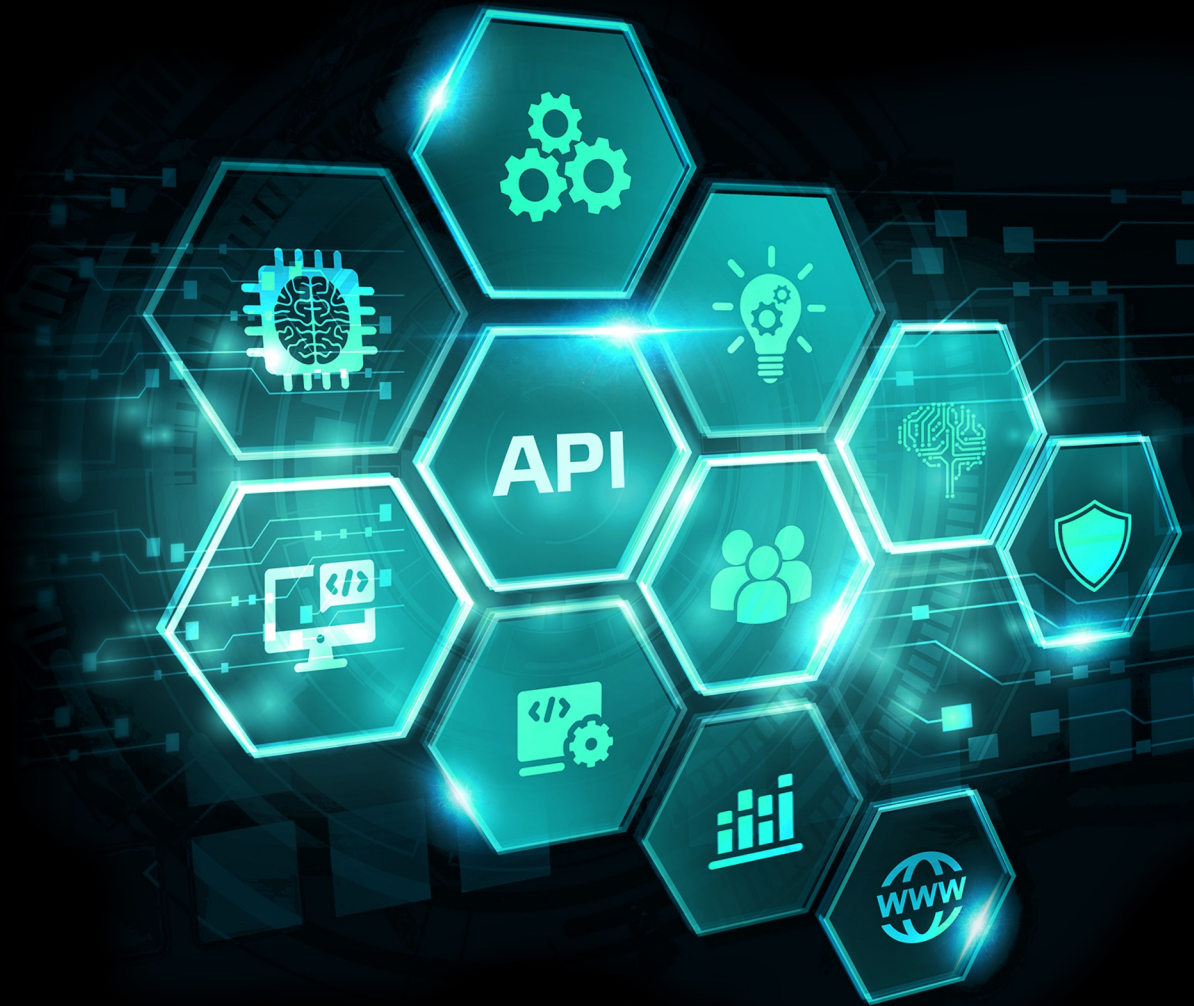


Transforming Seafarer payments



Intro



New Technologies

While new technologies have been increasing efficiency and reducing costs in shipping, improvements in payments have largely been neglected.



