

VISY

VISY
30-YEAR ANNIVERSARY
1994-2024

HOW TO HAVE BULLETPROOF YARD INVENTORY



John Lund
Sales & Marketing Director



LinkedIn



GATE AUTOMATION AND OCR SOLUTIONS

Stand C44

TOC
EUROPE

Expand | your vision

- ✓ Digitalization strategies for repeatable, scalable, and profitable operations
- ✓ 6,000,000+ access control events per day
- ✓ Billions of OCR events – DATA!
- ✓ The most trusted OCR provider



**A global vision of
safety & security,
efficiency & sustainability**



Is my yard inventory perfect?

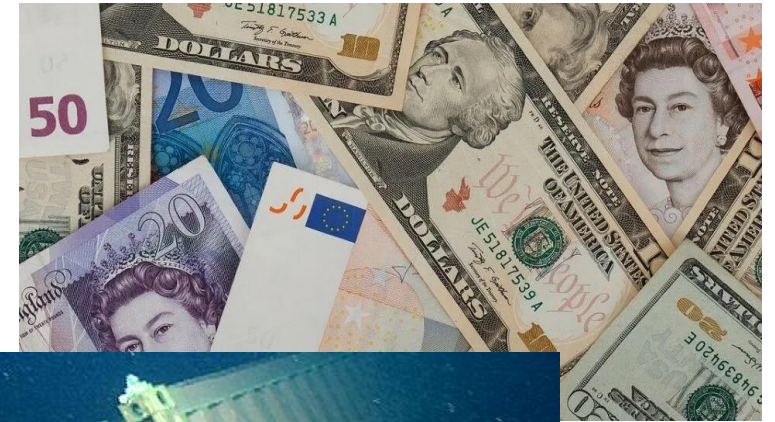


Copyright: The Simpsons / The Walt Disney Company



“Misplaced” boxes cost operators BILLIONS

- ✓ Labor
- ✓ Administrative
- ✓ Insurance
- ✓ Operations: wear/tear on CHE, fuel costs, etc.
- ✓ Inefficiency: Knock on effect of planning issues
- ✓ Impact on customers, consumers, reputations and relationships



Searching...

...But there's chaos



Copyright: Marvel / The Walt Disney Company



Information Classification: General

Expand your vision

What is the common denominator in every box lift?



Copyright: The Simpsons / The Walt Disney Company





Copyright: The Simpsons / The Walt Disney Company



Information Classification: General

Expand | your
vision

Visy TopView – Smart Spreader

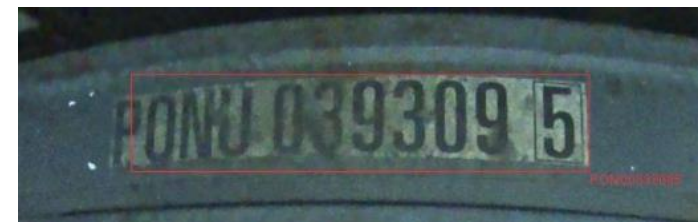
AI Camera System

- ✓ Spreader becomes Smart Device
- ✓ All Equipment
 - RMG / RTG / ASC
 - Lift trucks
 - Strads
 - STS / MHC
- ✓ All spreader types
 - Single
 - Twin
 - Tandem
 - Quad



Deep Learning / AI Vision Technology

- ✓ Visy in-house software
- ✓ High recognition rate of 99%
- ✓ Visy DNN correctly recognizes bad container IDs faster and more accurately than humans
- ✓ 90% is easy – 99% is difficult
- ✓ What impact does 9 percentage points have?



