



DMS
DMSLOG.AI

AI FOR SMART PORTS

DECONGESTION AND DECARBONATION

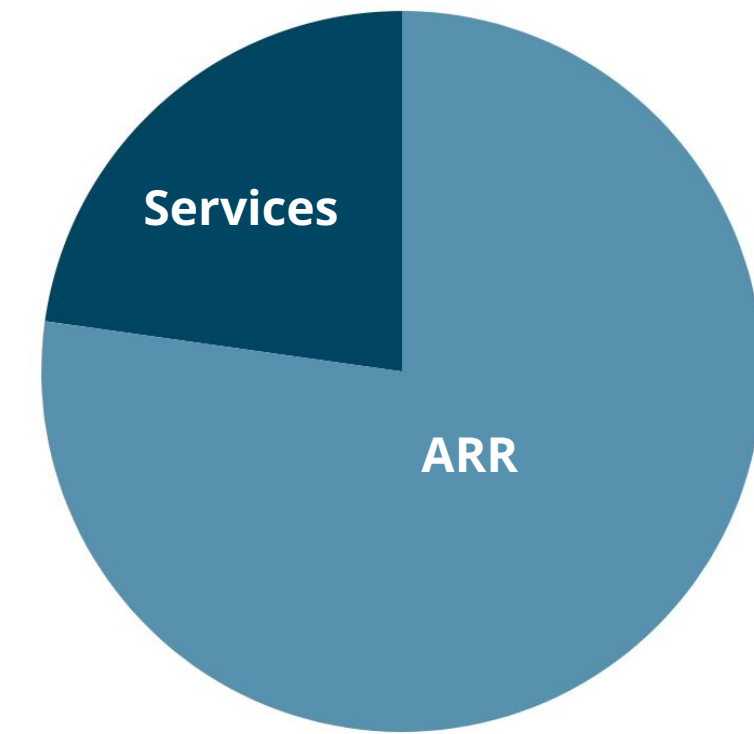




DMS
DMSLOG.AI

OVERVIEW

QUICK OVERVIEW



FOUNDED IN 2020
in Marseille

1,5M€ RAISED
Since 2020

BREAKEVEN
For 2025



PROBLEM IN THE TERMINAL OPERATIONS

“Lean terminal operations is one that many carriers overlook. Faster turnarounds in port save time, which ships can use to steam at lower speeds at sea.”

McKinsey&Co, The hidden opportunity in container shipping



POLLUTED

- Major hub of congestion
- 18kg CO2/TEU in ports
- 50% ports in big cities (LA, Jeddah...)



EXPENSIVE

- Major competitiveness issue
- Expanding demand
- Integrated in complete supply chain ownership





CONVERGING INTERESTS IN THE MARKET

LesEchos

Économie Politique Européennes 2024 Entreprises Finance - Marchés Bourse Monde Tech-Médias Start-up Régions Patrimoine

« Avec l'intelligence artificielle, CMA CGM ira plus loin dans sa transformation », dit Rodolphe Saadé 🇫🇷

Le patron de CMA CGM s'est joint à Xavier Niel pour fonder un laboratoire d'intelligence artificielle baptisé « Kyutai ». Il espère que la réglementation n'empêchera pas la technologie d'avancer.

