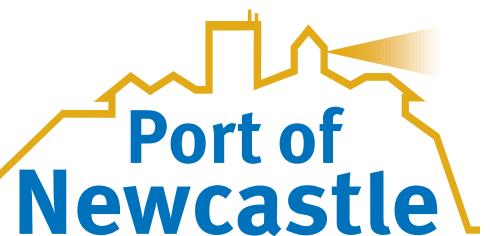
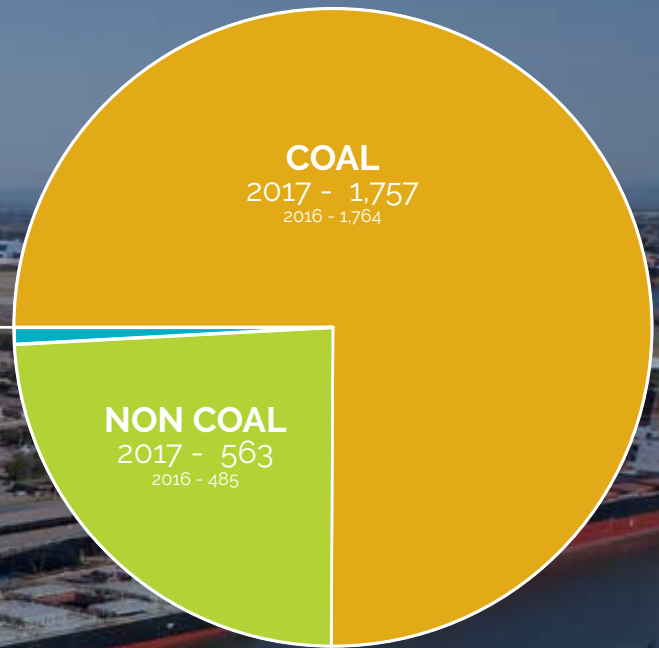