AI is faster and more accurate than us

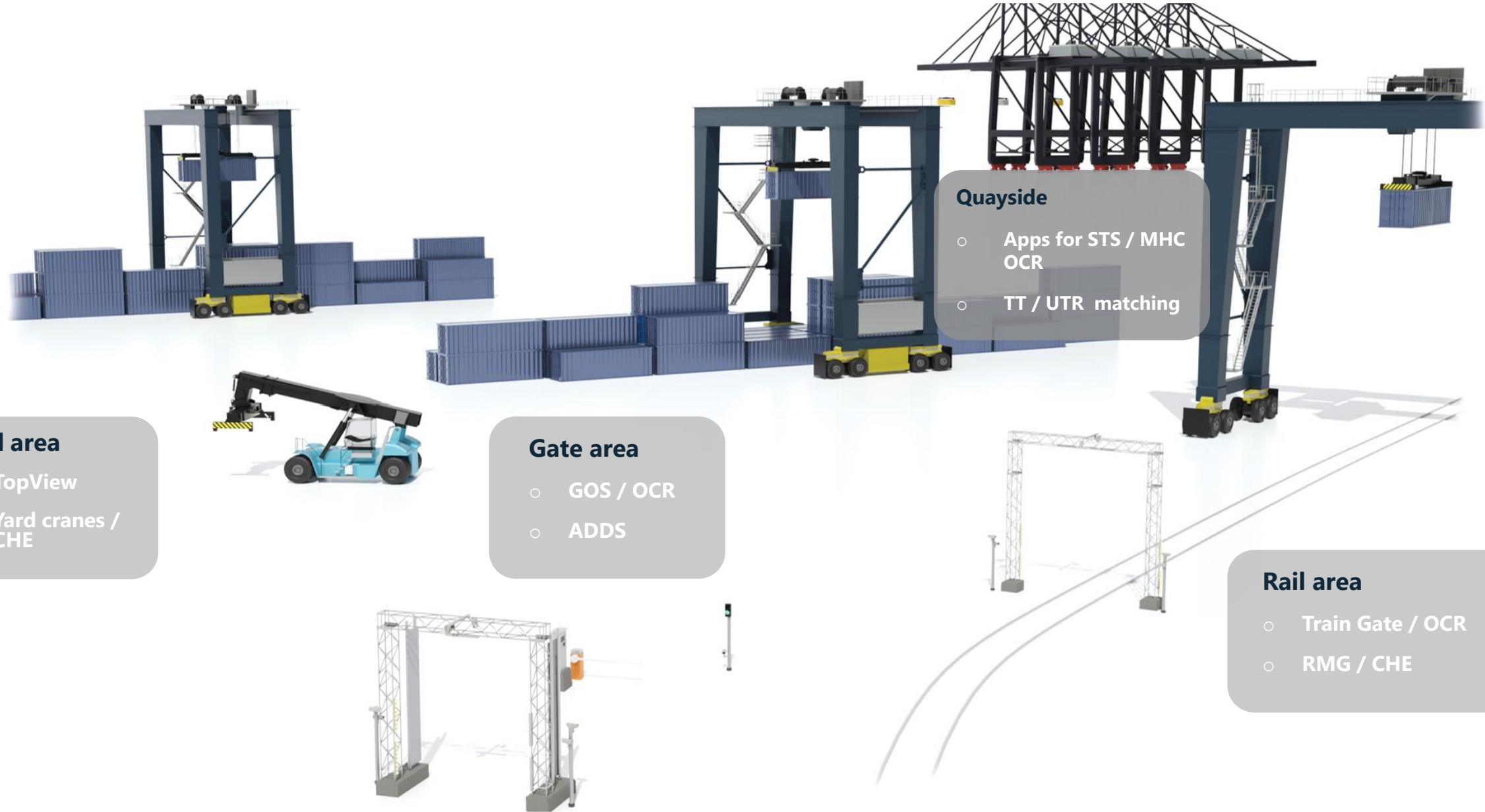


Dalmatian or Ice Cream?



Owl or Apple?





Quayside

- Apps for STS / MHC OCR
- TT / UTR matching

Yard area

- TopView
- Yard cranes / CHE

Gate area

- GOS / OCR
- ADDS

Rail area

- Train Gate / OCR
- RMG / CHE

Single Platform



Information Classification: General

Expand | your vision

**Digitize
data collection
processes**

**One source
of truth**

**Keep
people out
of harm**

**OCR read
rates over
99%**

**Decrease
handling times to
reduce carbon
emissions**

OUTCOME FOCUS MEASURE SUCCESS

**Increase STS
Gross Moves
per Hour**

**Decrease cost
per lift/move**

Decrease TTT

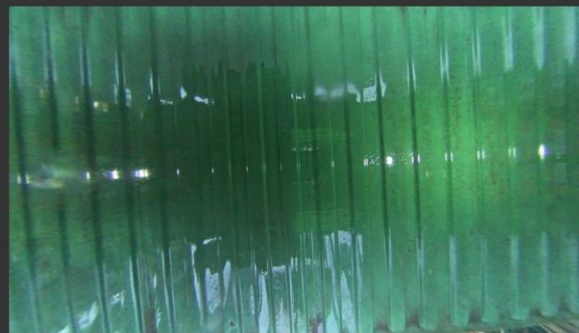


OCR read rates
≥99%

Visy TopView on Bromma spreader

- ✓ **Most popular Spreader OCR – First in the market**
- ✓ TopView captures images of container roof to verify:
 - Container ID; Condition
 - Lift type (single, twin, hatch cover)
 - Twin-20 detection
- ✓ **Digitize and share** data – TOS & PDS