Financial Technology

Recent advances in financial technology have the ability to transcend the challenges relating to payments in the shipping industry.



Survey Data

This presentation will draw on proprietary survey data to demonstrate the positive effects that Fintech can have both on shipping companies and seafarers.



Traditional Banking Payment

Payments in shipping
are outdated and rely on:



CASH



SWIFT transfers
a 1970's technology

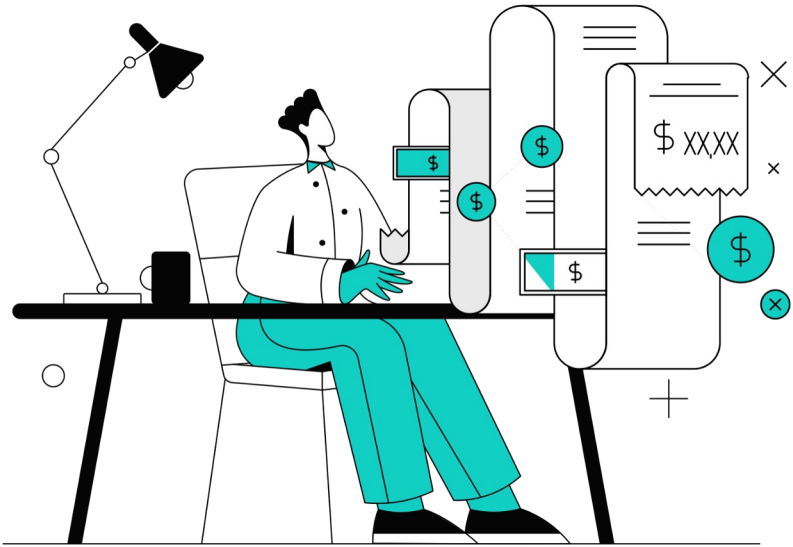


Intermediaries



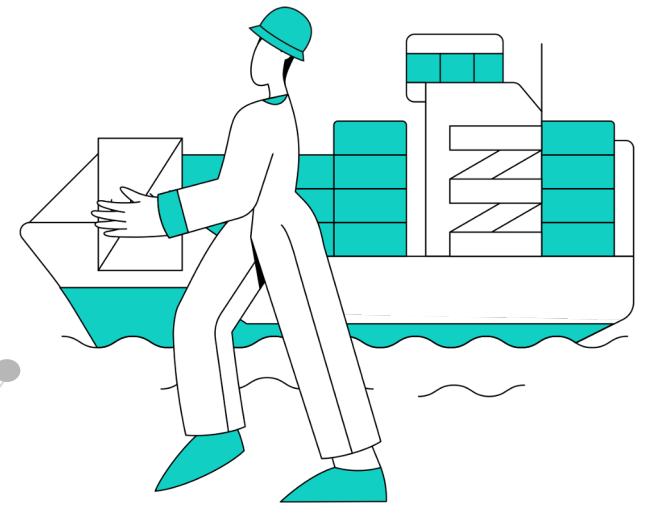
The Problem

Paying salaries is a problem for both *shipping companies* and *seafarers*



For *Shipping Companies* paying seafarers is...

- Expensive
- Inefficient
- Slow
- Outdated
- Insecure
- Inconvenient
- Costly
- Intransparent



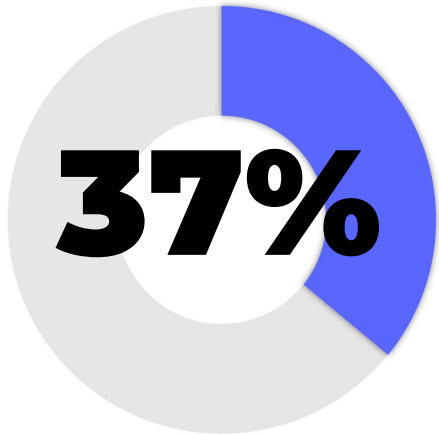
For *Seafarers* salary payments are...



