

VISY

Stand E-32

TOC
EUROPE

18 June 2025

BALTIC HUB, GDANSK QUAYSIDE CASE STUDY

From Manual Operations to Wharf Optimization



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Innovation: TopView Spreader OCR

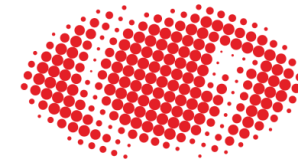
Streamlining the safe flow of assets

Process automation platform critical for TOS

Manage everything that goes in/out via road, rail, quay, CHE

AI-powered vision technology (OCR) improves KPIs

Identify assets, digitize and manage workflows: cargo, vehicles and people – share with TOS/3P systems



VISY

- ✓ Global leader of innovative & flexible smart gate & terminal automation solutions
- ✓ 30+ countries
- ✓ 500+ sites automated
- ✓ 6,000,000+ Ops decisions daily
- ✓ Billions of vision tech events
- ✓ Innovating since 1994

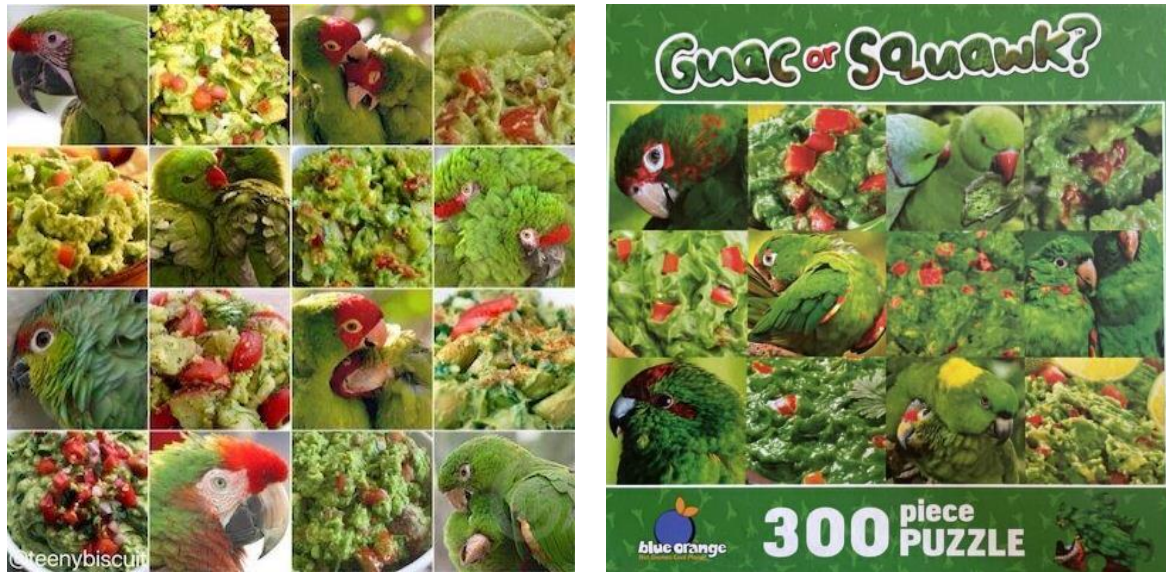


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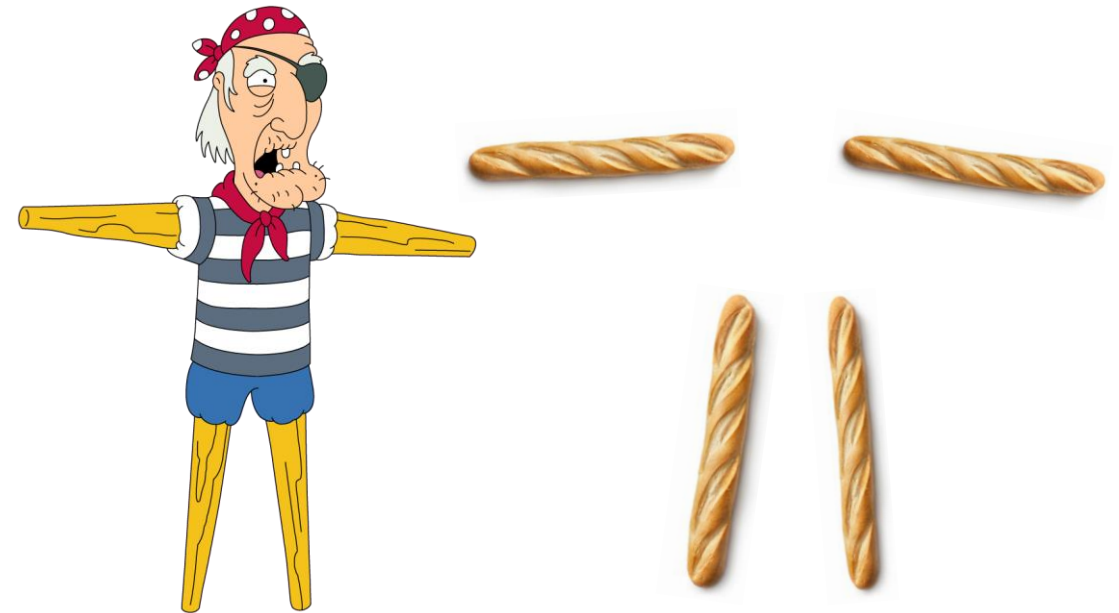
Expand
Your vision

Not all Vision Technology is the Same:

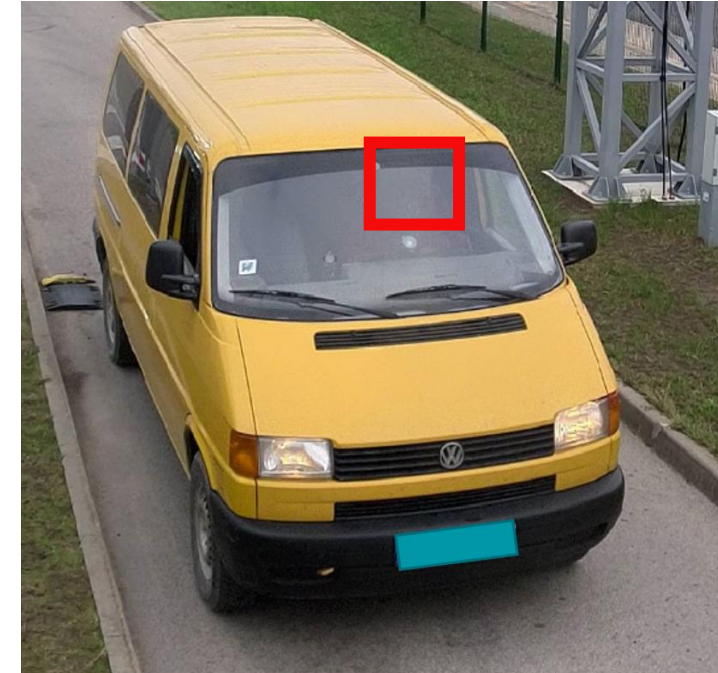
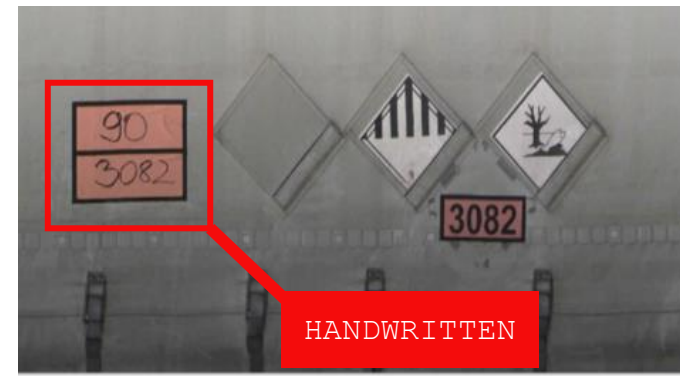
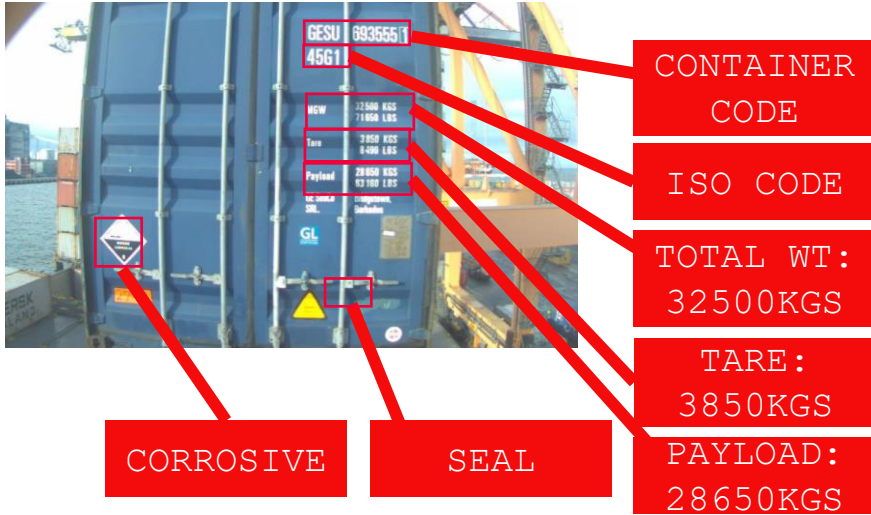
Parrots or Guacamole?



