

Introducing our New Mobile App

We are very excited to announce the launch of our new mobile banking app, which was released in March and has been downloaded over 60,000 times.

Our mission via the new app is to make banking for seafarers easier and more convenient than ever before. It features an updated design, visually enhanced with a clean look, that makes it easier to navigate and use. Seafarers can now spend less time searching for information and more time managing their finances.

The new interface features a range of handy tools to help seafarers stay on top of their finances, as they continue to enjoy all the great benefits of banking online. Our dedicated customer service agents have been assisting seafarers with in-person training sessions and remote support as the App has been adopted by our growing crewmember community continues to increase in use.

BLOG INTERVIEW

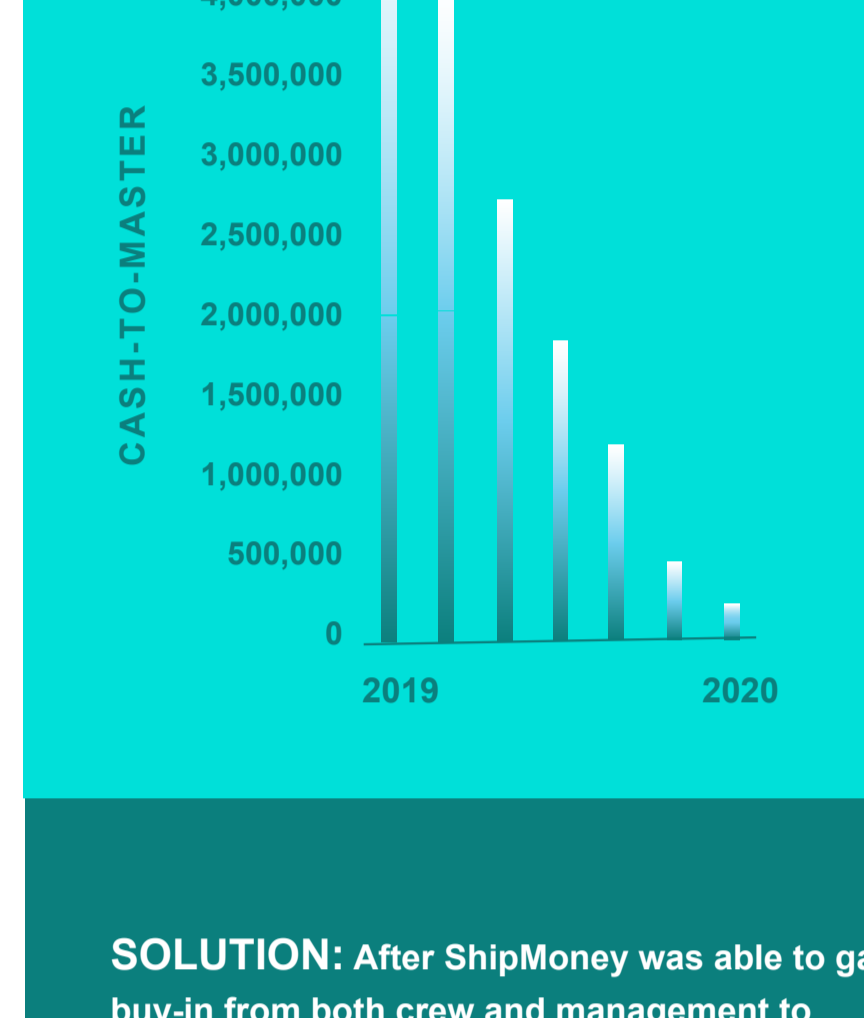
People Like Dealing with People

“ At ShipMoney, we know that our card holders prefer a personal approach rather than dealing with an automated system and so, in my role as Crew Liaison Manager (CLM), I make it my key priority to meet directly with seafarers in need of help with our eWallet & debit card program. My aim is to ensure that our card members are empowered to manage their finances using ShipMoney’s proprietary payment platform which has been developed with seafarers in mind. ”

— Kimberly Oropesa, ShipMoney [For full story, click here](#)



CASE STUDY



How did a large Norwegian tanker operator virtually eliminate cash-to-master?