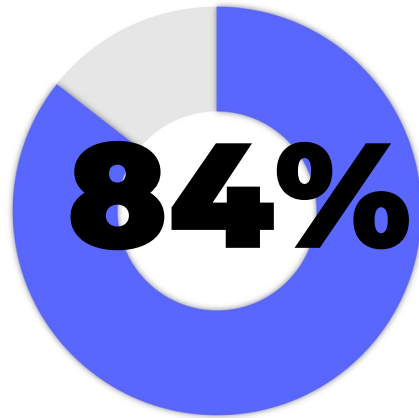
This is where **Fintech**
comes to the rescue



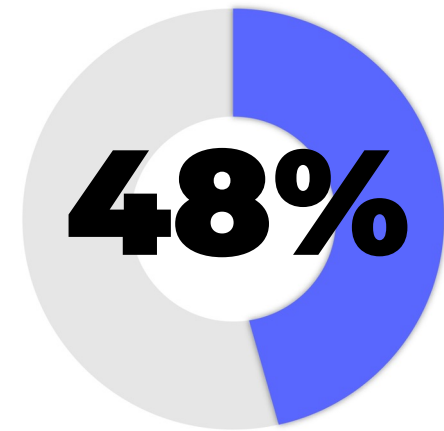
Survey Data



37% of seafarers **regularly run out of money when ashore**



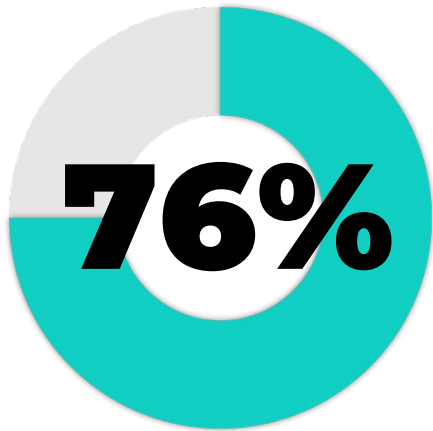
84% of seafarers **worry about the security of their cash onboard**



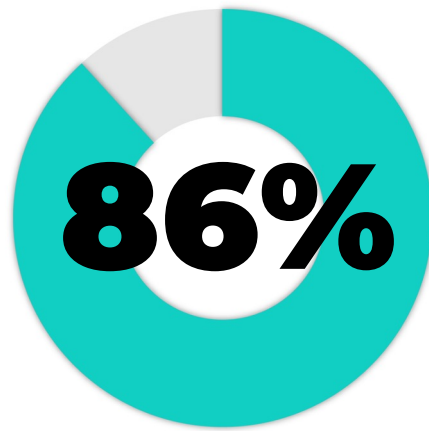
48% of seafarers would like to be able to **transfer funds to their friends aboard**



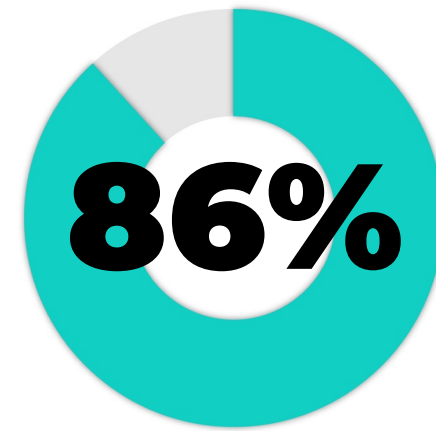
Survey Data



76% of seafarers agree or strongly agree that it is **too difficult to send money home**