Peglegs or Breadsticks?



Not all Vision Technology is the Same: **Seriously.**



YELLOW VAN VOLKSWAGEN PASSENGERS: 1

**Safety
Above
Everything**

**How to scale
quay ops?
14 to 21 STS**

**Leadership:
How to
improve
KPIs?**

**ID Box ASAP
= Digitize**

**Deepwater CT:
2.2 million TEUs in
2024**

**Goal:
4.5 million TEUs in
2025**

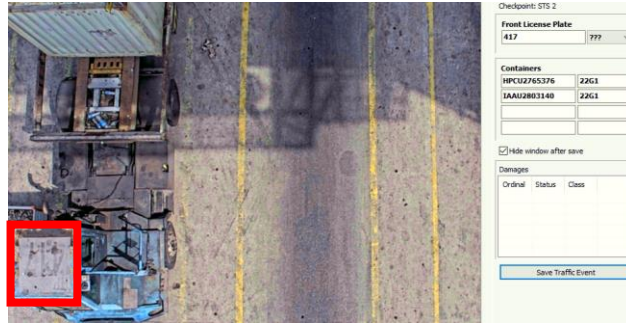
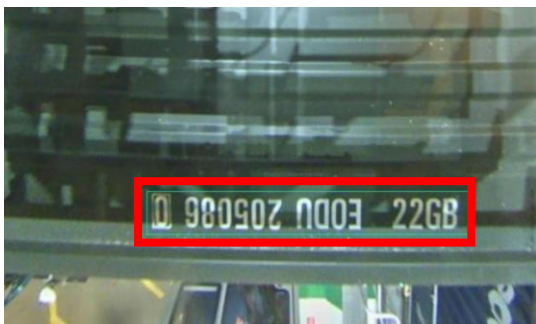
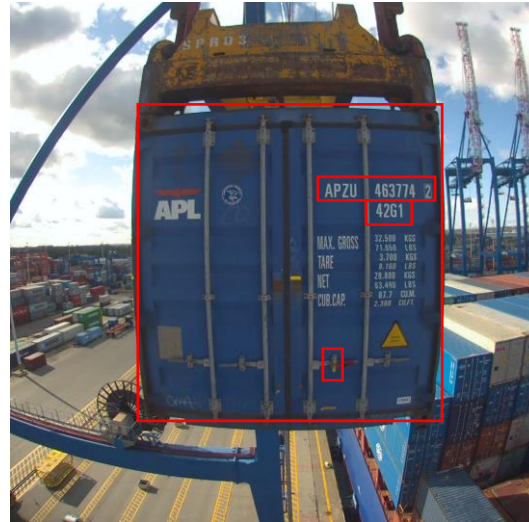


