future-proof the balance sheet. With the assistance of Facility Coordinator & Loan Facility Agent, ING Bank N.V., Singapore Branch, Hafnia created a seven-year amortizing reducing revolver with 55% leverage secured by 26 vessels and an age-adjusted profile of 20 years — lowering funding costs while materially improving balance-sheet flexibility and created gearing and transaction-level economics that was attractive to lenders.



GENCO RAISES THE BAR WITH \$600 MILLION SUSTAINABILITY-LINKED RCF

Transaction: Genco Shipping's \$600 Million Sustainability Linked Revolver

Winners: Nordea, DNB, SEB, ING, CTBC, First Citizens

The drybulk market in 2025 gave shipowners an unusual combination of challenges: strong balance sheets, limited leverage, and scarce investment opportunities worth pursuing. For those willing to act boldly, however, it also offered something rare, the kind of commercial banking environment where a well-run operator could walk into the market and come out with a deal that was better on every single metric. Genco Shipping & Trading Limited, the largest U.S.-headquartered drybulk owner, did exactly that. In July 2025, the company closed a \$600 million sustainability-linked revolving credit facility, a landmark transaction that increased borrowing capacity by 50%, tightened pricing, extended maturity, and delivered a structure the market immediately recognized as exceptional.

The headline numbers are impressive on their own. Borrowing capacity grew from \$400 million to \$600 million, a \$200 million increase achieved at better pricing than the

previous facility. The bottom end of the margin grid was reduced by 10 basis points to SOFR + 1.75%, with the full range running from 1.75% to 2.15% based on the company's net debt to EBITDA ratio. A sustainability-linked margin ratchet of +/- 5 basis points ties the facility's economics directly to Genco's decarbonization performance targets. Commitment fees on undrawn amounts fell from 0.74% to 0.61%. Maturity was extended to July 2030. The facility was oversubscribed.

But the numbers only tell part of the story. What truly sets this transaction apart is its structure. The 100% revolving facility, with no term loan component and a 20-year repayment profile with no commitment reductions until March 31, 2027, gives Genco something most shipping companies would envy: complete financial flexibility. The company can voluntarily pay down debt without losing access to that capital, and draw it back the moment the right opportunity presents itself. An accordion feature

provides an additional \$300 million of incremental capacity, and a vessel replacement mechanism allows the 42-vessel collateral pool to evolve as the fleet modernizes, permitting the sale of older assets so long as qualifying replacements are added.

As Peter Allen, Chief Financial Officer of Genco, commented: "Our recent success closing on a \$600 million credit facility underscores the continued support of our existing bank group and further strengthens our ability to pursue accretive growth opportunities for the benefit of shareholders. In addition to significantly upsizing our borrowing capacity, other favorable terms of the credit facility include improved pricing, extended maturity to 2030, and a repayment profile of 20 years with no scheduled commitment reductions until March 2027. The 100% revolving structure also enables us to continue to voluntarily pay down debt while maintaining access to growth capital. Genco has built a differentiated capital structure

that offers a solid risk-reward dynamic given our fleet's high operating leverage combined with our low financial leverage."

The market's confidence in the Genco platform was validated almost immediately. With \$500 million of the facility remaining undrawn at closing, the company deployed capital to acquire three 2020-built Capesize and Newcastlemax vessels, increasing fleet asset value by approximately 20% and growing the fleet to 45 ships on a proforma basis, with Capesize exposure reaching 50% of fleet value.

Nordea served as Sole Coordinator, Bookrunner, MLA and Administrative Agent. DNB, SEB and ING each served as MLA and Bookrunner. CTBC participated as MLA and First Citizens as Co-arranger. White & Case advised the lender group. Congratulations to all involved.