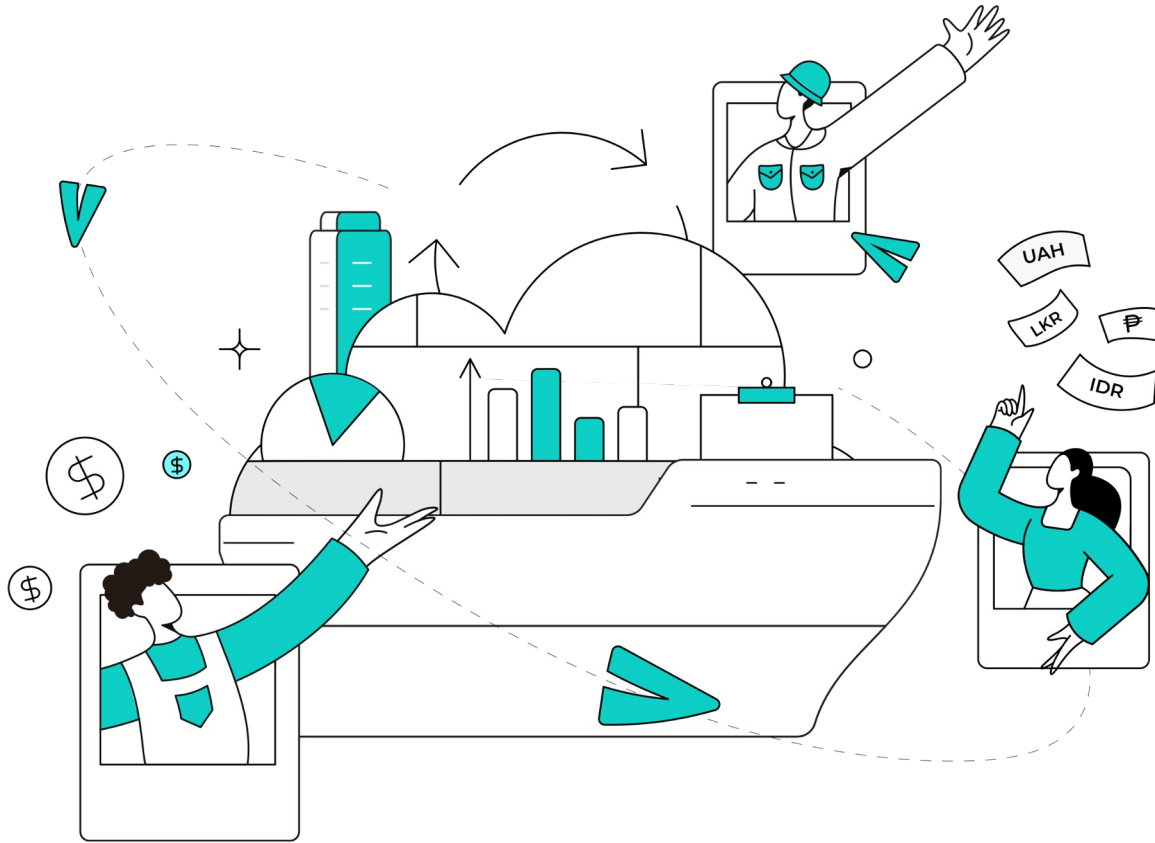
86% of seafarers agree or strongly agree that **more mobile banking services would improve their well-being**



86% of seafarers agree or strongly agree that **they would choose shipping companies that use new digital technologies**