Ajouter à mes articles Commenter Partager Guadeloupe Xavier Niel

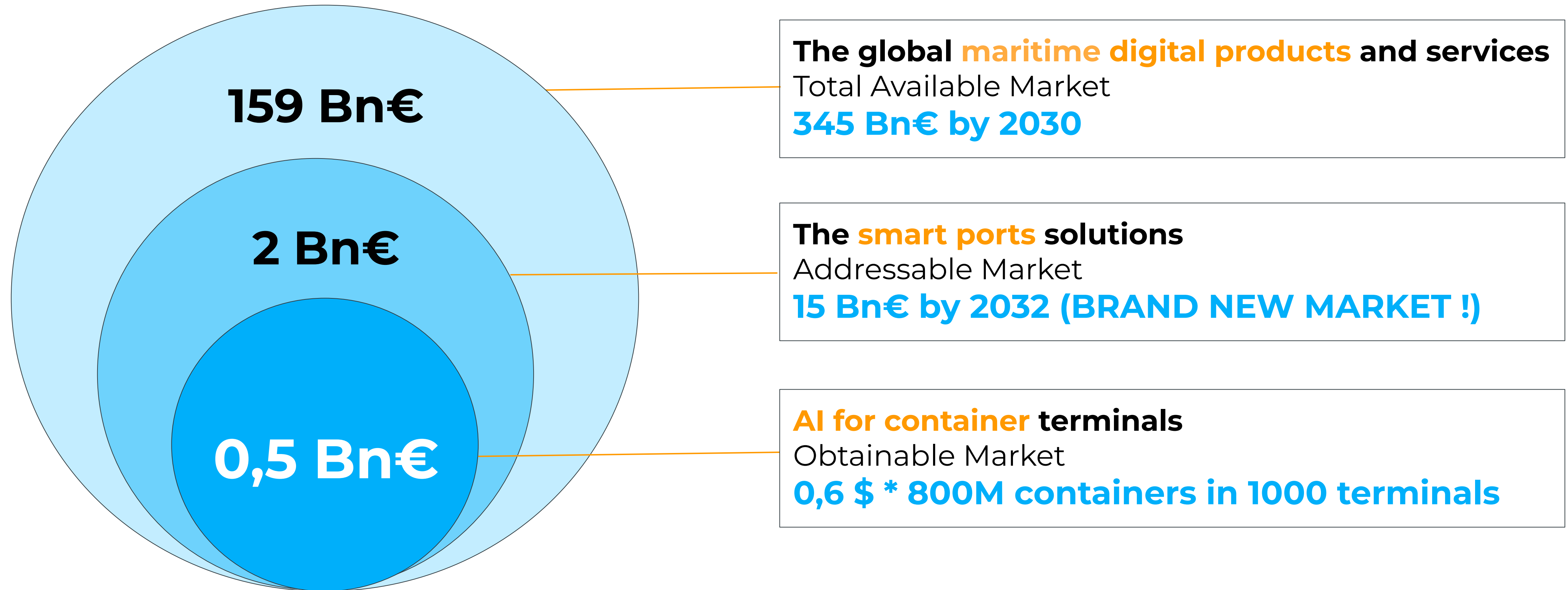


“We are confident that our collaboration holds immense potential to drive growth of the broader CMA CGM terminal portfolio”

*Onofre Monzo,
Operations Manager,
CMA Kingston Terminal*



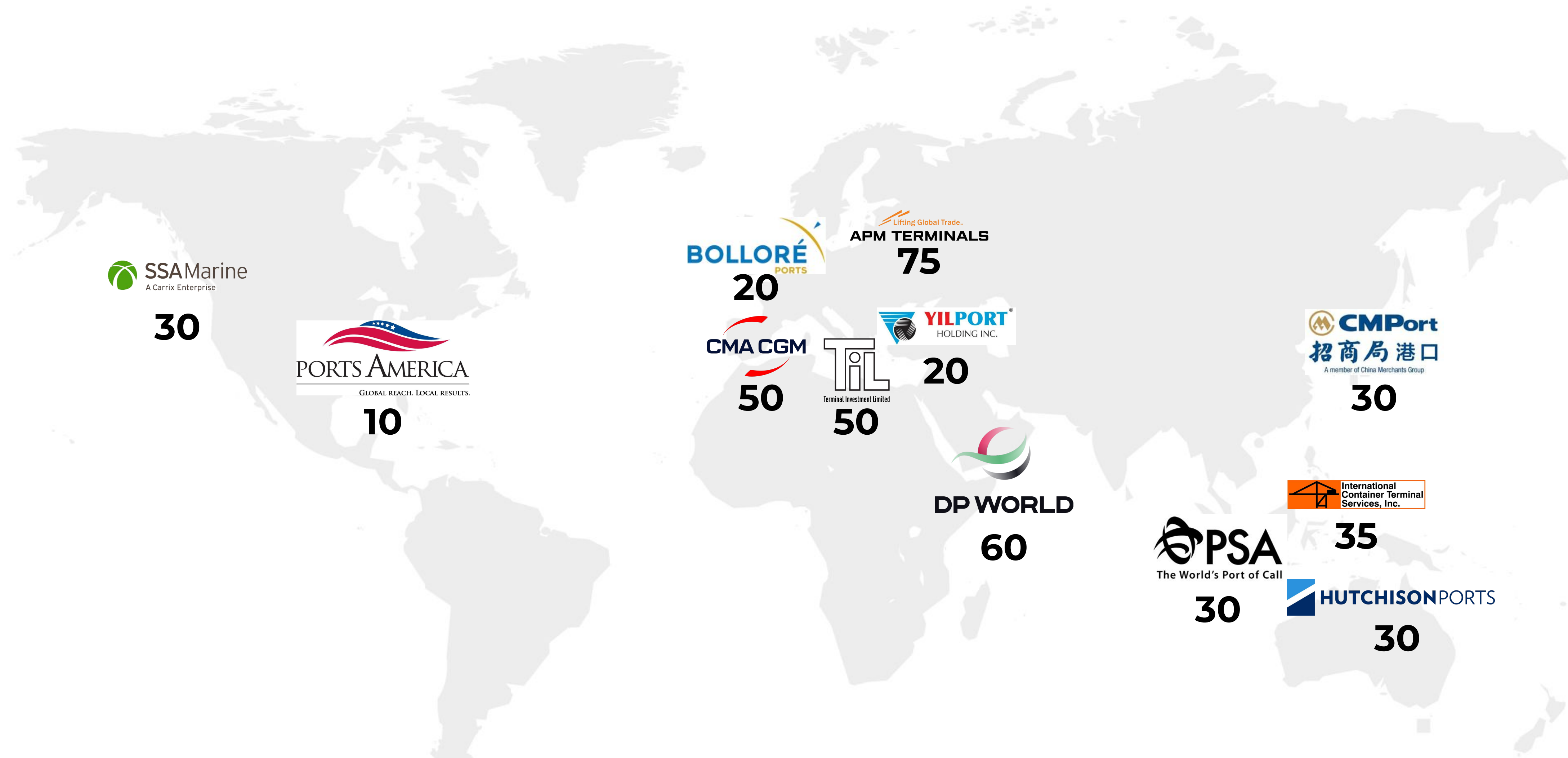
MARKET OPPORTUNITY FOR SMART PORTS SOLUTION



Competitors focus on the **yard and maritime operations**.
Whereas DMS Logistics allow logistics stakeholders to gain the view on **hinterland operations**.