- ✓ Before a spreader locks in the container, the system captures the images
- ✓ Event info is verified for workorder – Box ID / location / lifting task / TT
- ✓ Visy Automatic Damage Detection System detects damages on container roofs



Information Classification: General

Images & data captured by Visy TopView in the RAIN

Expand | your vision

Visy TopView Reach Stacker





AI overcomes:

- Busy images
- Steep angles
- Multiple containers
- Damaged codes

Visy Crane Gate 4.13.0

File View Cameras Search Settings Shortcuts Tools Administration Windows Help

Event Permit Access Alt. Permits (0) Passengers Top Containers Exceptions

All (0) Allowed (0) Denied (0) Query (7) Event Monitor

ID	Time Stamp	Date	Time	Checkpoint	Container 1	Container 2	ISO 1	ISO 2	Bundl...	Dam...	Dam...	Com...	Even...	Orien...	Orien...	Move...
534547	18.04.202...	18.04.2023	13:00:23	P K11 - ZPMC	MRKU9628060 / 22G1	MSKU4186054 / 22G1	22G1	22G1		Yes	100			Normal	Normal	Load
534546	18.04.202...	18.04.2023	12:54:05	P K11 - ZPMC	SUDU7695980 / 22G1	MRKU8974094 / 22G1	22G1	22G1		Yes	100			Normal	Normal	Load
534545	18.04.202...	18.04.2023	12:52:01	P K11 - ZPMC	MRSU4324215 / 45G1		45G1				0			Normal		Load
534544	18.04.202...	18.04.2023	12:50:16	P K11 - ZPMC	HASU4995804 / 45G1		45G1			Yes	56			Normal		Load
534543	18.04.202...	18.04.2023	12:48:49	P K11 - ZPMC	MRSU3173686 / 45G1		45G1				0			Normal		Load
534542	18.04.202...	18.04.2023	12:47:15	P K11 - ZPMC	SUDU8691377 / 45G1		45G1				0			Normal		Load
534541	18.04.202...	18.04.2023	12:45:27	P K11 - ZPMC	CAIU4826667 / 45G1		45G1				0			Normal		Load