Fintech payments



Digitalization makes new things possible

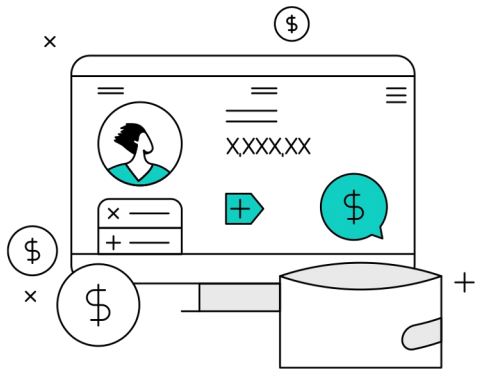
 **Disintermediation**

 **Speed**

 **Transparency**



Kadmos platform leverages 3 innovative technologies

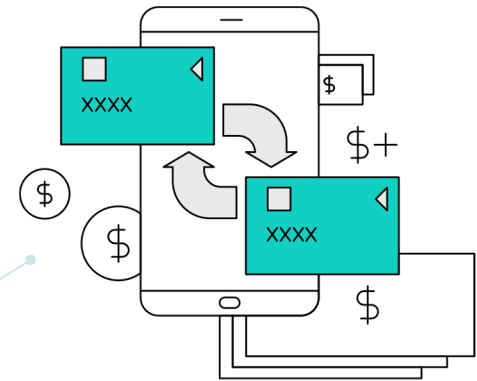
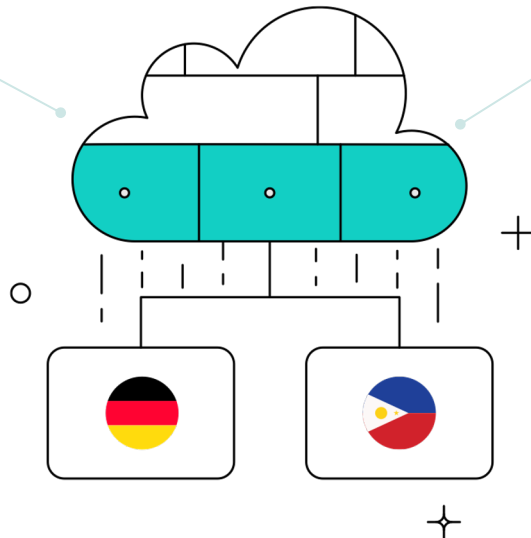


Fintech Software

- **Custom-built** for shipping companies and seafarers
- **API integration** with crewing software and other systems
- **Automates** all salary payment processes - designed for mass KYC

Local Banking Networks

- **Next generation payment infrastructure:** Low-cost local payouts
- **No delays** due to routing via US
- **Better FX rates** and lower charges than traditional banks



E-Wallets

- **Instant transfers** that can be monitored in-app
- **Accessible** anytime and anywhere
- **Empowerment** to manage finances on the go
- **Seafarers hold USD** and e-wallets are protected in EU



