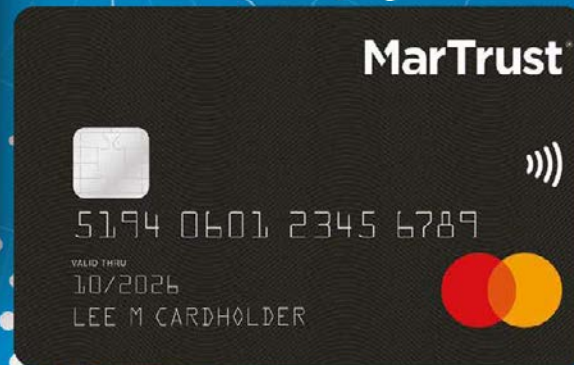
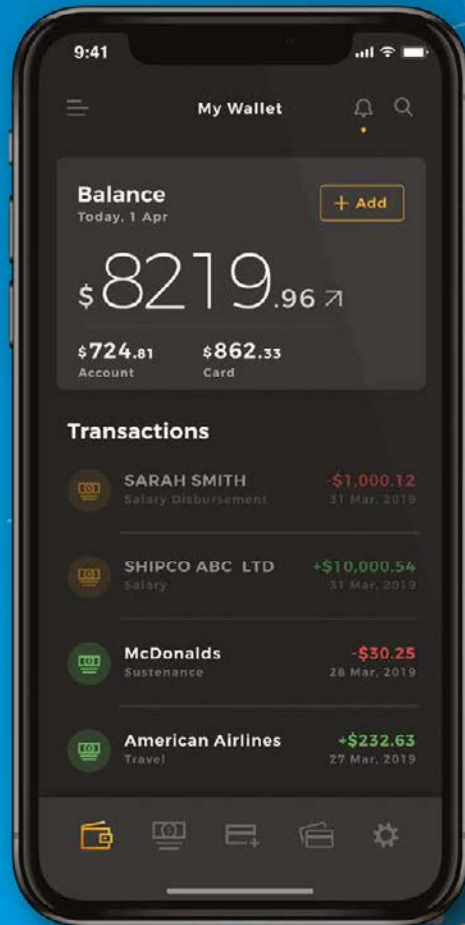


FOR CREWING TEAMS



# How to simplify crew payroll payments

# The problem for crewing teams

**Processing payroll payments to crew from many different countries spread across the globe can be expensive and an administrative burden for crewing teams.**

Expensive transaction and FX costs on cross-border and cross-currency payments add up every month. A simpler solution is required to reduce costs and give time back to finance teams.



# The solution: One platform for your crew payroll process

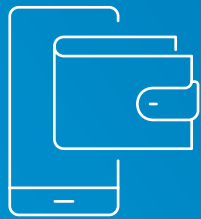
MarTrust's digital payroll solution enables crewing companies to significantly improve their payroll processes.

Our platform solves issues many maritime companies are facing with paying employees in many countries around the world – including Russia and Ukraine.

With MarTrust, reduce the cost of payments and FX on 130 currencies, and payments to 180 countries.



# Benefits for crewing teams



Improve your payroll  
efficiency with instant  
digital money transfers  
using E-Wallets



Enhance payroll  
payment compliance  
processes using the vast  
knowledge of MarTrust's  
compliance team



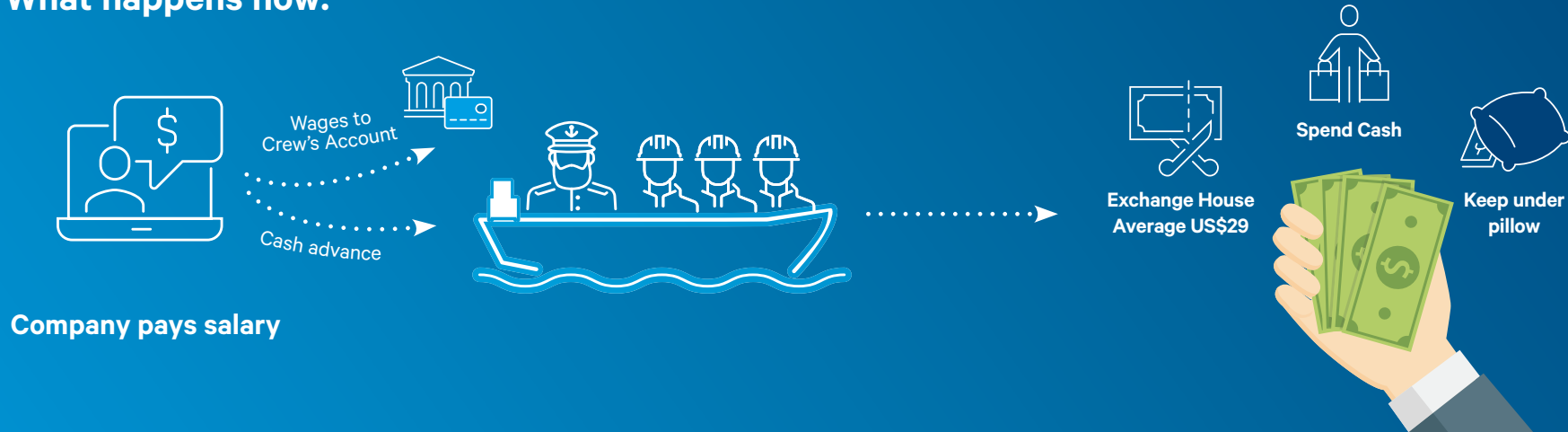
Enhance crew welfare by  
offering multiple payment  
options through a shipping  
industry payroll specialist