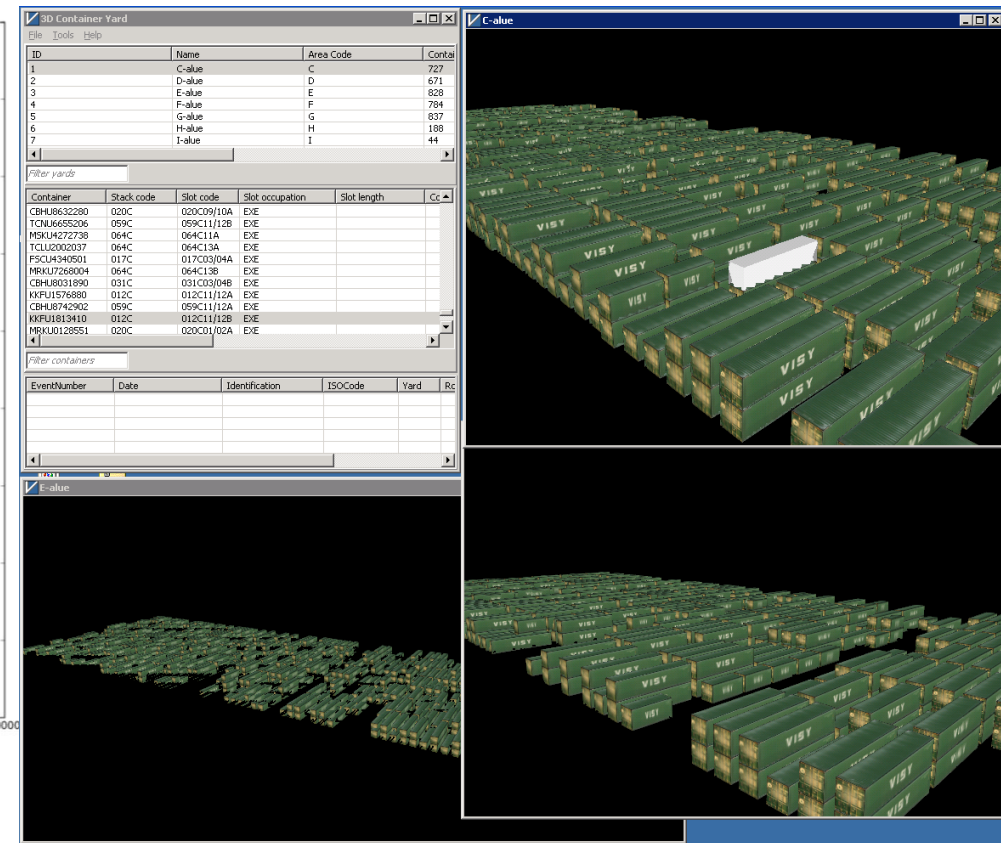
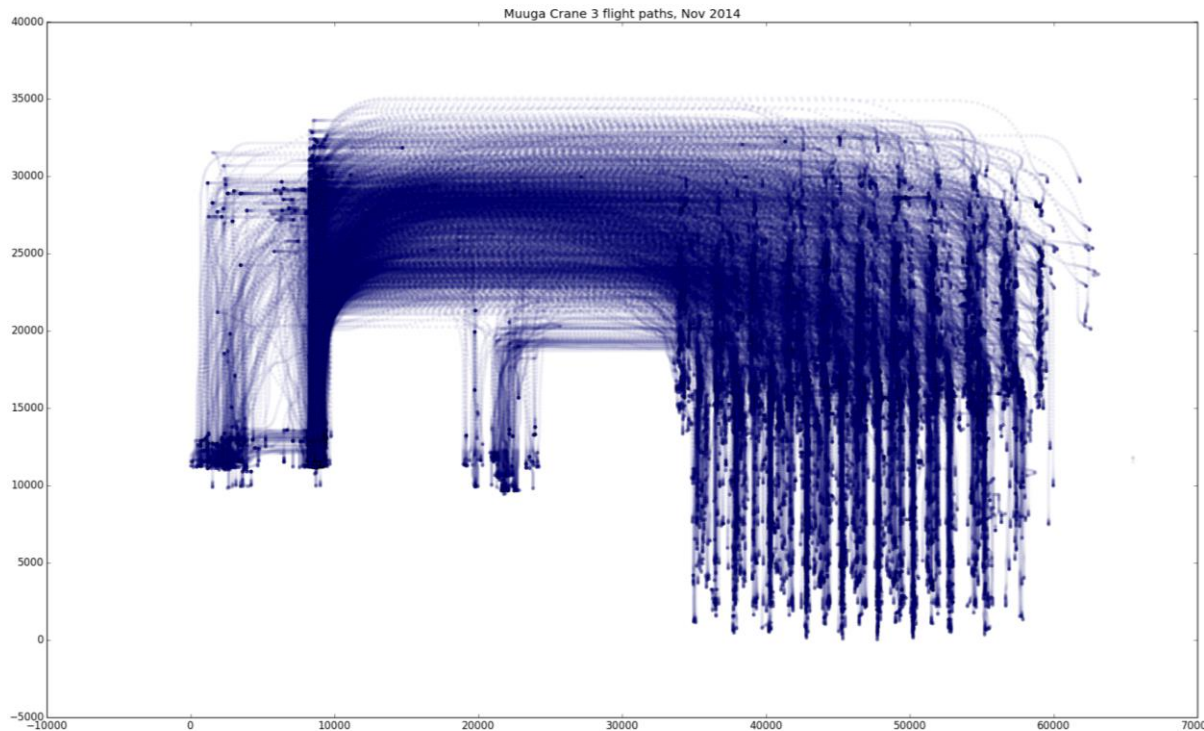
✓ Lifting events in Visy Platform - data exchange with PDS or TOS

- Verify every move & Exception handling tool
- Command center images for multiple purposes
- Digitized ID, ISO code, damage score, move type



Innovating the smart spreader since 2014...

