

SHIPNOTES FROM SHIPMONEY

NOVEMBER 2022

Holiday Greetings from ShipMoney!

This Holiday, ShipNotes would like to share our news and insights with you:

- Announcement of our exciting new collaboration with V.Ships
- Latest news about our team and friends attending maritime events
- Locally sourced, sustainable trade show gifts for Crew Connect Manila
- Learn about ShipMoney's commitment to the UN to tackle marine litter
- An insightful case study about innovative payments and culture change
- Crew and holiday mental health – awareness is the key

Happy reading!



V.Group



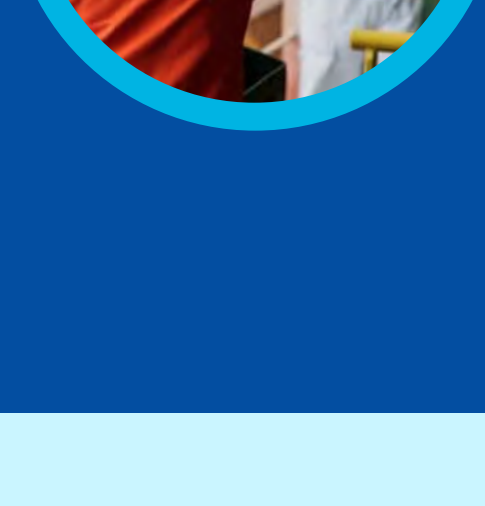
SHIPMONEY

Long-Term Partnership

ShipMoney has announced a new long-term strategic partnership with V.Group to digitalize its seafarers' payroll system, ensuring a more secure and efficient way to pay its workforce. In addition to crew payments, the agreement enables V.Group to make international corporate remittances, network payments, money transfers and all other forms of shore side and onboard payments.

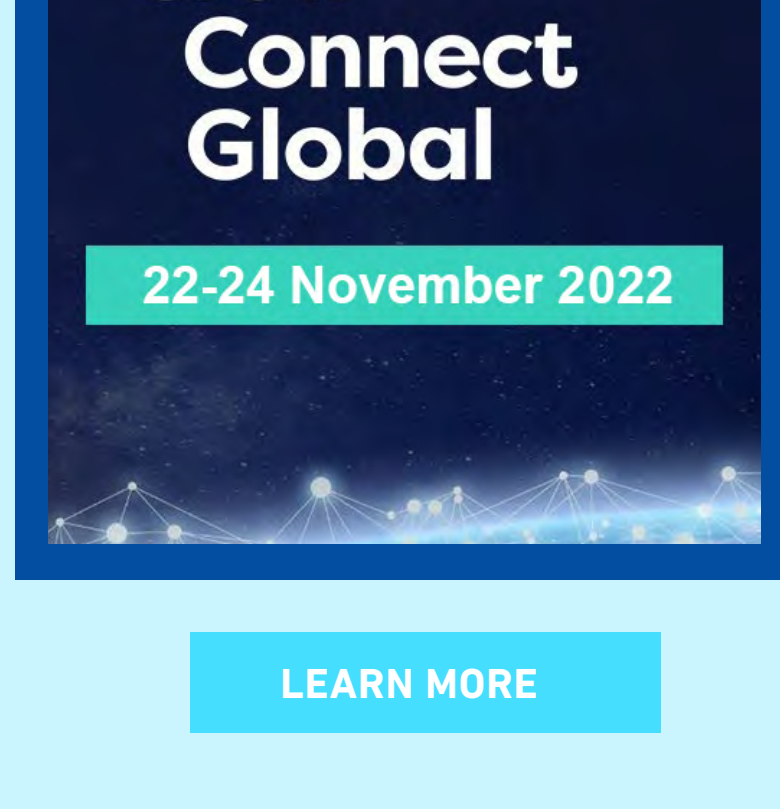
V.Group's CEO René Kofod-Olsen said, "We chose ShipMoney because of their extensive experience and knowledge with implementing and managing a diverse group of global maritime clients. Their System that complies with all relevant financial conduct authorities, protects the data of the individual and enables us to remain compliant with current international sanctions."

Key components of V.Group's growth strategy is our core focus on seafarers and digitalization, beyond good enough. This partnership with ShipMoney will help us on our digital journey by ensuring we have the right platforms in place with expansion in mind, while importantly also providing significant benefits for seafarer's wellbeing."