**Visy Gate/Rail
customer
since 2018**

Table of Contents: Quay (Key) Optimization – 4 Main Areas



Vision Technology: Box ID ASAP



Checkpoint: STS 2

Front License Plate
417

Containers
HPCU2765376 22G1
IAAU2803140 22G1

Hide window after save

Damages
Ordinal Status Class

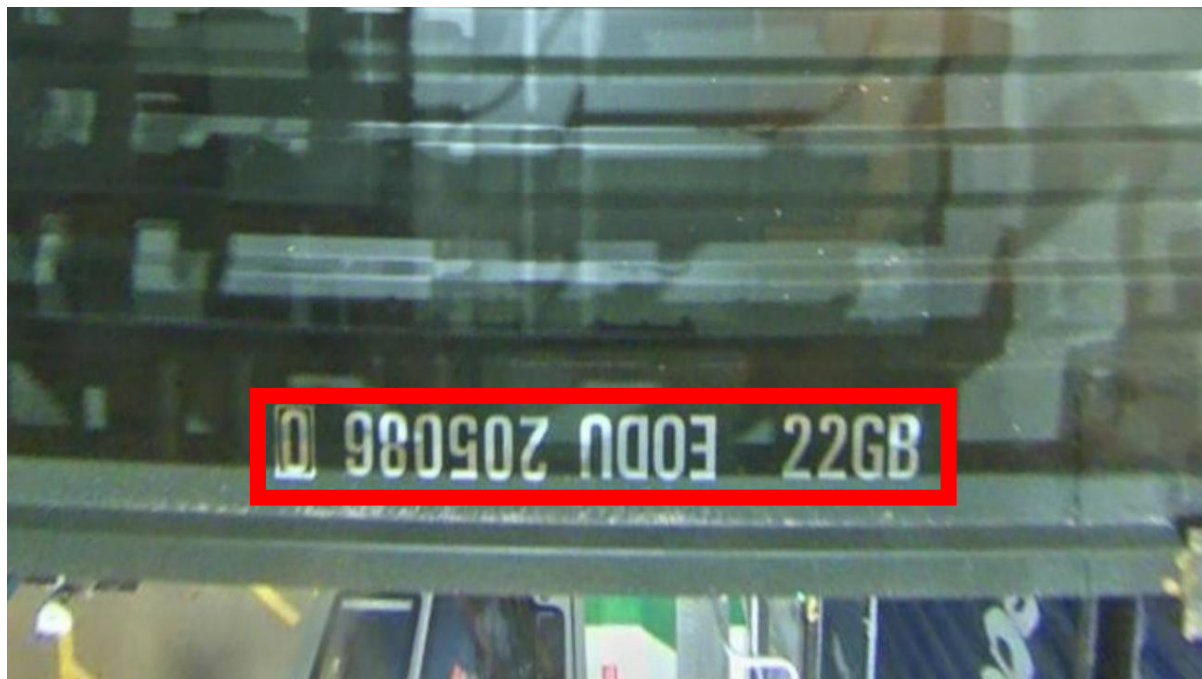
Save Traffic Event

- ✓ Manual to digital
- ✓ AI vision tech
 - Container IDs
 - ISO codes
 - IMO labels
 - Door direction / Seal
 - TT IDs
- ✓ TopView Spreader OCR
- ✓ Imaging, recording, and digitizing all moves
- ✓ Visy Crane Gate OS platform
- ✓ Navis TOS Interface – Real Time
- ✓ Cameras on portal and sill beams