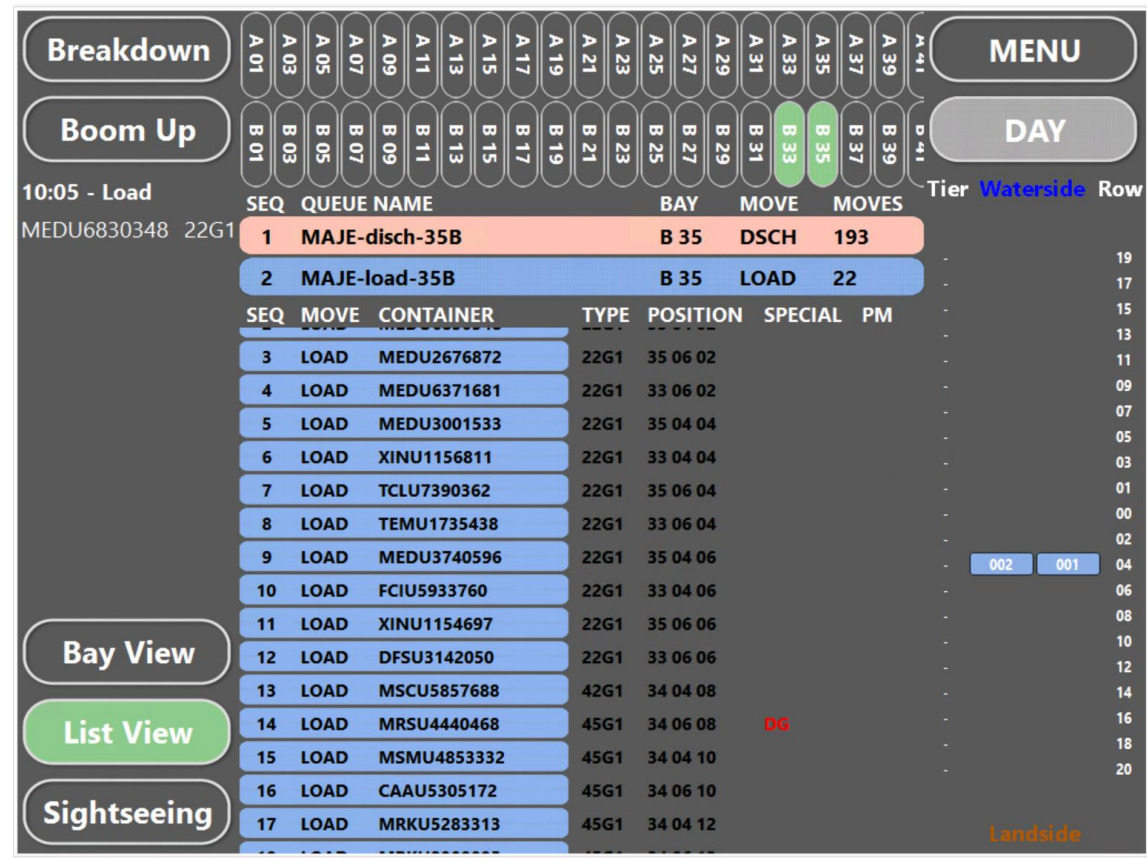
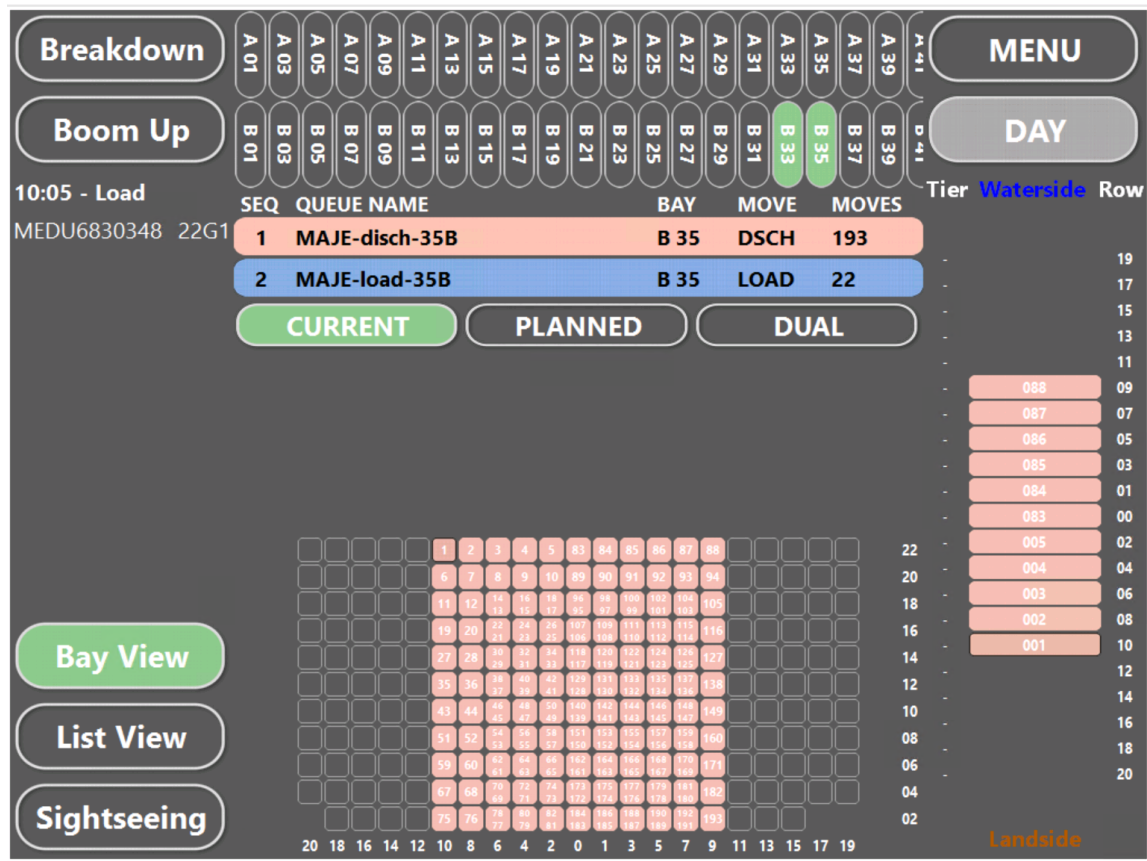
...now 100's in production