Meet us at CrewConnect Global

Join us at the CrewConnect Global Conference, November 22–24 in Manila, Philippines. This is a great opportunity for the global crewing community to come together and share ideas on key issues such as training, safety and the mental health of seafarers. We'll be exhibiting there and joining customers and industry friends to discuss the key challenges facing the maritime industry.



[LEARN MORE](#)

Locally Sourced Gifts at CrewConnect



ShipMoney Chocolates made in Philippines

Maluhay! ShipMoney is proud to team up with the award winning Malagos Chocolates for the 2022 CrewConnect Conference. Malagos Agri-Ventures Corporation, a family-owned group of businesses, has always worked with nature promoting sustainable business practices. Bean-to-bar, it produces the most famous chocolate in the Philippines. Malagos Chocolate is made from single-origin cacao beans grown on farms in the foothills of Mt. Talomo in the Davao region of Mindanao island. This Fair Trade cacao is harvested from carefully nurtured trees while everyone involved is valued as being a part of this national treasure. [Learn more here about Malagos Chocolates.](#)

Holidays at Sea: A Seasonal Thought for Seafarers and Their Families



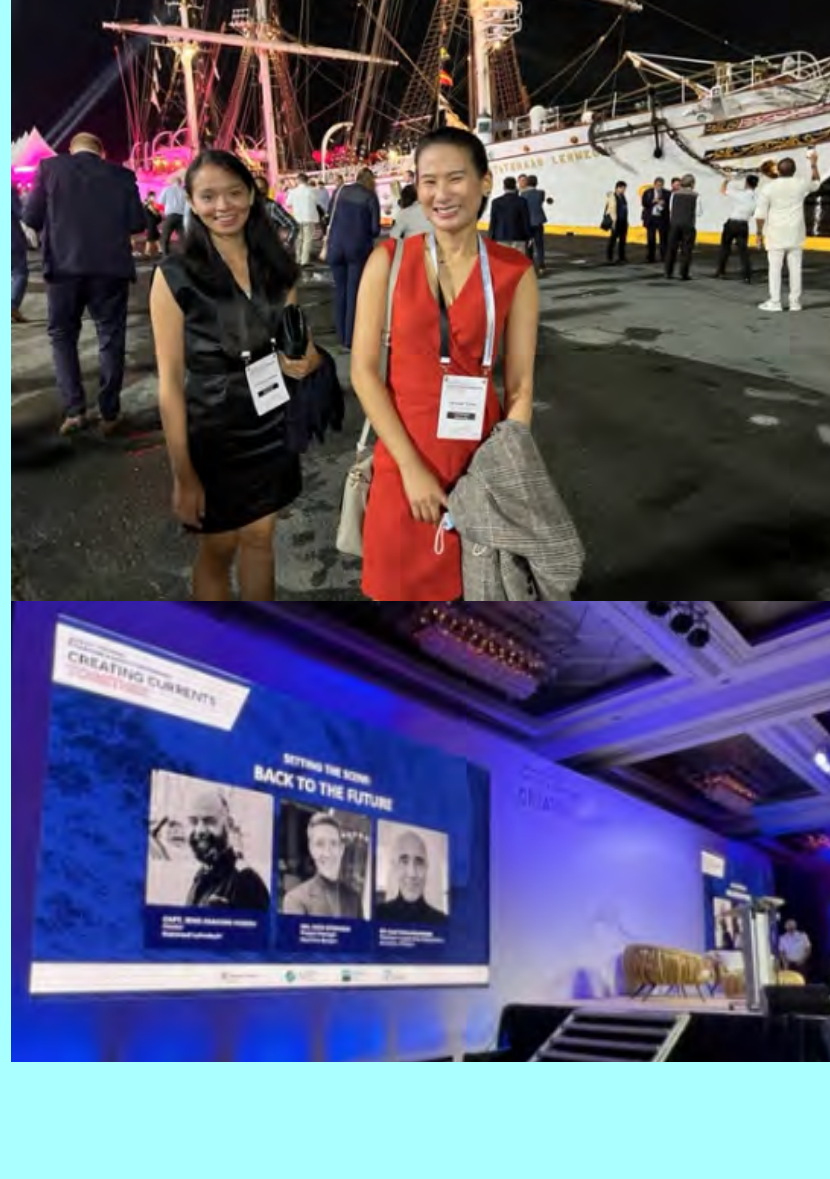
The year-end holidays are a time when a select few of us must work to maintain essential services. Nowhere is this truer than the crew members that maintain the world's critical supply chains. Over 90% of the world's goods and products travel by to their destination by sea. Without this dedicated service, the world as we know it would literally come to a halt.