COMMERCIAL STRATEGY: 400 TERMINALS/13 GROUPS



1000 major terminals to reach, 40% in 13 major groups



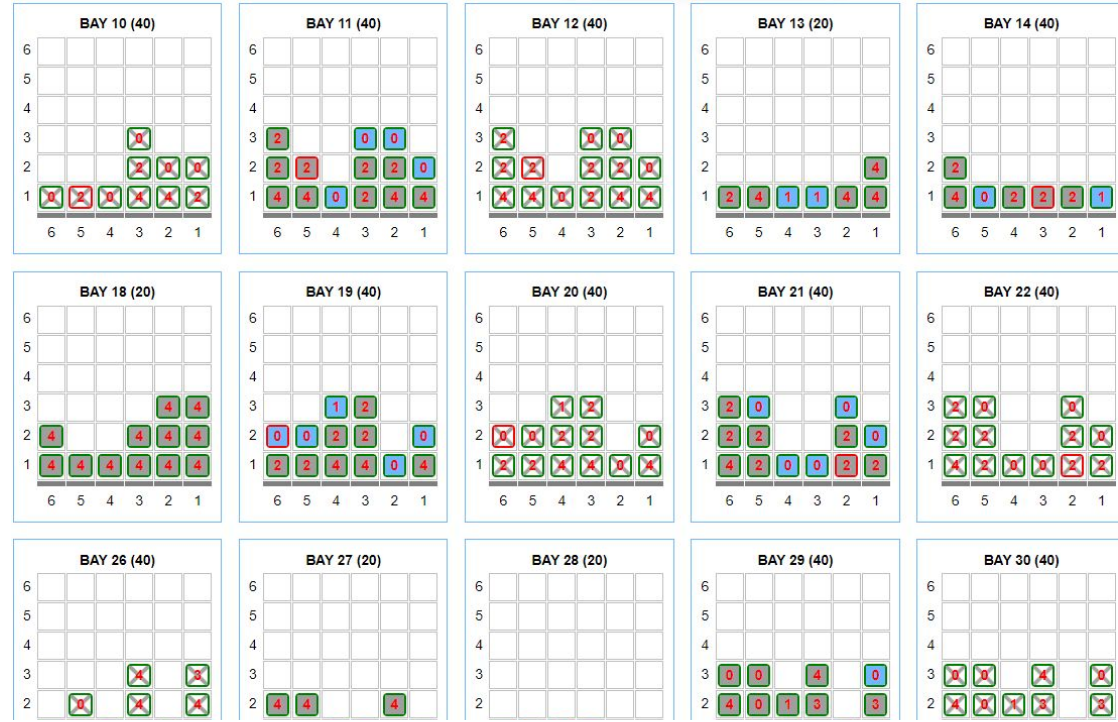


DMSLOG.AI SOLUTIONS AND CUSTOMERS

SOLUTION : COMPLETE HINTERLAND MANAGEMENT



DETAILED PRODUCTS



AI-Based STACKING STRATEGIES

TOS PLUG-IN

No data From 0 > 14 From 15 > 29 From 30 > 44 From 45 > 59 From 60 > 180

01X	02X	03X
01A 1 cranes (11h: 104in / 12out)	02A 1 cranes (28: 0in / 28out)	03A
01B 1 cranes (7h: 81in / 14out)	02B 1 cranes (37: 6in / 31out)	03B 1 cranes (27: 0in / 27out)
01C 1 cranes (15: 0in / 15out)	02C 1 cranes (13: 4in / 9out)	03C 1 cranes (38: 32in / 6out)
01D 1 cranes (19: 14in / 5out)	02D 0 cranes (8: 4in / 4out)	03D 1 cranes (43: 21in / 22out)
01E 1 cranes (13: 0in / 13out)	02E 1 cranes (27: 19in / 8out)	03E 1 cranes (38: 24in / 14out)
01F 0 cranes (5: 1in / 4out)	02F 1 cranes (11: 1in / 10out)	03F 1 cranes (36: 24in / 12out)
RSM	02G	03G 1 cranes (8h: 38in / 31out)
	02H 1 cranes (30: 30in / 0out)	03H 0 cranes (8: 6in / 2out)