Local Banking Networks

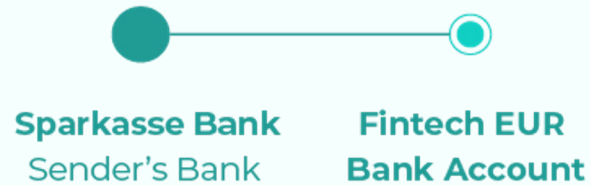
SWIFT



4
domestic
transfers

15-50
USD

1-5
days



Domestic transfer
in **EUR**



Domestic transfer
in **Sri Lanka Rupee**

2
domestic
transfers

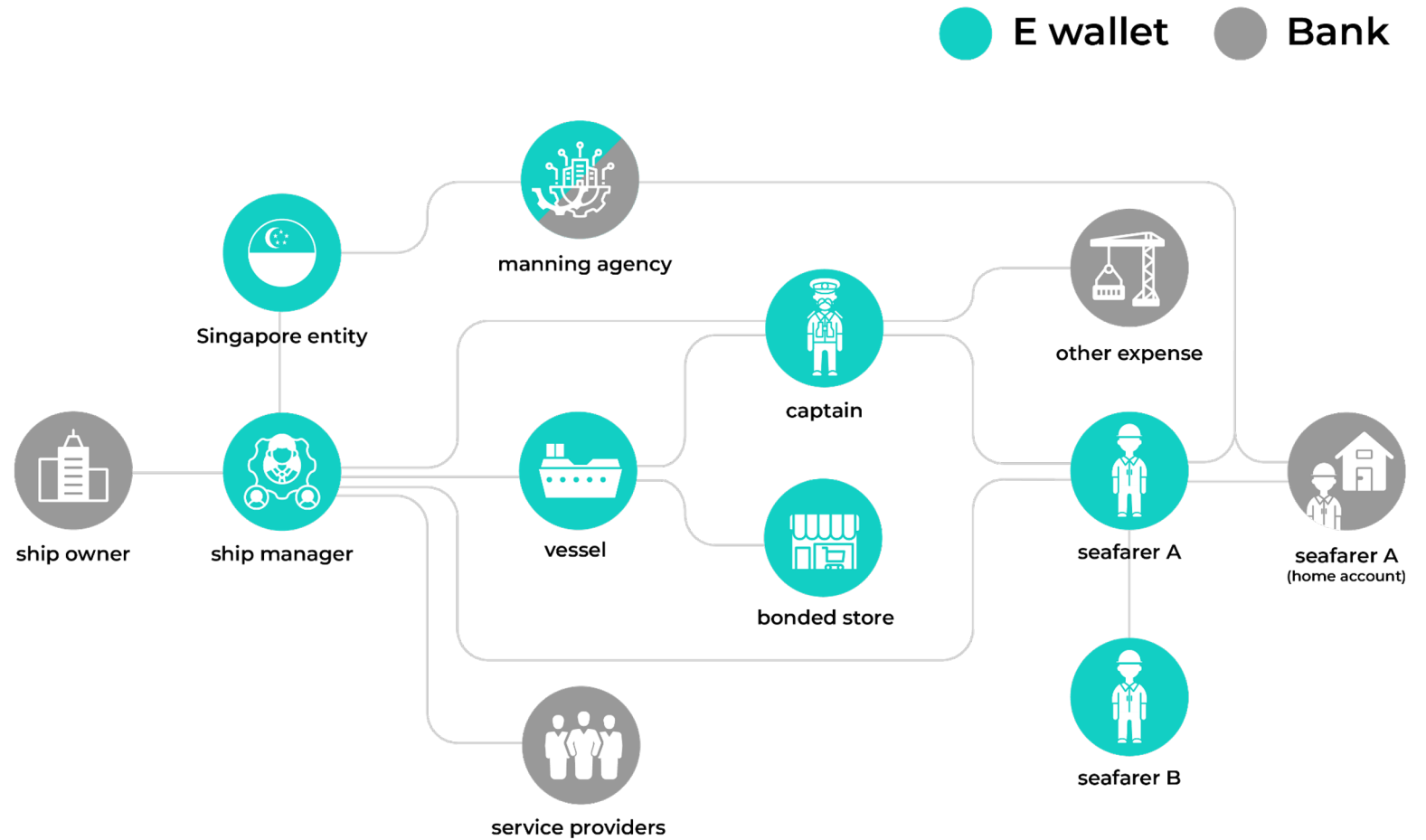
Few
USD

**Mins /
Hours**

Local Banking Networks

E-Wallets

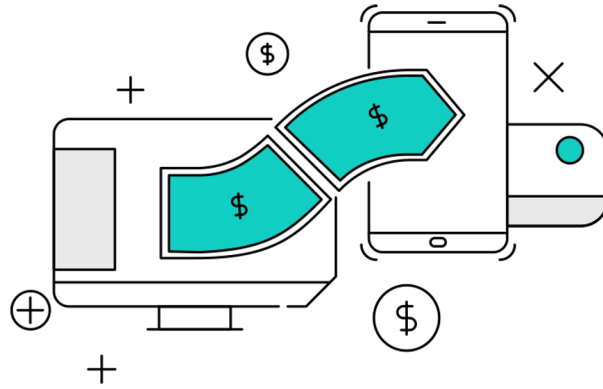
- Wallet for **every part of business**
- **Instant & free** transfers between wallets
- Perfect **transparency**



