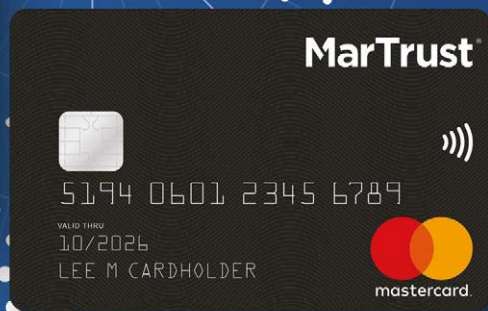
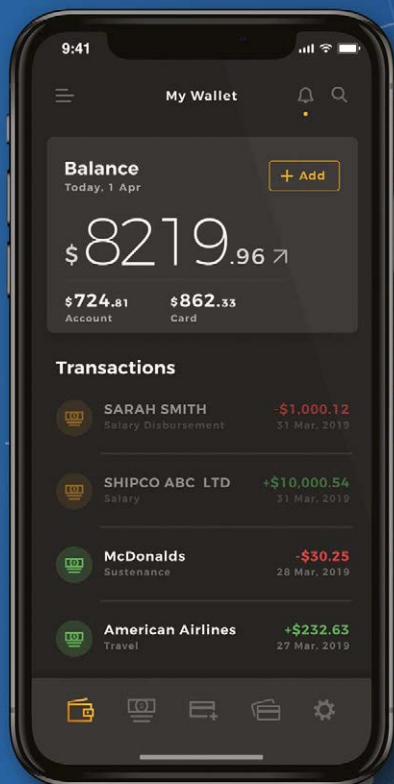


FOR SHIPPING  
COMPANIES

See how 200  
of the biggest  
names in shipping  
and manning are  
improving their crew  
payments process



# Over 200 maritime companies use us for their crew and maritime payments

**\$12B**  
Payments per year

**200**  
Shipping companies

**50,000**  
Transactions monthly

**105**  
Countries, crew payment



## For Shipping Companies For Seafarers

- Supplier payments
- Cash-to-Master
- E-Wallet
- Crew card
- Company card
- Compliance

### Some of our 200 customers



“Remitting wages isn’t the core business for a shipping company, so MarTrust’s E-Wallet solution enables us to return business to where it belongs, reducing our workload.”



# Anglo-Eastern chooses MarTrust's E-Wallet solution to manage payments, ensure compliance, and protect seafarers



involves less risk and cost compared to the more cash-based solutions that are typically seen across our industry. ”

MarTrust's E-Wallet and card optimises the payment process for ship owners and operators. This enables crews to receive funds quicker compared to traditional

banking routes, and provides them with complete control of their funds and online purchases, with reduced risk and lower transaction costs.

They also have the ability to quickly transfer money to anyone at any time – in particular, sending much-needed financial support to their families.

“ The MarTrust solution allows our seafarers to receive funds in an E-Wallet managed by an entity approved by, and operating under, the UK's Financial Conduct Authority.

This not only allows individual crew members to decide what portion, if any, they wish to repatriate; it also allows us, as a company, to be compliant with relevant trade and economic sanctions.

Furthermore, we see the solution as a step in the right direction with regard to the digitalisation of our services, and one that



**Carsten Ostenfeldt**  
COO of Anglo-Eastern

*To see how we can help shipping and manning companies pay seafarers – go to [www.martrust.com](http://www.martrust.com)*

## Bourbon implements MarTrust's E-Wallet solution to pay their seafarers and support seafarer welfare



employment agreements, and now the E-Wallet is the latest digital development to ensure that they receive their wages safely and securely, and with the freedom and ability to do with it what they choose. ”

“ Our key goal is to attract and retain the very best seafarers and to actively contribute to their personal growth within our organisation.

This means ensuring that all areas that impact their lives while at sea are at the highest level, from communication and sourcing of stores, health and safety, as well as how they are remunerated and receive their hard-earned salaries.

We recently introduced an attractive pension scheme for our seafarers, as well as a digital signature platform for



The E-Wallet can be accessed anywhere and at any time online or via a mobile app.

From there, funds can be easily and securely transferred directly to crew to pay whatever is required, be it salaries, bonuses, overtime or cash advances.

The E-Wallet and card also reduce the need for seafarers to manage or store significant amounts of cash, providing increased security.

By using the card, cash can be accessed at any Mastercard®-supported ATM or bank teller around the world, and the card can be topped up in different currencies for increased flexibility.