AI-Based RESOURCE PLANNER

FULL INDEPENDENT INTERFACE

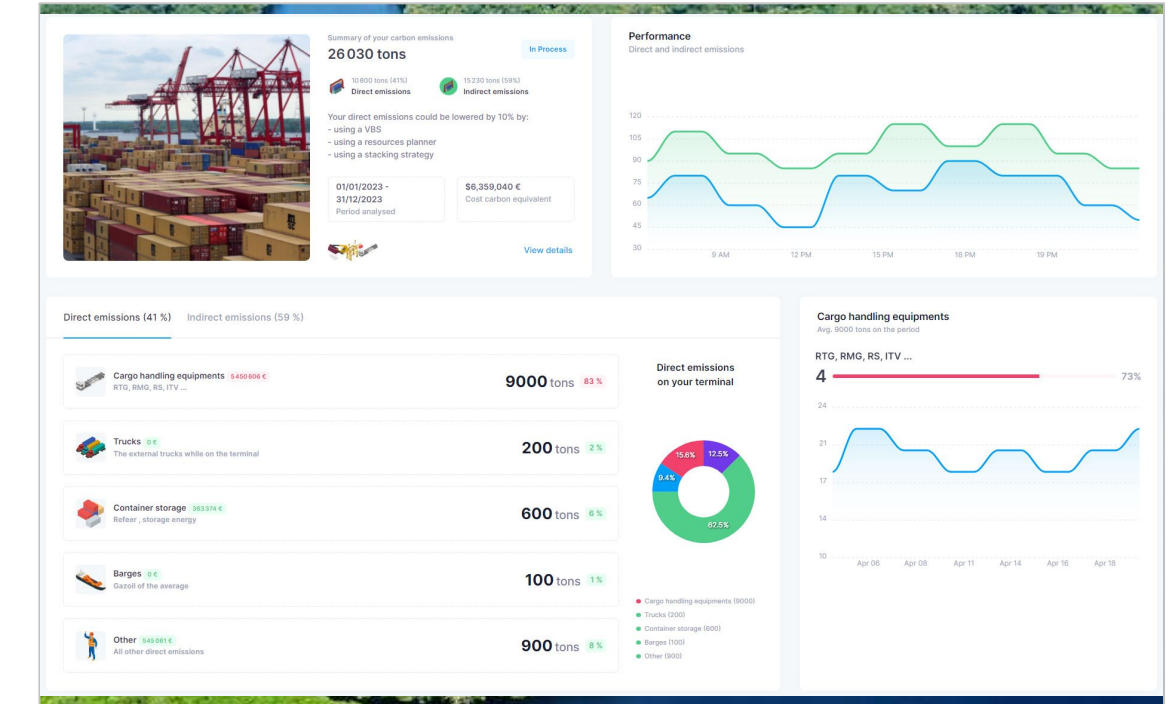
Opportunité CRENEAUX
Le temps passé sur le terminal est calculé par le système.

Choisissez le créneau horaire *

<input type="radio"/>	<input checked="" type="radio"/>	6:00 - 9:00	2 RDV disponibles - TTT 56 min
<input type="radio"/>	<input checked="" type="radio"/>	9:00 - 11:00	71 RDV disponibles - TTT 35 min
<input type="radio"/>	<input checked="" type="radio"/>	11:00 - 13:00	83 RDV disponibles - TTT 40 min
<input type="radio"/>	<input checked="" type="radio"/>	13:00 - 15:00	47 RDV disponibles - TTT 25 min
<input type="radio"/>	<input checked="" type="radio"/>	15:00 - 17:00	48 RDV disponibles - TTT 35 min
<input type="radio"/>	<input checked="" type="radio"/>	17:00 - 20:00	0 RDV disponibles - TTT 45 min