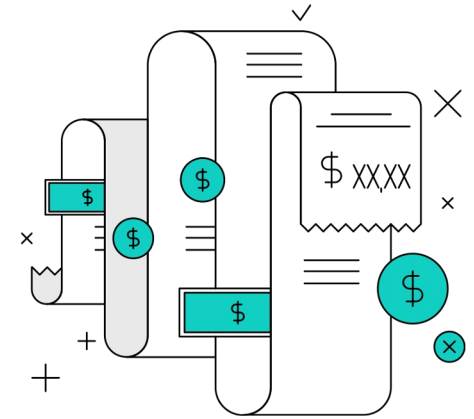
Fintech Software



Single point of entry



No intermediaries

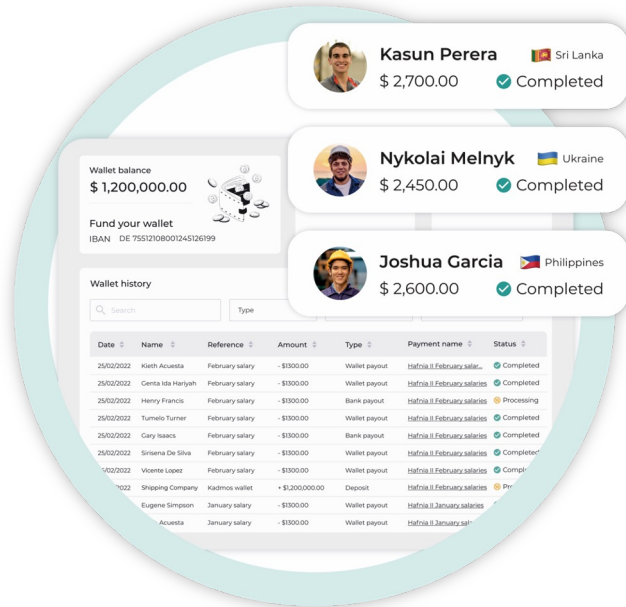


No manual work or paper



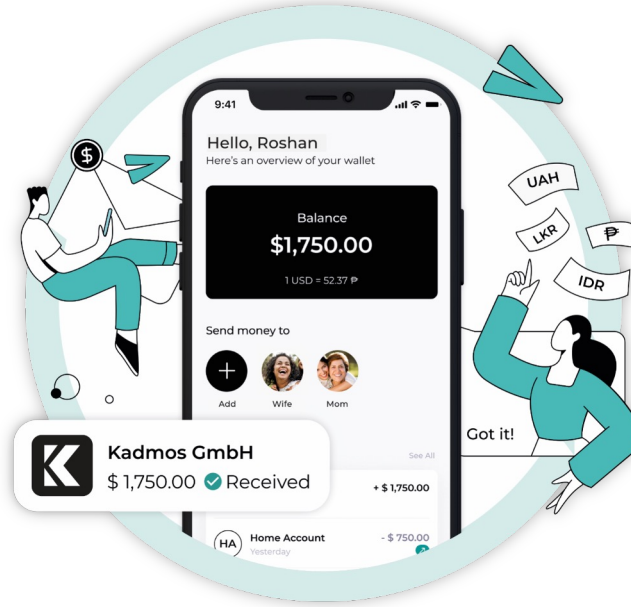
How it Works: Revolutionizing the salary payment

The Kadmos Company Portal (KCP & API)



The automated salary payment process **reduces administration** and **transfer costs**

The Kadmos Mobile App (KMA)



Seafarers **instantly receive** their **salary payment**, and can **manage, save** and **transfer money** anywhere

The e-wallet and the global debit card



Seafarers can **monitor transactions, spend** and **withdraw money globally**





is bringing Fintech to the shipping industry

We started from seafarer salaries

We won't stop until we **fundamentally transform payments** in shipping

