



Port of Newcastle 2016 **TRADE REPORT**

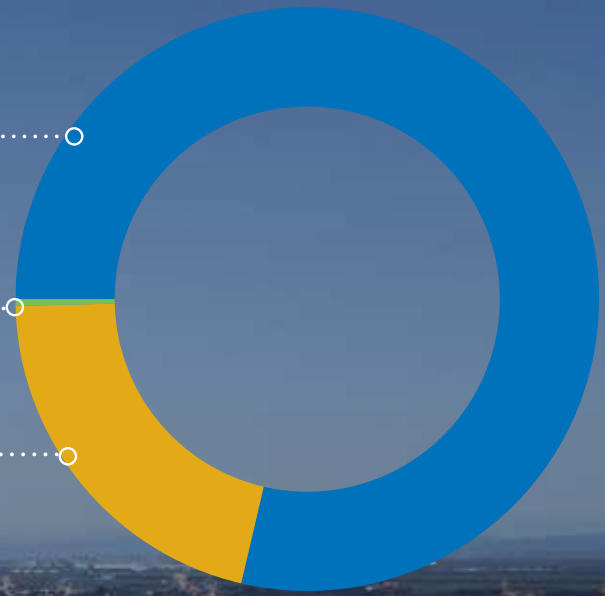


SHIP VISITS

COAL○
2016 - 1,764
2015 - 1,704

CRUISE○
2016 - 9
2015 - 8

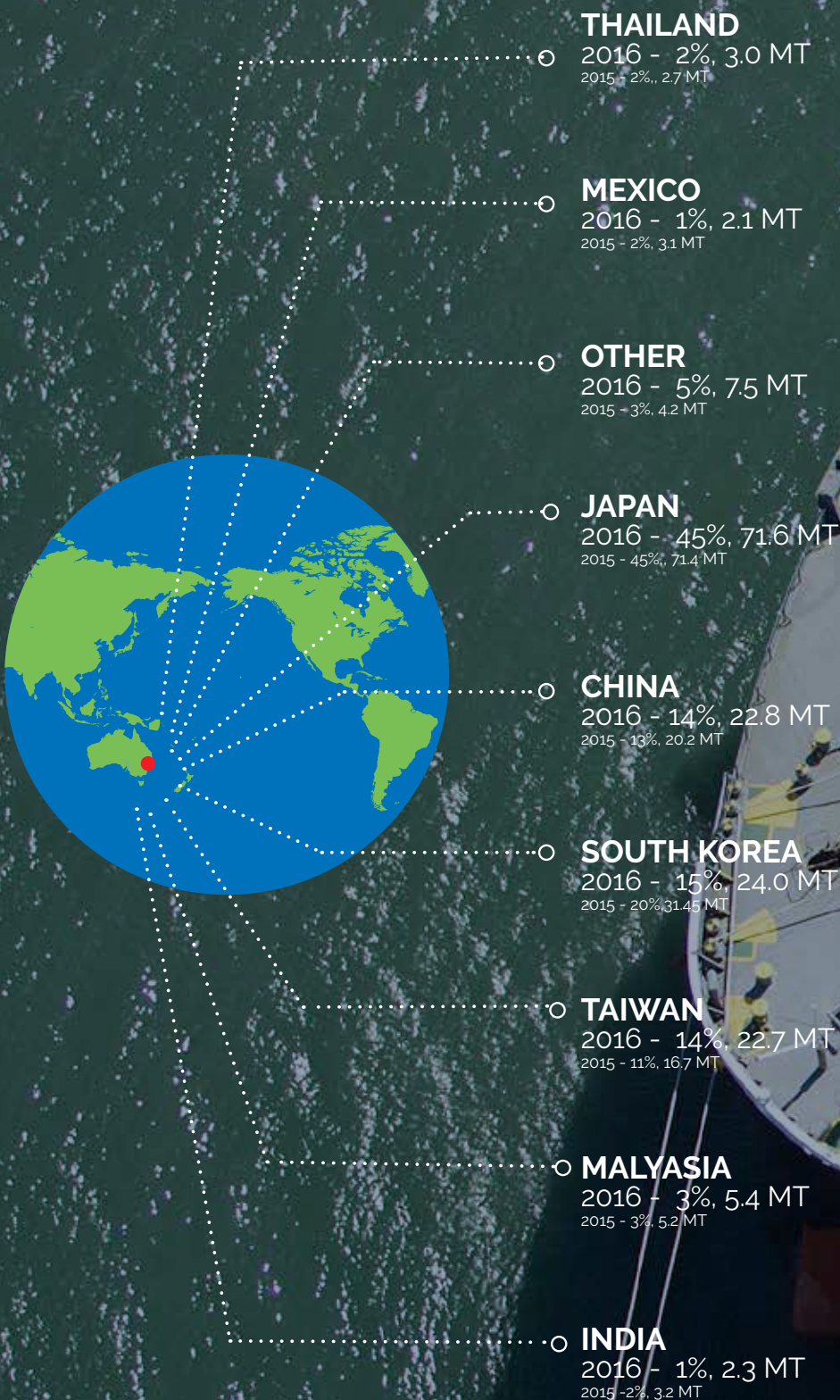
NON COAL○
2016 - 485
2015 - 455