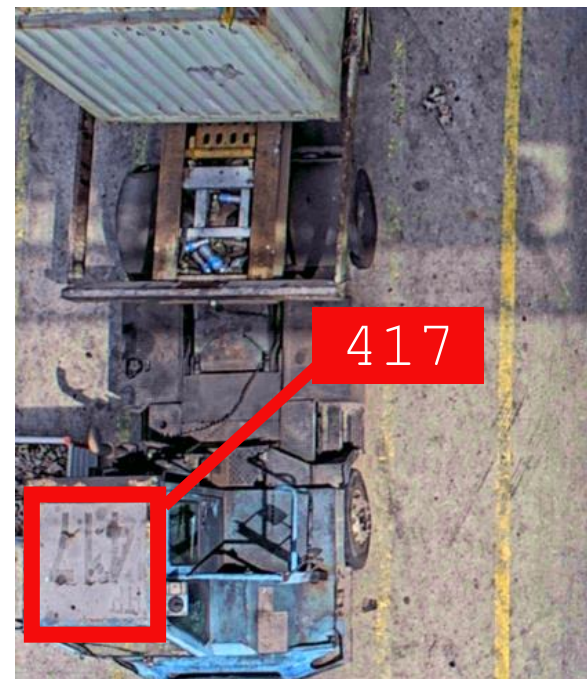


Not all Vision Technology is the Same:

Upside down?



Can you read it?



Not all Vision Technology is the Same: Baltic Hub Audit Results

Crane	Moves	Container ID	ISO	TT	Seal	Door	IMO
STS 33	393	100%	100%	98.3%	98.3%	99.8%	96.0%
STS 34	5,227	99.7%	99.6%	99.2%	97.8%	100%	99.5%
STS 35	9,325	99.8%	99.7%	99%	96.7%	99.9%	99.9%
STS 36	12,962	99.9%	99.8%	99.6%	96.4%	99.5%	99.7%
STS 37	13,547	99.6%	99.4%	99.1%	97.3%	100%	99.9%

Improve Safety on Quay? Pinning App



- ✓ Dangerous job
- ✓ Visy Application
- ✓ New stations at ends of quay keep clerks away from cranes
- ✓ Clerks match TT ID, box IDs and pin requirements via handheld
- ✓ Navis Interface
- ✓ Web application



Safe, Fast & Accurate Load/Discharge in Real Time?

07:57 - Load
TCNU5842877

PM	SEQ 1	SEQ 2
T164	14	
T197	15	
T173	16	
T905	17	

SEQ	QUEUE NAME	DUAL BAY	MOVE	MOVES
1	POLA-load-15B	B 15	LOAD	45
2	POLA-load-11A	A 11	LOAD	19

LOAD ROW 02 / LANDSIDE 4th

14									
12									
10	37	38	39	40	41	42	43	44	45
08	28	29	30	31	32	33	34	35	36
06	19	20	21	22	23	24	25	26	27
04					14		16	17	18
02									
	07	05	03	01	00	02	04	06	08