**Suraj Maharaj**  
MD Bourbon Marine Services Greenmar

*To see how we can help shipping and manning companies pay seafarers – go to [www.martrust.com](http://www.martrust.com)*

## Why?

### The problem for seafarers:

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The process for transferring money from employer to seafarer, and from the seafarer to their family, has been unnecessarily complex and expensive.

The process included employers spending many administration hours dealing with payroll payments, due to the global cross-section of seafarer nationalities and the requirement to make these payments (usually in USD/EUR/GBP) to seafarers' domestic bank accounts.

Further to this, payments can take several days to arrive and there are also many instances of salary payments being made in cash whilst onboard.

This raises many issues regarding the security of cash, and in turn the complex process it requires to send home. When paid in cash, seafarers have to keep their funds safe whilst onboard and must wait until they are in port before they are able to send money to their families using exchange

houses. These payments incur high transaction costs and expensive FX charges.

In short, the maritime industry relies upon multiple urgent, cross-currency and cross border microtransactions to ensure smooth and reliable trading. In conjunction with this, the regulatory landscape and sanctions on Anti-Money Laundering (AML) and Combatting the Financing of Terrorism (CFT) are becoming increasingly complex.

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### And the solution:



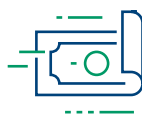
**Easy-to-use  
app for  
crew**



**Cheaper  
to send  
money**



**Better foreign  
exchange  
rates**



**Get paid  
quicker**



**Easier to  
control and  
manage funds**



**Fewer  
paper \$,  
so safer**



# Captain Igor Petrenko from EXMAR talks about his E-Wallet



## Meet Captain Petrenko from EXMAR

**Stephen Hedge, MarTrust:** Captain, can you tell us a little about yourself including how long you've been sailing?

**Captain Petrenko:** Sure, I started sailing when I was 20 years old in 2001 and have been sailing almost 22 years now. I've been with EXMAR since 2007 and have been a Captain since 2014.

## A diverse crew of multiple nationalities

**Stephen:** How many crew members do you have on your vessel, and where are your crew members from?

**Captain Petrenko:** Usually, we have 20-24 crew members, depending on the vessel size. The crew members are all different nationalities; we have officers from Belgium, Jamaica, Ukraine, and Croatia. We have many Ratings from the Philippines.

## On the MarTrust experience for crew

**Stephen:** Moving on to the MarTrust E-Wallet, have you started using it yet? What has your experience been like?

**Captain Petrenko:** I have been using it for two months already. I installed the app and it has been very user friendly - I like using it.

I've loaded and reloaded money from my E-Wallet to my card, this is very useful. I also exchanged from EUR to USD and vice versa.

I observed that the exchange rate is very good.

The FX rates are more competitive than the banks, for sure.

So far, I have made a few transactions. For the first transaction, though, it takes some time to set up because it's important that you input your information correctly.

**Stephen:** Does the MarTrust E-Wallet and card make it easier for you and your crew to make payments in-port and to send money home?

**Captain Petrenko:** Yes, I agree with that. The app is very user friendly! As I said, the only thing that takes some time is setting up the first transaction. Then after that, if you're using the app day by day, it's very easy.

**Stephen:** Would you recommend MarTrust to other Captains and seafarers?

**Captain Petrenko:** Yes, absolutely! I can recommend MarTrust as I have been using it for two months and I have not had any problems or issues, which is very good.

I can trust this - maybe that's why it's called MarTrust.

## Committed to improving crew welfare worldwide

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### Crew welfare is at the core of MarTrust's purpose.

World trade is powered in large part by commercial shipping. And commercial shipping is totally reliant on seafarers.

As a result, we believe crews have, and deserve, a special status.

Our part of the crew welfare picture is crew payments.

We believe crews and their families have a right not to worry about getting paid in full and on time.

COVID has introduced many difficulties for crews and their families. These issues stem from a historically high reliance on cash/physical money in maritime, and suboptimal ways of paying and transferring money around the world.

The war in Ukraine has further exacerbated these immense challenges, for many seafarers and their employers, as banking systems are either shut down or hard to reach.

The crew welfare technology powering MarTrust enables crews to receive, hold, transfer and spend money without being dependent on fully functioning banking systems.

We all need seafarers to continue to facilitate global trade for energy, food and much more.

At MarTrust, we're proud to do our bit to help them.



**Domenico Carlucci**  
CEO, MarTrust

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# FinTech meets Maritime

MarTrust®

We'd love to chat to you  
about your needs, contact  
us for a chat or a demo with  
the form at [martrust.com](https://martrust.com)



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