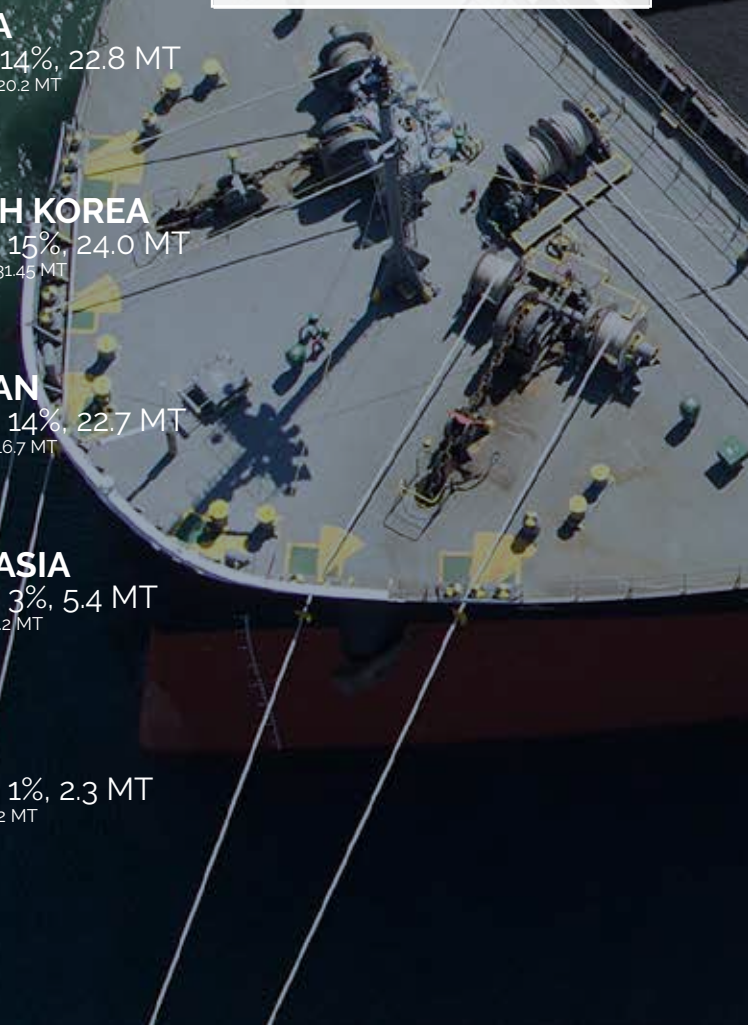
2,258
vessel visits in 2016
2,167 ship visits in 2015

COAL TRADE

COMMODITY EXPORTS	MASS TONNES		TRADE VALUE (\$MILLION)	
	2015	2016	2015	2016
Coal	158,124,064	161,399,667	\$14,122	\$15,279