MENU

Call Me

14

Waterside Row

019	07
020	05
021	03
022	01
014-T164	00
015-T197	02
016-T173	04
017-T905	06
018	08

Landside

Bay View

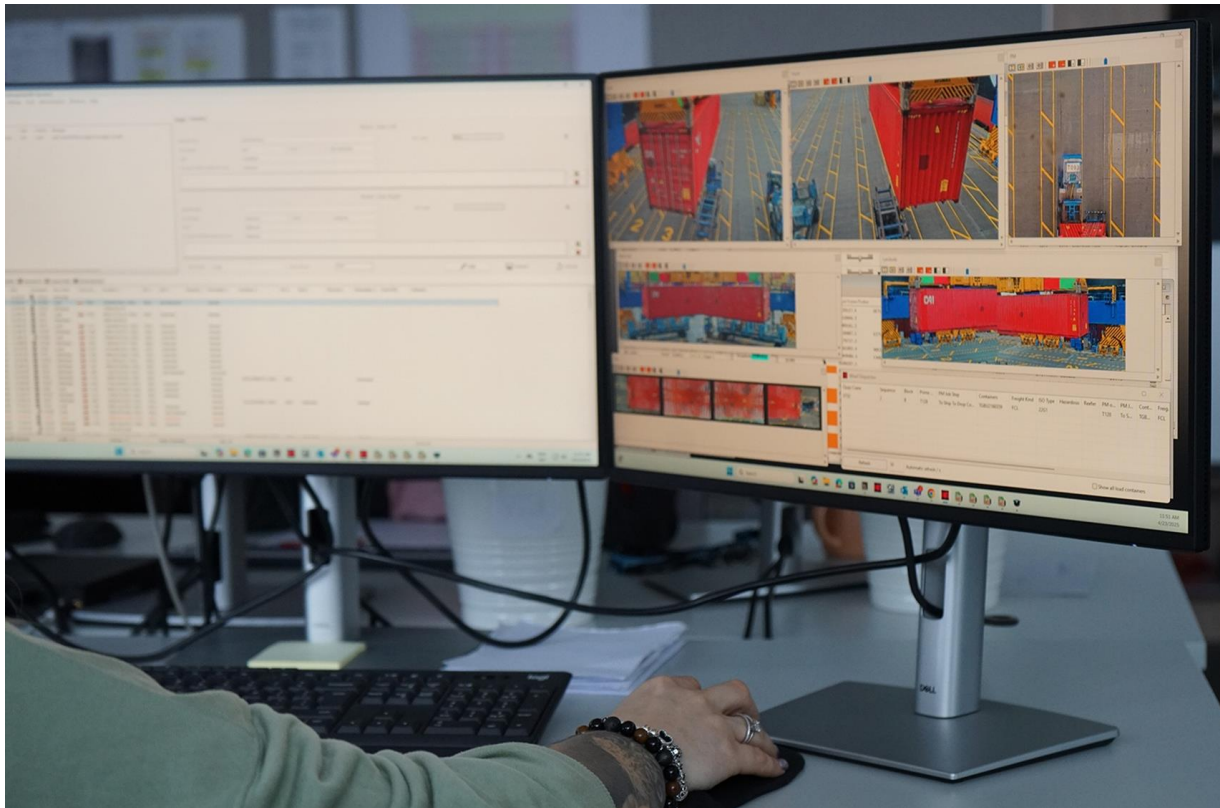
List View

Sightseeing

- ✓ Paper to Digital
- ✓ Instructions:
 - Audio
 - Visual
- ✓ Screen and Communications tool for crane operators and shift supervisors
- ✓ Load: Integrated with N4 TOS to automatically confirm container movements into planned / actual locations
- ✓ Discharge: Integrated with N4 TOS to link Box ID to TT and workorder



Visy Crane Gate – Central Dispatcher View



- ✓ Visy Crane Gate OS
- ✓ Exception handling
- ✓ Monitoring overall operations in real time
- ✓ Loading sequences: Box & TT
- ✓ Communication with crane operators via Wharf App
- ✓ Integrated with N4 TOS
- ✓ 3 operators for 21 cranes = 7:1 ratio

PBL_1 (192.168.12.129)

Ping: OK Read: OK Open in browser

WSL (192.168.12.128)

Ping: OK Read: OK Open in browser

WSR (192.168.12.121)

Ping: OK Read: OK Open in browser

PBR_1 (192.168.12.122)

Ping: OK Read: OK Open in browser

PBL_2 (192.168.12.130)

Ping: OK Read: OK Open in browser

LSL (192.168.12.133)

Ping: OK Read: OK Open in browser

LSR (192.168.12.126)

Ping: OK Read: OK Open in browser

PBR_2 (192.168.12.123)

Ping: OK Read: OK Open in browser

PBL_3 (192.168.12.131)

Ping: OK Read: OK Open in browser

STS24 Crane (127.0.0.1)

Ping: OK Read: OK Show debug info

Single40ft

ndevent after discharge

TopView (192.168.12...)

Ping: OK Read: OK Open

TopView_2 (192.168...)

Ping: OK Read: OK Open

PBR_3 (192.168.12.124)

Ping: OK Read: OK Open in browser

PBL_4 (192.168.12.132)

Ping: OK Read: OK Open in browser

TopView_3 (192.168...)

Ping: OK Read: OK Open

TopView_4 (192.168...)