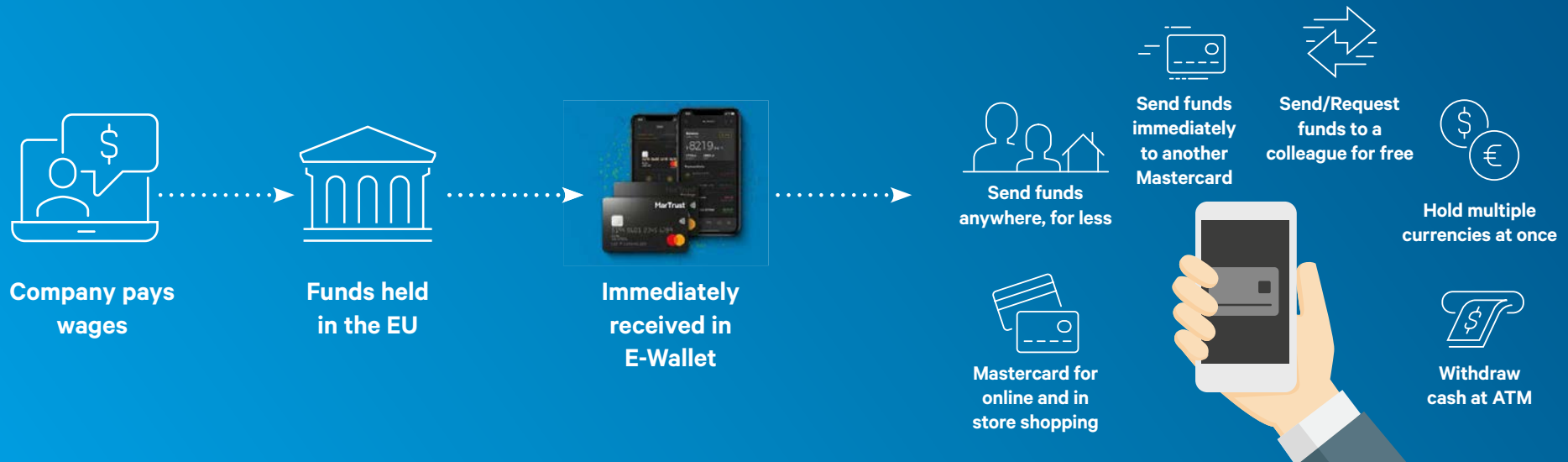
Provide more payment  
options for crew and  
access to more than a  
million ATMs globally

# MarTrust is better for seafarers

## What happens now:



## With MarTrust E-Wallet and Card:



No hidden costs, giving you full control



# Seafarers remain in complete control

There are many benefits for the crew when using MarTrust. This includes the ability to access their salary using our E-Wallet App, and make international payments – all while accessing live FX rates in their app.

This not only helps to enhance crew welfare by ensuring that they have more control over their salary because their funds are quicker to receive, cheaper to transfer, and easier to manage.



**Easy-to-use  
app**



**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.

## Over 250 maritime companies use us for their crew and maritime payments

**\$12B**

Payments per year

**250**

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 250 customers

 **ANGLO-EASTERN**

*Fleet Management Limited*  
A Catalist Group Company 

 **EURONAV**

 **CHINA SUN  
MARINE**

 **seaspan**

 **SMT Shipping**

 **EXMAR**

 **BOURBON**

 **Seatrade**

**“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.”**





# 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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