AI-Powered VEHICLE BOOKING SYSTEM

FULL SOLUTION OR INJECTION IN EXISTING VBS

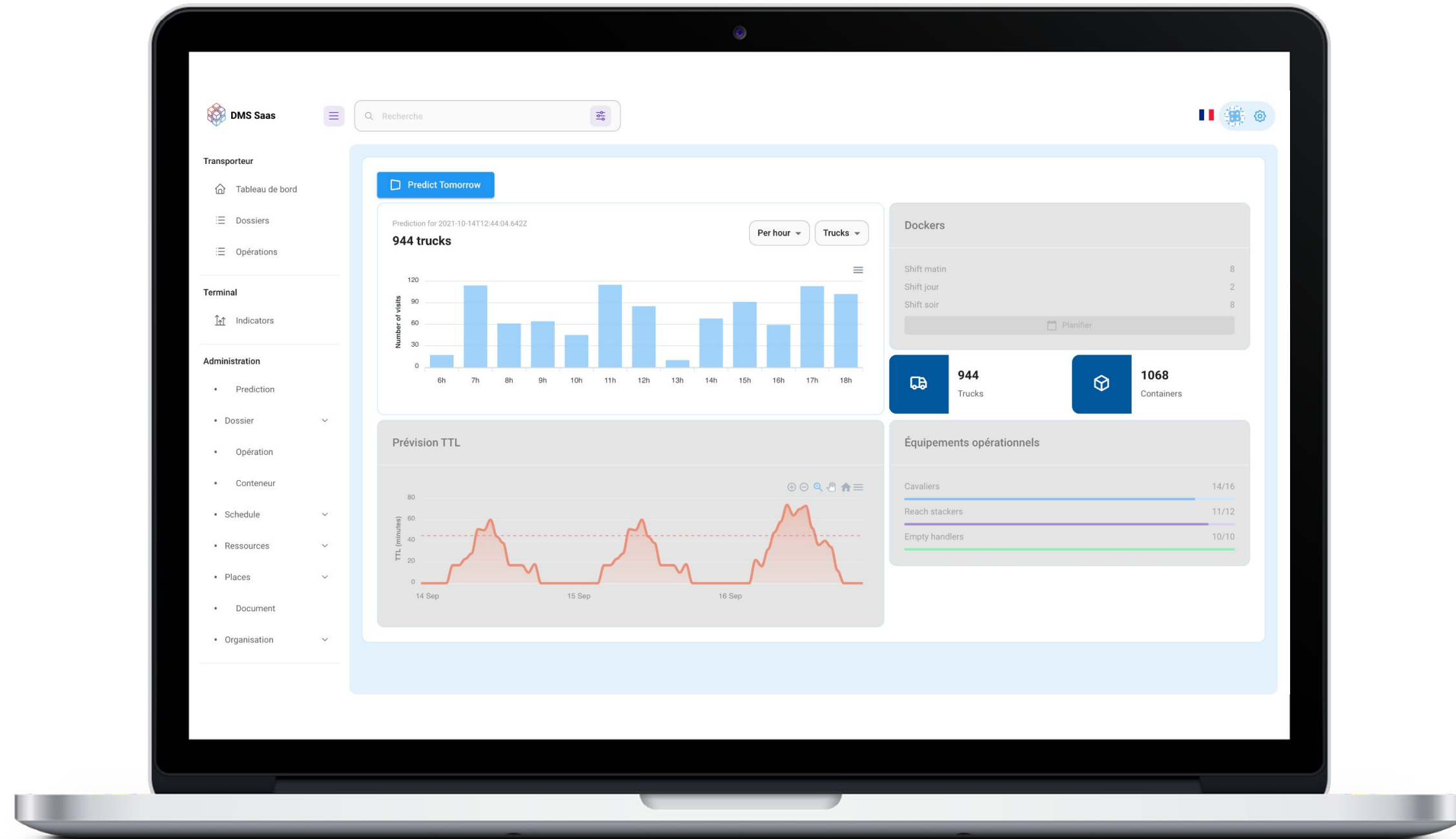


Live Monitor CARBON EMISSIONS

SFC/GLEC CERTIFIED



BUSINESS MODEL



SaaS
(pricing based on volume)

SETUP / TERMINAL	SUBSCRIPTION
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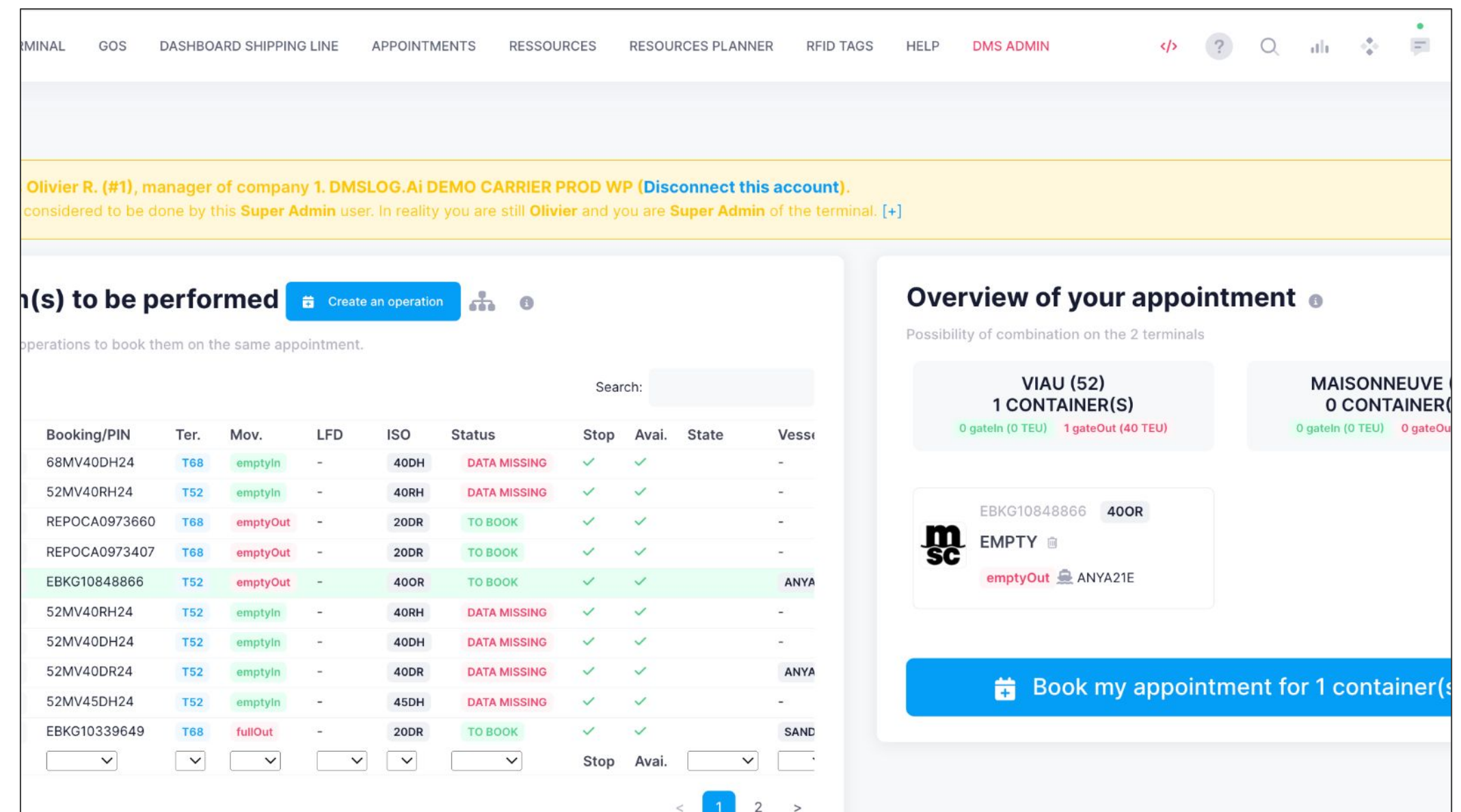