Therefore, spare a thought for the estimated 1.5 million men and women seafarers who work at sea, many of which will not be celebrating with their friends and families this year. Let's also be aware that seafarers in particular are exposed to several factors that challenge their mental health, especially at this time of year.

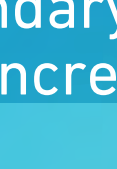
So let's have open lines of communication and an keep an eye on each other as we see in 2023!

ShipMoney Connections

ShipMoney's **Vanessa Torres**, Strategic Account Management & Business Development, visited the **Cost Control team for Maersk Shared Services** in Pune, India recently. As part of the hypercare process and onsite support for Maersk, she worked with them to review the card registration, payroll logging, and report generating process with the staff. With our API, card registration has become even easier with the new interface in place.



In October, ShipMoney attended this two-day event called **Norway - Philippines Maritime & Energy Conference - Creating Currents Together**, which capped off with a gala allowing guests onboard the Stratsraad Lehmkuhl, a 108 year old Norwegian tall ship which docked in Manila in October. It is circumnavigating the world as part of the One Ocean Expedition, a United Nations endorsed global campaign highlighting the crucial role of the ocean for sustainable development.



TSAKOS GROUP OF COMPANIES

We helped the legendary Greek shipping brand eliminate cash-to-master expenses, increase security and enhance crew benefits.



CHALLENGE

Tsakos is one of Greece's most storied maritime families. What started a half century ago with Captain Panagiotis Tsakos has grown into a group of successful companies that perform maritime transportation services around the world.

In 2018, Tsakos partnered with ShipMoney to reduce cash-to-master expenses and provide crew members with enhanced benefits.



SOLUTION

ShipMoney issued virtual and physical Visa debit cards to all Tsakos crew members worldwide. The company's Greek seafarers liked having a safer, more secure alternative to cash and the ability to share funds with family members through companion cards – especially those in villages and smaller Greek islands with less access to banking infrastructure.

As the program was being implemented, a Tsakos crew member in Brazil was using his ShipMoney card. Another crew still using cash saw how much they were losing in exchange markups and demanded ShipMoney cards for their own vessel.



RESULTS

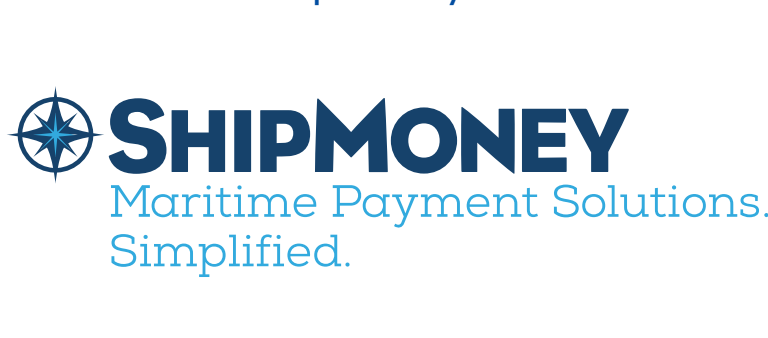
Today, Tsakos crew members worldwide use ShipMoney cards to receive their salaries, get real-time access to their wages on payday, and enjoy the flexibility to send money to whoever they want. ShipMoney significantly reduced the company's cash-to-master expenses and eliminated cash-related security risks for the company, captains and crew members alike.

“OUR CREW ARE THE MOST IMPORTANT ASSET IN OUR COMPANY. BY INTRODUCING SHIPMONEY, WE'VE BEEN ABLE TO STREAMLINE THE ONBOARD CASH PAYMENT PROCESS ACROSS THE FLEET BY ENHANCING THE SAFETY OF MONEY TRANSFER, REDUCING COSTS, SAVING TIME AND PROVIDING A NEW BENEFIT TO OUR VALUED CREWMEMBERS AND THEIR FAMILIES.”

— MR. HARRY KATSIPOULAKIS, CFO OF TSAKOS COLUMBIA SHIPMANAGEMENT

Thank you for reading our newsletter, and feel free to email us anytime with your feedback, questions or ideas to ideas@shipmoney.com.

— ShipMoney Team



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