PORT OF NEWCASTLE 2017 **TRADE REPORT**



SHIP VISITS



CRUISE
2017 - 6
2016 - 9

NON COAL
2017 - 563
2016 - 485

2,326

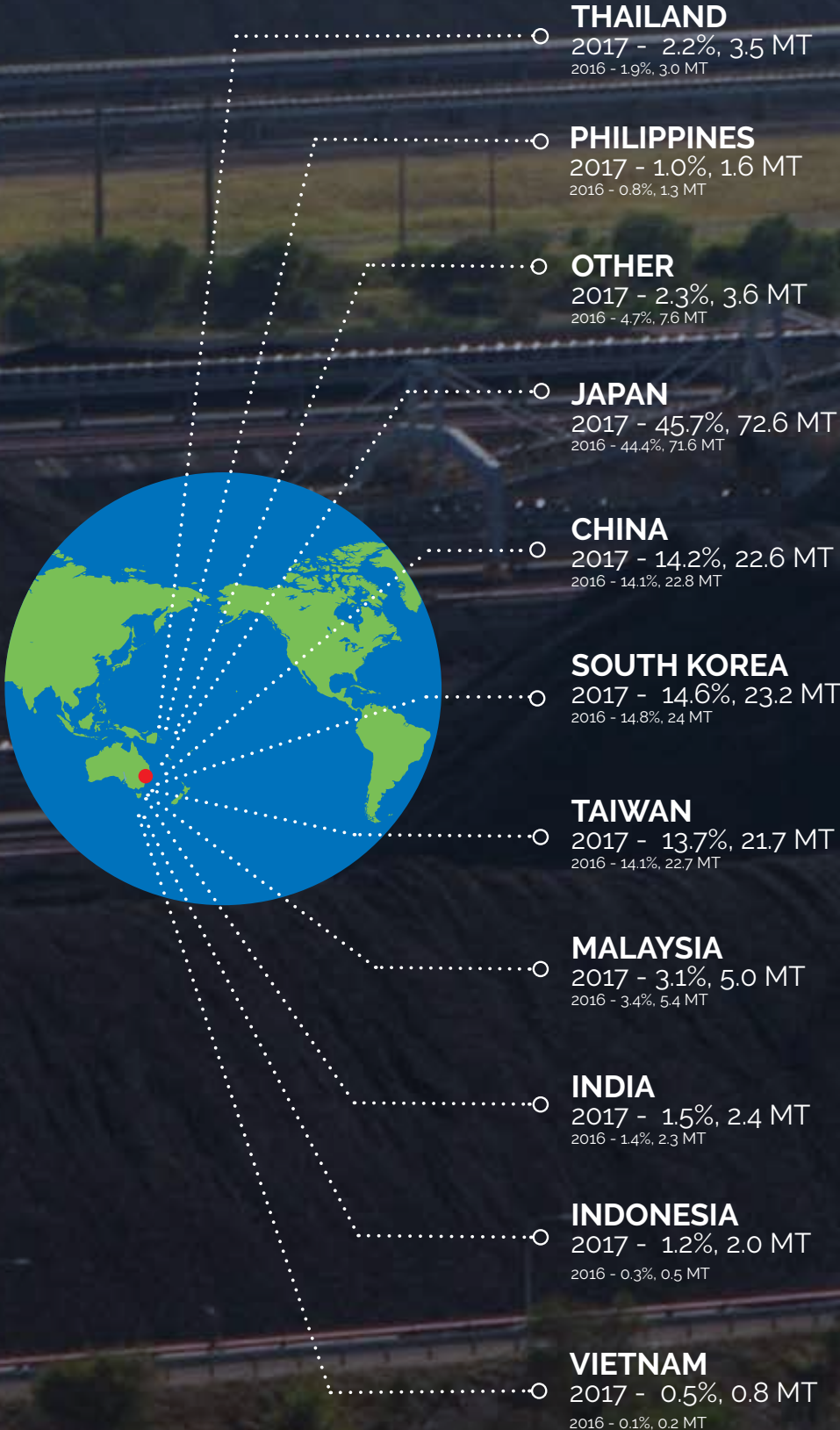
ship visits in 2017



2,258 ship visits in 2016

COAL TRADE

COMMODITY EXPORTS	MASS TONNES		TRADE VALUE (\$MILLION)	
	2017	2016	2017	2016
Coal	159,014,038	161,399,667	\$19,437	\$15,279



Coal represented **95%** in 2017 and **96%** in 2016. Includes a coal cart icon.

IMPORTS

COMMODITY IMPORTS	MASS TONNES		TEUS		TRADE VALUE (\$MILLION)	
	2017	2016	2017	2016	2017	2016
Alumina	1,106,282	1,124,230	0	0	\$285	\$281
Ammonia	38,732	3,018	0	3	\$26	\$2
Ammonium Nitrate	26,822	18,236	0	0	\$8	\$5
Cement	251,074	184,518	0	2	\$19	\$14
Fertiliser	587,852	493,122	0	1	\$209	\$189
Fuels	1,856,427	1,678,495	0	0	\$1,132	\$896
General Cargo	68,490	68,499	5,196	4,189	\$110	\$108
Grinding Media	0	0	0	0	\$0	\$0
Machinery, Project Cargo & Vehicles	75,087	17,105	180	77	\$751	\$171
Magnetite	93,284	89,077	0	0	\$28	\$27
Meals & Grains	186,176	154,956	0	0	\$85	\$72
Petroleum Coke	215,383	224,759	0	0	\$80	\$83
Pitch & Tar Products	146,724	154,843	0	0	\$116	\$119
Steel	232,102	160,216	107	5	\$50	\$23
Timber	25,709	24,236	55	25	\$1	\$1
TOTAL IMPORTS (NON COAL)	4,910,144	4,395,310	5,538	4,302	\$2,901	\$1,992