MAJOR SUCCESSES : TERMONT, CANADA

VEHICLE BOOKING SYSTEM

VOLUME : 3000 Truckers, 375k TEU

- TTT reduced up to 66 min/day
- AI deployed, >85% accuracy on forecasts

A screenshot of a web application interface for vehicle booking. The interface includes a navigation bar at the top with various menu items like 'TERMINAL', 'GOS', 'DASHBOARD SHIPPING LINE', etc. Below the navigation bar, there is a user profile section for 'Olivier R. (#1)'. The main content area features a table titled 'Operations to be performed' with columns for Booking/PIN, Ter., Mov., LFD, ISO, Status, Stop, Avai., State, and Vesse. The table contains several rows of data, with some rows highlighted in green. To the right of the table, there is a section titled 'Overview of your appointment' which shows details for two terminals: 'VIAU (52) 1 CONTAINER(S)' and 'MAISONNEUVE 0 CONTAINER(S)'. At the bottom of the overview section, there is a blue button that says 'Book my appointment for 1 container(s)'.

Booking/PIN	Ter.	Mov.	LFD	ISO	Status	Stop	Avai.	State	Vesse
68MV40DH24	T68	emptyIn	-	40DH	DATA MISSING	✓	✓	-	-
52MV40RH24	T52	emptyIn	-	40RH	DATA MISSING	✓	✓	-	-
REPOCA0973660	T68	emptyOut	-	20DR	TO BOOK	✓	✓	-	-
REPOCA0973407	T68	emptyOut	-	20DR	TO BOOK	✓	✓	-	-
EBKG10848866	T52	emptyOut	-	40OR	TO BOOK	✓	✓	-	ANYA
52MV40RH24	T52	emptyIn	-	40RH	DATA MISSING	✓	✓	-	-
52MV40DH24	T52	emptyIn	-	40DH	DATA MISSING	✓	✓	-	-
52MV40DR24	T52	emptyIn	-	40DR	DATA MISSING	✓	✓	-	ANYA
52MV45DH24	T52	emptyIn	-	45DH	DATA MISSING	✓	✓	-	-
EBKG10339649	T68	fullOut	-	20DR	TO BOOK	✓	✓	-	SAND