Coal
96%
of trade volume
in 2016



NON COAL IMPORTS

COMMODITY IMPORTS	MASS TONNES		TEUS		TRADE VALUE (\$MILLION)	
	2015	2016	2015	2016	2015	2016
Alumina	1,147,442	1,124,230	0	0	315	\$281
Ammonia	15,503	3,018	1	3	10	\$2
Ammonium Nitrate	22,522	18,236	0	0	7	\$5
Cement	138,396	184,518	0	2	10	\$14
Fertiliser	523,381	493,122	0	1	253	\$189
Fuels	1,465,275	1,678,495	0	0	987	\$896
General Cargo	59,616	68,499	4,687	4,189	72	\$108
Grinding Media	0	0	0	0	0	\$0
Machinery, Project Cargo & Vehicles	15,935	17,105	32	77	159	\$171
Magnetite	69,500	89,077	0	0	21	\$27
Meals & Grains	178,869	154,956	0	0	85	\$72
Petroleum Coke	195,607	224,759	0	0	74	\$83
Pitch & Tar Products	145,507	154,843	0	0	107	\$119
Steel	127,999	160,216	8	5	22	\$23
Timber	20,782	24,236	9	25	1	\$1
TOTAL IMPORTS (NON COAL)	4,126,334	4,395,310	4,737	4,302	2,123	\$1,992



Fuel

15%

increase in mass tonnes imported in 2016



NON COAL EXPORTS

COMMODITY EXPORTS	MASS TONNES		TEUS		TRADE VALUE (\$MILLION)	
	2015	2016	2015	2016	2015	2016
Aluminium	64,131	51,406	0	0	\$142	\$110
Ammonia	112,352	143,570	33	41	\$76	\$98
Ammonium Nitrate	12,734	2,881	85	123	\$4	\$1
Boutique Coal	9,493	10,557	0	0	\$0.6	\$1
Concentrates	544,074	424,780	0	0	\$831	\$639
General Cargo	148,566	77,205	2,251	1,473	\$135	\$76
Grinding Media	12,037	9,586	570	455	\$12	\$10
Machinery, Project Cargo & Vehicles	17,285	21,507	914	1,182	\$173	\$215
Meals & Grains	244,063	235,415	0	18	\$69	\$42
Pitch & Tar Products	94,522	95,482	0	0	\$62	\$63
Silica Sand	5,281	59,377	0	0	\$0	\$0
Steel	96,897	70,926	412	366	\$17	\$10
Timber	176	507	0	0	\$0	\$0
Wheat	294,293	760,919	0	0	\$78	\$155
EXPORTS (NON COAL)	1,655,904	1,964,118	4,265	3,658	\$1,601	\$1,419
TOTAL EXPORTS (ALL TRADES)	159,779,968	163,363,785	4,265	3,658	\$15,723	\$16,698



Wheat

39%

increase in mass tonnes exported in 2016

COMMODITY EXPORTS OVERVIEW

COMMODITY EXPORTS	DEFINITION	DESTINATIONS 2016	DESTINATIONS 2015
Aluminium		Japan	Japan
Ammonia		Australia and New Zealand	Australia and New Zealand
Ammonium Nitrate		New Zealand and Papua New Guinea	Australia, New Zealand and Papua New Guinea
Boutique Coal		Australia	Australia
Concentrates	Copper ore concentrates, zinc ore concentrates and lead ore concentrates.	China, Taiwan, Philipines	China, Japan, South Korea and Taiwan
General Cargo		China, New Zealand, Australia, Papua New Guinea, Taiwan, Japan, Solomon Islands, India, New Caledonia and South Korea	China, New Zealand, Australia, Papua New Guinea, Brazil, Malaysia, Indonesia, Taiwan, Japan, Singapore, Solomon Islands, Tonga and India
Grinding Media		Indonesia and Papua New Guinea	Indonesia and Papua New Guinea
Machinery, Project Cargo & Vehicles	Mining machinery, agricultural machinery, power generation machinery, construction machinery, rail wagons, passenger vehicles and commercial vehicles.	Indonesia, Papua New Guinea and New Zealand	Indonesia, Australia, Papua New Guinea, New Zealand, China and Solomon Islands
Meals & Grains	Barley, sorghum, canola, maize, canola meal and cottonseed meal.	China, Australia, Papua New Guinea and New Zealand	China, Australia and New Zealand
Pitch & Tar Products	Pitch, coal tar, tar, carbon black and creosote.	Japan and Australia	Japan, Taiwan and Australia
Silica Sand		Philipines	Japan
Steel		Indonesia and New Zealand	Indonesia, Taiwan, Australia and New Zealand
Timber		Australia and New Zealand	Japan, Australia and New Zealand
Wheat		Egypt, Italy, Papua New Guinea, Vietnam, Japan, Fiji, Yemen, Indonesia and India	Egypt, Italy, Papua New Guinea, Kuwait, Indonesia and Australia