CHALLENGE: Odfjell operates more than 80 ships that move volatile materials by sea. In any given month, each ship was carrying an average of \$30,000 in cash and Odfjell was processing \$4-5 million in cash-to-master transactions annually.

The company needed a solution that could reduce costs, increase security and improve logistics, but a brief and unsuccessful partnership with a ShipMoney competitor left their Filipino crew members understandably skeptical about digital payments.

SOLUTION: After ShipMoney was able to gain buy-in from both crew and management to reintroduce digital payments, every crew member was given access to the ShipMoney mobile app, a physical debit card and virtual card for contactless payments. Over four months, Odfjell was able to reduce on-board cash by millions, reduce international transfer fees, make payday simpler and more predictable, and put millions in operating capital back to work instead of sitting on ships. The ships themselves also overcame challenges, such as renegotiating with local, cash-based suppliers to accept card payments wherever possible.

RESULTS: Odfjell has benefited greatly by adopting ShipMoney. Cash-to-master payments are at the lowest levels ever, and each ship now carries just a few hundred dollars in cash. This has reduced costs and ad-hoc processes, increased security, and improved operational efficiency.

Likewise, crew members have fully embraced ShipMoney, which gives them more control over their money, immediate access to funds, and multiple ways to send money to family and friends. Recently, Odfjell removed the final tranche of on-board cash rather than disperse it, because crew members said they preferred using their ShipMoney cards.

CREW MEMBER STORY

From a Small Equatorial Island to Traveling the World Onboard the Largest Ships

I was born on November 28, 1996 on a small island, called Bawean. It is a tropical island, sitting right on the equator, approximately 150 kilometers (93 miles) north of Surabaya in the Java Sea. Growing up in a remote area was quite challenging for me. My hometown is only 197 km², with a population of 80,000, and well, that’s way too small for me to explore and expand my curiosity.

My journey really began back in 2011, when I decided to go to a high school outside my island. There is one in Bawean, but I wanted to challenge myself, push my boundaries, and learn other languages besides Indonesian dialects. To get to the island where the high school is, there are two options, either by sea or air, but at the time, the airport didn’t exist yet. So yes sir, I went by ferry which takes 3 hours. It wasn’t my first time going by ferry but these daily trips filled a big part of my day, and that’s when the thought crossed my mind “what if I have my own ferry and I start my own journey whenever I want to”. Then and there, I decided to start my career as a seafarer...

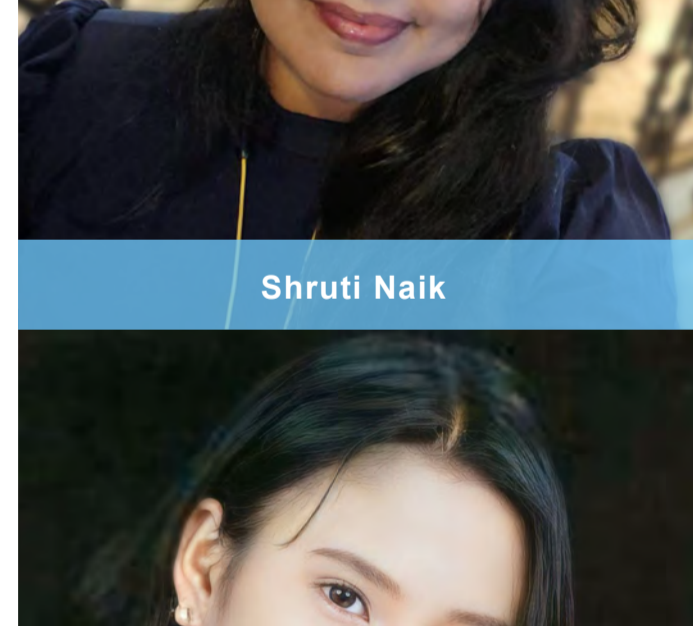
— Sofyan Ahmad

[For full story, click here](#)