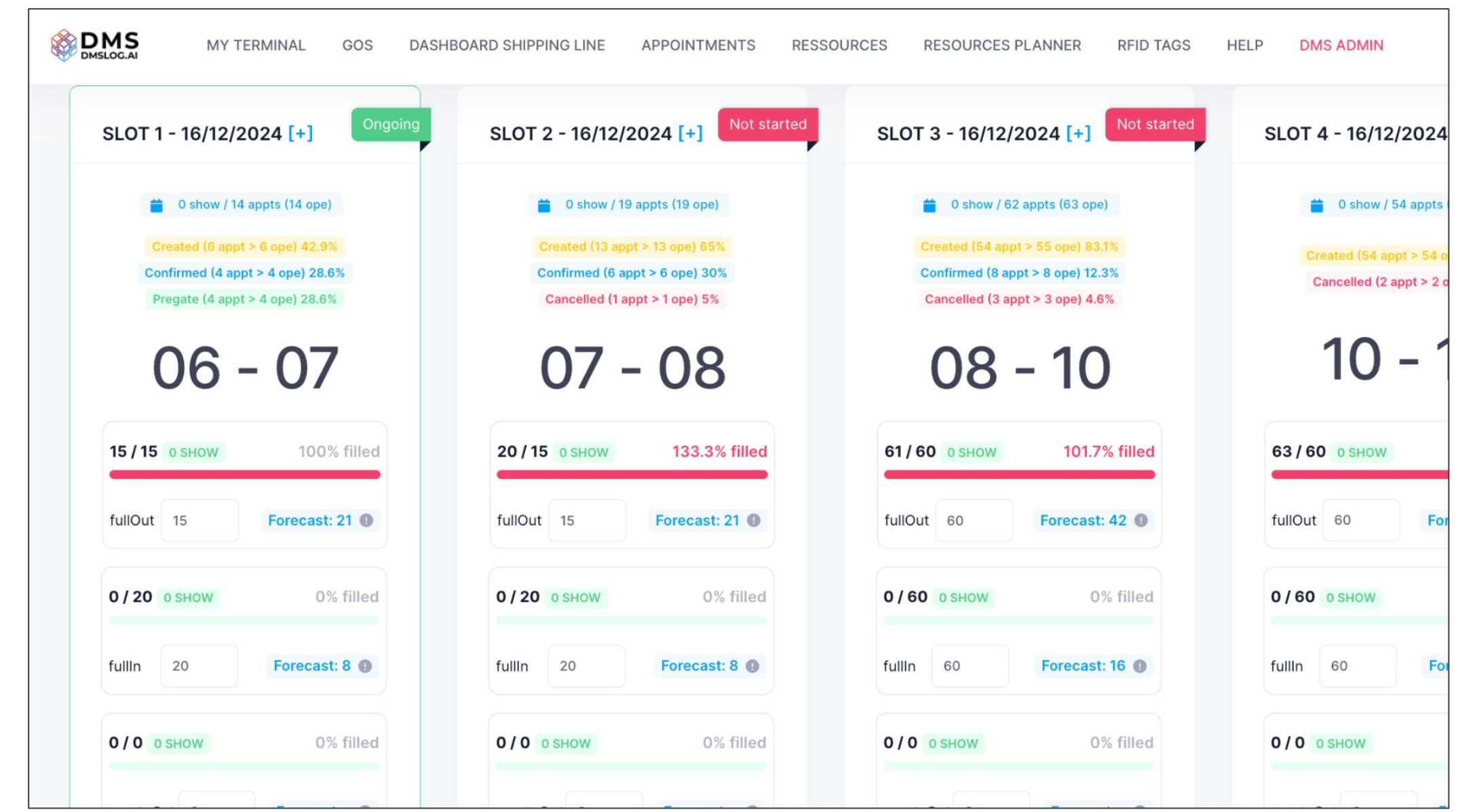
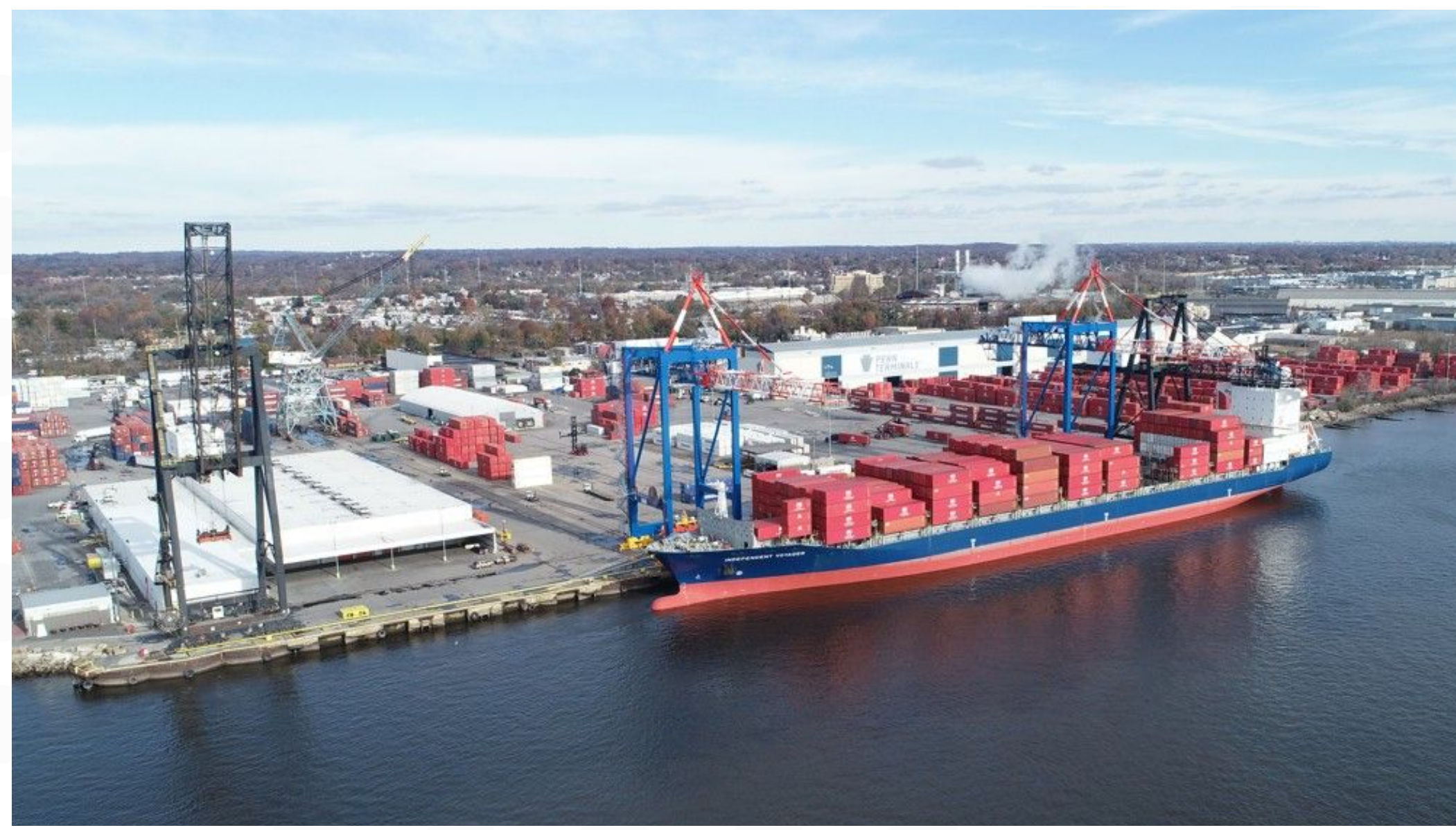


MAJOR SUCCESSES : PENN TERMINALS, USA

VEHICLE BOOKING SYSTEM

VOLUME : 180k TEU

- Standalone VBS, no connexion to TOS, GOS, no AI deployed yet.
- Delivered in 7 days, golive in 1 month

