





December 22, 2022 Japan Airlines Nippon Yusen Kaisha (NYK) MarCoPay Inc.

# Japan Airlines and the NYK Group's MarCoPay Inc. launch new service on MarCoPay, an electronic platform for seafarers, on December 23 to promote tourism in Japan

Japan Airlines and MarCoPay Inc., a Philippines-based subsidiary of the NYK Group, have signed a business alliance agreement to launch an exclusive travel product on the MarCoPay app to enhance the welfare of Filipino seafarers and their families and contribute to regional revitalization by creating new demand for visits to Japan. Sales of the new travel product will begin on December 23, 2022.



# **Cultural Promotion**





Explore Yamaguchi City to Learn Both Japan's History and Contemporary Culture





JAPAN AIRLINES

### **Creating Value for Filipino Seafarers**



Welfare for Seafarers

## ■Partnership Overview

The Philippines is the largest seafarer producing country in the world with over 200,000 Filipinos serving on board today, largely supporting not only the global shipping industry but also the global economy. The crews of Japanese vessels alone comprise more than 70% Filipinos.

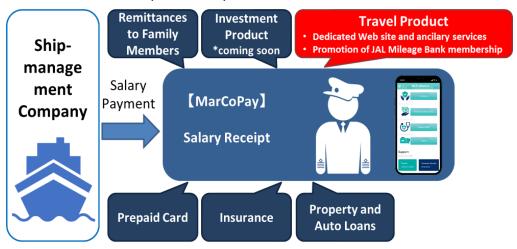
Recognizing the critical contributions of Filipino seafarers, MarCoPay Inc. aims to help seafarers to achieve financial freedom at every stage of their lives by creating new economic opportunities that will help improve their quality of life. The MarCoPay app offers eMoney services, forex, competitive seafarer salary loans, property and auto loans, insurance, and more.

Japan Airlines aims to contribute to regional revitalization through the promotion of commercial and logistical flows by making available foodstuffs and products from various regions of Japan, and through the dissemination of information on regional tourism. This is also in line with Japan Airlines' new project, "JAL Furusato Project", which aims to introduce the traditional Japanese culture through food, products, and inbound tourism in traditional areas in various cities in Japan.

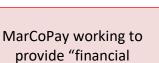
The three companies will now offer services in the "Travel product" category that will enable customers to take advantage of JAL's extensive domestic and international network, including

access to a dedicated website linked from MarCoPay's home page, for convenient booking and ticket purchase, and an increased free baggage allowance.

Through this initiative, Japan Airlines, NYK, and MarCoPay aim to improve the welfare of Filipino seafarers and their families, and at the same time, revitalize local communities by attracting tourists to various parts of Japan.



Expanding economic zone through cooperation of MarCoPay and JAL



products+" to seafarers

# ■Travel service on the MarCoPay app

The below services will launch on December 23, 2022.

## 1. Valuable services

[Special air fare for MarCoPay users]

MarCoPay users who are also members of Japan Milage bank can enjoy special air fare provided by Japan Airlines through its exclusive website.

https://www.jal.co.jp/world/en/world/business-on-web/

[Expanded free baggage allowance]

MarCoPay users can enjoy the benefit of one additional checkin baggage from Manila to Tokyo without any charges.

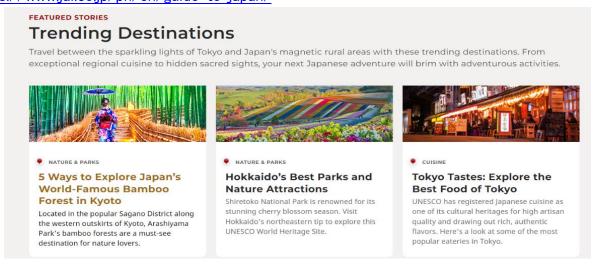




# 2. Introducing seasonal information in each part of Japan by using the network of Japan Airlines

MarCoPay users can be guided to the special page of "Guide to Japan" on MarCoPay platform which introduces unique sightseeing spots, activities, and foods in each part of Japan. The information will be updated time by time, so the users can consider the places to visit in Japan by checking the latest information which Japan Airlines provides.

https://www.jal.co.jp/ph/en/guide-to-japan/



### ■ Additional information

We will also consider further enhancement of supplementary services and development of dynamic package products through cooperation with local governments and companies, and will continue to work together to improve the welfare of seafarers and to attract more customers to various regions of Japan.

Japan Airlines, NYK, and MarCoPay will leverage their expertise in sea and air transport to solve regional issues and create new value in Japan through this initiative, and contribute to the further revitalization of human, commercial, and logistics flows in both the Philippines and Japan.