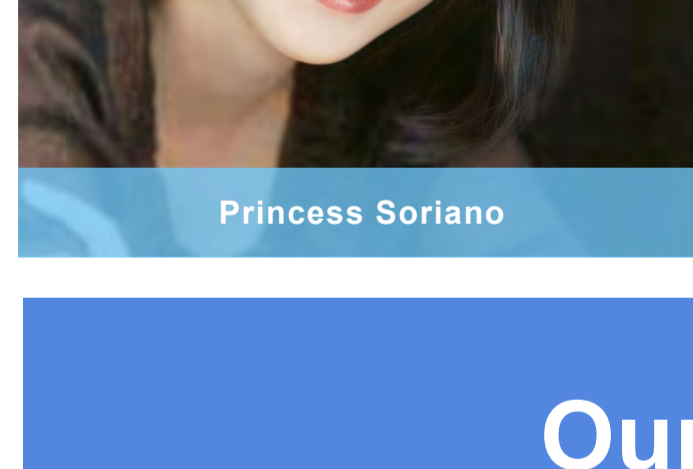
Sofyan holds the rank of third officer for Bernhard Schulte Shipmanagement (BSM), currently on the container ship MV. Maersk Shiving.



Mark Jay Eugenio



Shruti Naik



Princess Soriano

Our Growing ShipMoney Family

ShipMoney is excited to welcome new colleagues who have joined the team since our last newsletter.

Mark Jay Eugenio
ShipMoney welcomes Mark Eugenio to the team. He is a payroll and maritime finance specialist having previously worked for Maersk and CXC Global North America. Mark is based in Manila where he will support the onboarding of ShipMoney clients in the region.

Shruti Naik
Shruti joins as a Client Success Manager to help ShipMoney’s rapid growth in India. She is based in Mumbai and will help roll out ShipMoney services to crew members and operations teams in South-east Asia. Prior to joining ShipMoney she was Senior Associate and team lead for a marine global invoicing company for Bureau Veritas.

Princess Soriano
Princess has joined the team as an Account Manager for ShipMoney. She is based in the Philippines and will be focusing on our clients in South-east Asia. Prior to joining ShipMoney, Princess worked for Maersk for ten years where she worked her way up to become the Finance Manager for their marine payroll division.

Congratulations to Kimberley Oropesa
We’d like to congratulate Kimberley, who has been promoted to Client Success Manager Lead. Kimberley has been with ShipMoney for nearly four years and in that time she has developed some great connections with our clients. In her new role she’ll have additional responsibilities including helping mentoring our new Client Success Managers. Everyone at ShipMoney wishes her luck in her new role.

Our Corporate Video



Our Global Presence

With over 135 Account holder nationalities and transactions in 180 countries, ShipMoney has extensive experience, deep industry knowledge and local cultural understanding wherever we operate. We prioritize visiting our client visits, face-to-face training sessions and attending conferences around the world.

Some recent highlights of our global team are:

- Meeting Minister of Transportation for Kenya, Nancy Karigithu at BSM’s 25th Anniversary Reception in Singapore
- Visiting the Maersk’s Manila office with Site Manager, Philippines Marine HR Gungor Ates
- Account Management and BD team meeting at Campbell Shipping in Mumbai with Head of Crewing, Rajesh Bhadoria
- at SeaSpeak with Head of Crewing Tarun Agarwal in Singapore
- Our client Torm Shipping in India with crew member Nikhil Vaze
- At Splash 24/7 Reception in Singapore with our new client Celia Della Kang Shiwei, Global Head of Crew Manning of Eastaway
- Connecting with VGroup Manila
- At Scorpio crew Conference in Manila
- ShipMoney meeting of our client management and sales team in Istanbul.



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

WWW.SHIPMONEY.COM