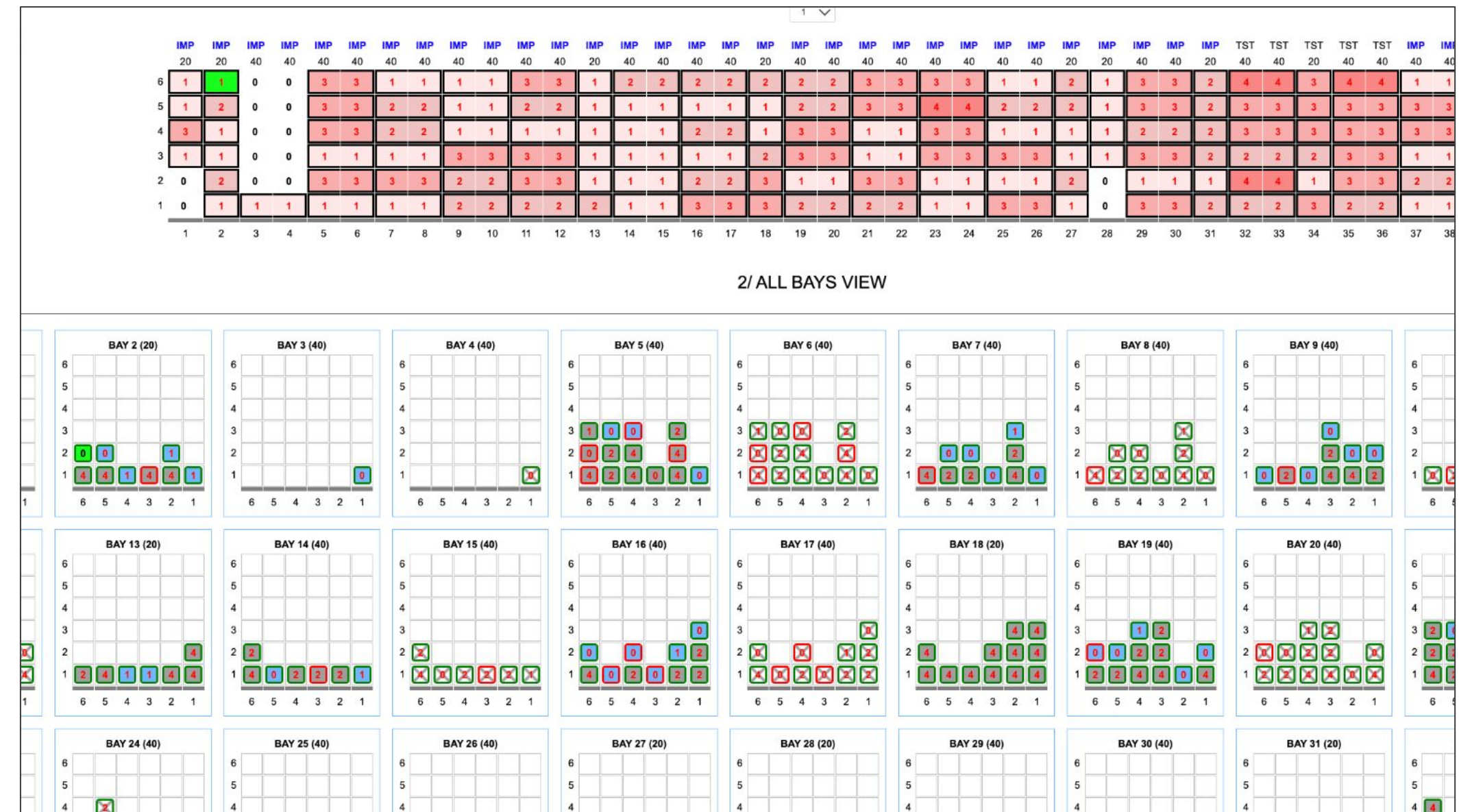



MAJOR SUCCESSES : CSP VALENCIA, SPAIN

STACKING STRATEGY IMPORT

VOLUME : 550k TEU






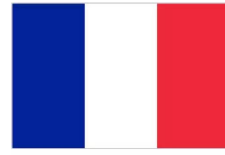


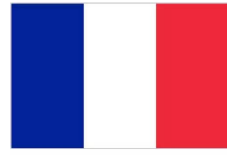

- Digital Twin TOS interface
- Around \$400k savings calculated





DMSLOG.AI
POSITION IN THE
MARKET



THE LOGISTICS MARKET IS BOOMING

Company					
Country					
Activity	Online Freight Forwarder	AI for logistics ETA prediction	IoT for containers (smart containers)	AI for TMS	Online Freight Forwarder
Fund Raised	50M€	331 M€	65 M€	100 M€	1,3 Bn\$
Turnover					
Valorisation	50M€	\$ 1,2 Bn	Major stake sold to MSC	300 M€	\$ 3,2 Bn





POTENTIAL EXIT OR SYNERGIES

Type of Company	Major Terminal Groups	Major IT editor
Example		
Why ?	Customers interested in creating a standard for terminal management (+ owning data).	Add a specialized product/module tool to their portfolio



A large industrial port at night, illuminated by blue lights. In the foreground, there are stacks of colorful shipping containers and a road with a few vehicles. In the background, several large gantry cranes are visible, some with containers being lifted. The scene is overlaid with a large, semi-transparent blue geometric shape that contains the text. The overall atmosphere is industrial and modern.

**THANKS FOR
YOUR
ATTENTION**