FUEL



1.86 million tonnes

Representing an

INCREASE OF 11%

on 2016

**MACHINERY,
PROJECT CARGO & VEHICLES**



INCREASE OF 339%

on 2016, including over

100 wind turbines

EXPORTS

COMMODITY EXPORTS	MASS TONNES		TEUS		TRADE VALUE (\$MILLION)	
	2017	2016	2017	2016	2017	2016
Aluminium	61,131	51,406	0	0	\$151	\$110
Ammonia	85,521	143,570	26	41	\$58	\$98
Ammonium Nitrate	979	2,881	44	123	\$0	\$1
Boutique Coal	0	10,557	0	0	\$0	\$1
Concentrates	468,543	424,780	0	0	\$693	\$639
General Cargo	180,301	77,205	1,630	1,473	\$95	\$76
Grinding Media	14,546	9,586	694	455	\$15	\$10
Machinery, Project Cargo and Vehicles	16,407	21,507	697	1,182	\$164	\$215
Meals and Grains	236,899	235,415	482	18	\$43	\$42
Pitch and Tar Products	103,096	95,482	0	0	\$72	\$63
Silica Sand	5,552	59,377	0	0	\$0	\$0
Steel	54,029	70,926	290	366	\$23	\$10
Timber	799	507	0	0	\$0	\$0
Wheat	1,834,303	760,919	95	0	\$360	\$155
EXPORTS (NON COAL)	3,062,106	1,964,118	3,958	3,658	\$1,673	\$1,419
TOTAL EXPORTS (ALL TRADES)	162,126,154	163,363,785	3,958	3,658	\$21,111	\$16,698



WHEAT
1.83 million tonnes
LARGEST IN 20 YEARS
INCREASE OF
141% on 2016.

COMMODITY EXPORTS OVERVIEW

COMMODITY EXPORTS	DEFINITION	DESTINATIONS 2017	DESTINATIONS 2016
Aluminium		Japan and South Korea	Japan
Ammonia		Australia and New Zealand	Australia and New Zealand
Ammonium Nitrate		New Zealand	New Zealand and Papua New Guinea
Boutique Coal			Australia
Concentrates	Copper ore concentrates, zinc ore concentrates and lead ore concentrates.	China, Japan and Malaysia	China, Taiwan, Philippines
General Cargo		China, New Zealand, Australia, Papua New Guinea, Taiwan, Japan, Solomon Islands, India, Indonesia, Iran, Malaysia, Philippines, Thailand, Vietnam, Untied Kingdom, New Caledonia and South Korea	China, New Zealand, Australia, Papua New Guinea, Taiwan, Japan, Solomon Islands, India, New Caledonia and South Korea
Grinding Media		Indonesia, Papua New Guinea and Australia	Indonesia and Papua New Guinea
Machinery, Project Cargo and Vehicles	Mining machinery, agricultural machinery, power generation machinery, construction machinery, rail wagons, passenger vehicles and commercial vehicles.	Indonesia, Papua New Guinea, Brazil, Singapore, India and New Zealand	Indonesia, Papua New Guinea and New Zealand
Meals and Grains	Barley, sorghum, canola, maize, canola meal and cottonseed meal.	New Zealand, China and Argentina	China, Australia, Papua New Guinea and New Zealand
Pitch and Tar Products	Pitch, coal tar, tar, carbon black and creosote.	Japan, Philippines and Australia	Japan and Australia
Silica Sand		Japan	Philippines
Steel		Indonesia, Australia, Peru and New Zealand	Indonesia and New Zealand
Timber		New Zealand	Australia and New Zealand
Wheat		Indonesia, India, Kuwait, Philippines, Italy, Algeria, Egypt, Malaysia, New Zealand, Kenya, Vietnam, Nigeria, Yemen, Thailand, Singapore, Morocco, China and Japan	Egypt, Italy, Papua New Guinea, Vietnam, Japan, Fiji, Yemen, Indonesia and India

COMMODITY IMPORTS OVERVIEW

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

NOTES

- i 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.

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

TRADE ASSETS FINANCIAL PERFORMANCE

PORT CHARGES	1 JANUARY - 31 DECEMBER 2017 \$'000	1 JANUARY - 31 DECEMBER 2016 \$'000	NOTE
Navigation Services Charge	79,058	78,417	
Wharfage	23,142	20,529	
Site Occupation	5,780	3,990	1
Security	1,195	1,138	
Utilities	107	91	
Trade Revenue	109,281	104,165	
Operations Expense – Trade Assets	28,860	24,802	2
Depreciation – Trade Assets	15,791	13,935	3
Allocated Overheads – Trade Assets	10,406	10,732	4
Trade Expenses	55,057	49,469	5
Operating Profit from Trade Operations	54,224	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 2018 with the approval of the Board of Port of Newcastle Operations Pty Limited as trustee for the Port of Newcastle Unit Trust.