Ping: OK Read: OK Open

PBR_4 (192.168.12.125)

Ping: OK Read: OK Open in browser

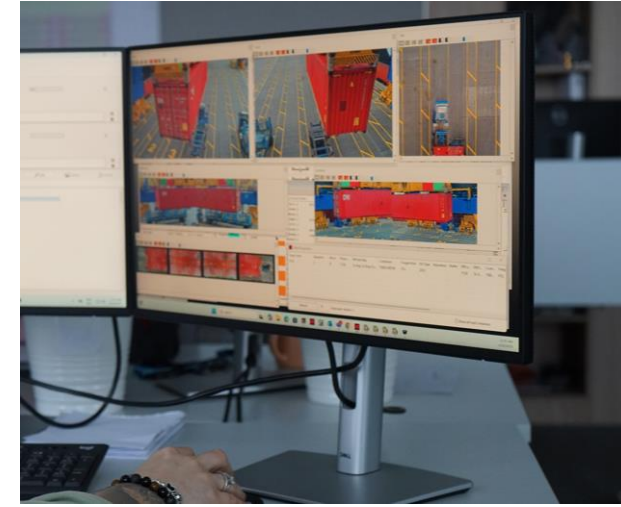
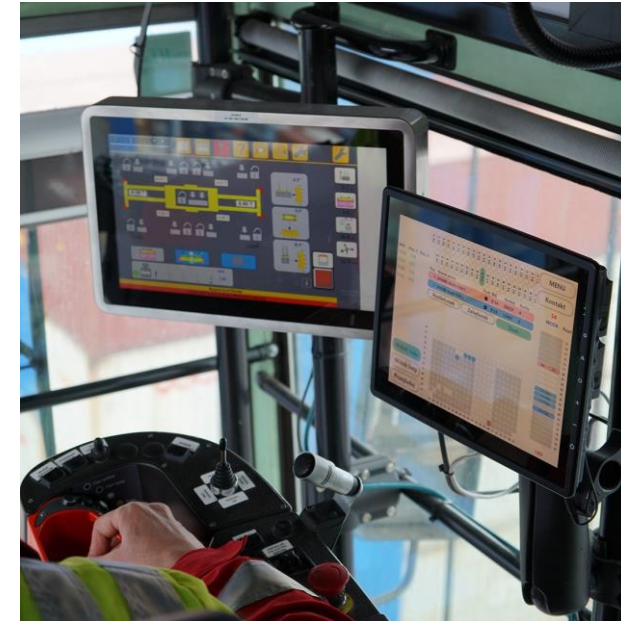
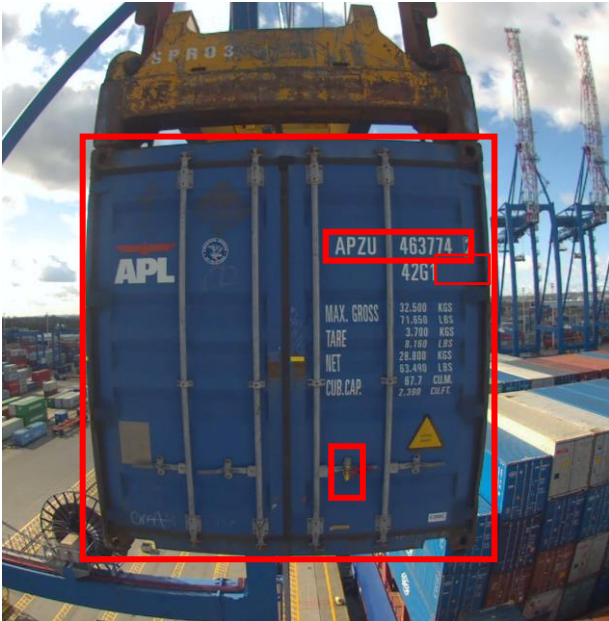
Results Matter: Improvements Across all Operational Metrics

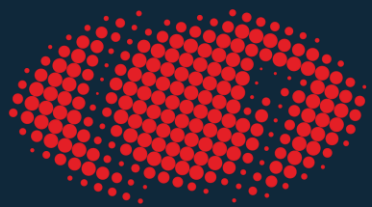
Technology	Impact
AI Vision Tech	Data Accuracy
Pinning App	Safe Operations
Wharf App	Fast and Correct Moves
Dispatcher tools	Optimize: Swapping / Dynamic

**Mission
Accomplished:
2.2 → 4.5 million
TEUs**



Not all Automation is the Same: Let's talk.





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Stand E-32

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Expand ●
Your vision