Information Classification: General

Data Utilization: Automatic Yard Inventory

Expand your vision



Data Utilization: Automatic loading confirmation

Back

Crane Id

Work Queue

Sequence

Move kind

Lift type

Container

MRKU2286556

ISO Code

45G1

Current Location

Current Position

B 18 02 12

Planned Location

Planned Position

Full

Yes

Sealed

No

Hazard

No

OOG

No

Reefer

No

Breakdown

Boom Up

A 01	A 03	A 05	A 07	A 09	A 11	A 13	A 15	A 17	A 19	A 21	A 23	A 25	A 27	A 29	A 31	A 33	A 35	A 37	A 39	A 41
B 01	B 03	B 05	B 07	B 09	B 11	B 13	B 15	B 17	B 19	B 21	B 23	B 25	B 27	B 29	B 31	B 33	B 35	B 37	B 39	
SEQ		QUEUE NAME								DUAL BAY			MOVE		MOVES					

CURRENT

PLANNED

Bay View

List View

Sightseeing

16

14

12

10

08

06

04

02

12

10

08

06

04

02

01

03

05

07

09

11

MENU

DAY

17 19

Waterside Row

	11
	09
	07
	05
	03
	01
	02
	04
	06
	08
	10
	12

Landside

Data Utilization: Automatic loading confirmation

Expand your vision

Closing thoughts

- ✓ Demand more from Vision Tech
 - $\geq 99\%$ Box ID
 - AI: See, Digitize, Share
- ✓ Single Platform – One truth
 - Seamless integration to PDS or TOS
- ✓ How do you measure success?
 - Outcome focus KPIs

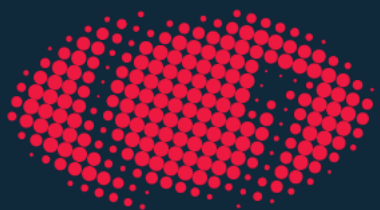




VISY TOPVIEW – SPREADER OCR

CONTAINER ID: ICOU 401331 8

Transform your operations...
...Never misplace a box



VISY

VISY
30-YEAR ANNIVERSARY
2024



CONTACT

John Lund

Sales & Marketing Director (Global)

john.lund@visy.fi

+358 50 477 9504



LinkedIn



Visy Oy

Hatanpään valtatie 34 D, 3rd Floor

33100 Tampere, FINLAND

Tel.: +358 (0)3 211 0403

www.visy.fi | sales@visy.fi

Expand | your
vision