COMMODITY IMPORTS OVERVIEW

COMMODITY IMPORTS	DEFINITION
Fertiliser	Superphosphate, sulphate of ammonia, potash, urea, phosphates and other general manufactured fertilisers
Machinery, Project Cargo & Vehicles	Industrial machinery, power generation machinery, construction machinery, rail wagons, passenger vehicles and commercial vehicles.
Meals & Grains	Soybean meal.
Pitch & Tar Products	Pitch, coal tar and carbon black.

NOTES

- i Notwithstanding the commencement of the Port Lease on 31 May 2014, these comparisons are for the full calendar years 2015 and 2016.
- ii Trade values are Port of Newcastle's (PON) estimates based on commodity values and prices obtained periodically from sources such as the Australian Bureau of Agricultural and Resource Economics and Sciences (ABARES), Bureau of Resources and Energy Economics (BREE), Australian Bureau of Statistics (ABS), and IndexMundi.

The trade values are provided for information only and should not be relied on by any party. Any party seeking to rely on information on trade value should undertake its own assessment. Whilst care has been taken in the preparation of this material these are only value estimates, PON gives no warranty as to the accuracy of these values or any of the inputs used by it to develop these estimates. Results have been rounded as appropriate.

- iii TEU (twenty-foot equivalent unit) refers to containers handled.

TRADE ASSETS FINANCIAL PERFORMANCE

PORT CHARGES	1 JANUARY - 31 DECEMBER 2015 \$'000	1 JANUARY - 31 DECEMBER 2016 \$'000	NOTE
Navigation Services Charge	72,851	78,417	
Wharfage	18,649	20,529	
Site Occupation	3,690	3,990	1
Security	1,051	1,138	
Utilities	83	91	
Trade Revenue	96,326	104,165	
Operations Expense – Trade Assets	24,730	24,802	2
Depreciation – Trade Assets	12,663	13,935	3
Allocated Overheads – Trade Assets	10,032	10,732	4
Trade Expenses	47,425	49,469	5
Operating Profit from Trade Operations	48,901	54,695	
Trade Assets	2,398,000	2,398,000	6,7

NOTES

1. Site Occupation includes berth side storage revenue.
2. Operations Expense – Trade Assets is made up of salary and wages, repairs and maintenance, external services, fuel and security. The costs relate to dredging, survey, repairs, maintenance and other minor costs directly related to Trade Assets.
3. Depreciation – Trade Assets is the depreciation and amortisation costs specifically related to Trade Assets.
4. Allocated Overheads – indirect costs including transition costs (costs not directly related to income earning operations or capital projects) have been allocated based on relative revenue.
5. Trade Expenses exclude sublease rental, financing costs and income tax.
6. Trade Assets are those assets which generate revenue for the Company excluding those assets which are associated with property leasing activities.
7. Trade Assets assessment was last made in 2014 and will be subject to periodic review.

Port of Newcastle did not in the relevant period levy a Port Infrastructure Charge under Part 5 Division 6A of the Ports and Maritime Administration Act.

Published April 2017 with the approval of the Board of Port of Newcastle Operations Pty Limited as trustee for the Port of Newcastle Unit Trust.