



PORT OF NEWCASTLE 2018 **TRADE REPORT**



220
YEARS OF
SHIPPING

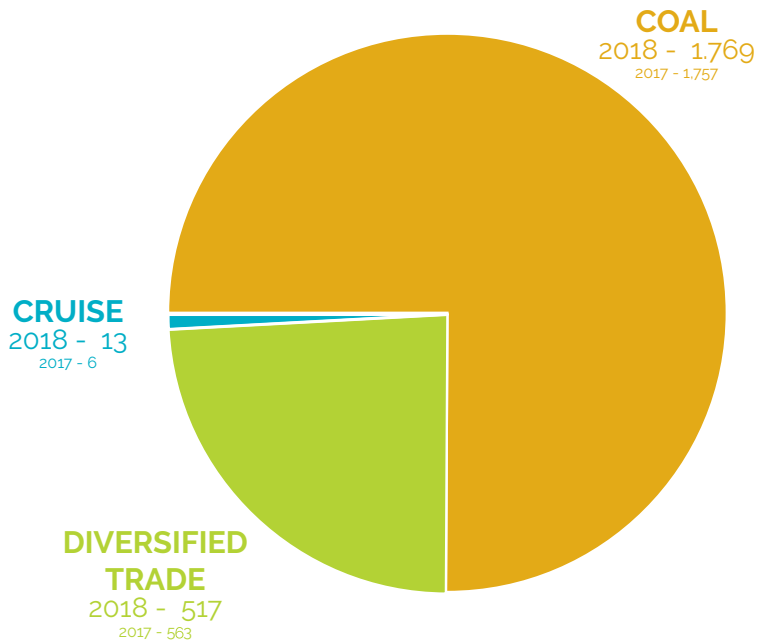
SHIP VISITS

2,299

ship visits in 2018



2,326 ship visits in 2017



COAL TRADE

COMMODITY EXPORTS	MASS TONNES		TRADE VALUE (\$ MILLION)	
	2018	2017	2018	2017
Coal	158,606,250	159,014,038	\$23,641	\$19,437

JAPAN

2018 - 45.9%, 72.8 MT
2017 - 45.7%, 72.6 MT

CHINA

2018 - 17.6%, 28.0 MT
2017 - 14.2%, 22.6 MT

SOUTH KOREA

2018 - 12.1%, 19.1 MT
2017 - 14.6%, 23.2 MT

TAIWAN

2018 - 13.5%, 21.4 MT
2017 - 13.7%, 21.7 MT

MALAYSIA

2018 - 3.0%, 4.8 MT
2017 - 3.1%, 5.0 MT

INDIA

2018 - 1.8%, 2.9 MT
2017 - 1.5%, 2.4 MT

THAILAND

2018 - 1.9%, 3.0 MT
2017 - 2.2%, 3.5 MT

PHILIPPINES

2018 - 0.8%, 1.2 MT
2017 - 1.0%, 1.6 MT

VIETNAM

2018 - 0.8%, 1.2 MT
2017 - 0.5%, 0.8 MT

INDONESIA

2018 - 0.5%, 0.8 MT
2017 - 1.2%, 2.0 MT

OTHER

2018 - 2.1%, 3.3 MT
2017 - 2.3%, 3.6 MT



Coal represented

95%

95% in 2017

EXPORTS

COMMODITY EXPORTS	MASS TONNES		TEUS		TRADE VALUE (\$MILLION)	
	2018	2017	2018	2017	2018	2017
Aluminium	39,104	61,131	0	0	\$106	\$151
Ammonia	128,599	85,521	28	26	\$58	\$58
Ammonium Nitrate	7,928	979	37	44	\$0	\$0
Concentrates	570,499	468,543	0	0	\$1,630	\$693
General Cargo	106,325	180,301	1,370	1,630	\$95	\$95
Grinding Media	13,269	14,546	634	694	\$15	\$15
Machinery, Project Cargo and Vehicles	21,199	16,407	959	697	\$212	\$164
Meals and Grains	77,982	236,899	683	482	\$18	\$43
Pitch and Tar Products	102,286	103,096	0	0	\$72	\$72
Silica Sand	16,818	5,552	0	0	\$0	\$0
Steel	65,096	54,029	290	290	\$25	\$23
Timber	4,353	799	0	0	\$0	\$0
Wheat	379,118	1,834,303	283	95	\$114	\$360
EXPORTS (DIVERSIFIED TRADE)	1,532,576	3,062,106	4,284	3,958	\$2,345	\$1,673
TOTAL EXPORTS (ALL TRADES)	160,138,826	162,076,144	4,284	3,958	\$25,986	\$21,111

COMMODITY EXPORTS OVERVIEW

COMMODITY EXPORTS	DEFINITION	DESTINATIONS 2018	DESTINATIONS 2017
Aluminium		Japan and South Korea	Japan and South Korea
Ammonia		Australia and New Zealand	Australia and New Zealand
Ammonium Nitrate		New Zealand	New Zealand
Concentrates	Copper ore concentrates, zinc ore concentrates and lead ore concentrates.	China, Japan and Malaysia	China, Japan and Malaysia
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, Indonesia, Iran, Malaysia, Philippines, Thailand, Vietnam, Untied Kingdom, New Caledonia and South Korea
Grinding Media		Indonesia, Papua New Guinea and Australia	Indonesia, Papua New Guinea and Australia
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, Brazil, Singapore, India and New Zealand
Meals and Grains	Barley, sorghum, canola, maize, canola meal and cottonseed meal.	New Zealand, China and Argentina	New Zealand, China and Argentina
Pitch and Tar Products	Pitch, coal tar, tar, carbon black and creosote.	Japan, Philipines and Australia	Japan, Philippines and Australia
Silica Sand		Japan	Japan
Steel		Indonesia, Australia, Peru and New Zealand	Indonesia, Australia, Peru and New Zealand
Timber		New Zealand	New Zealand
Wheat		Indonesia, India, Kuwait, Philippines, Italy, Algeria, Egypt, Malaysia, New Zealand, Kenya, Vietnam, Nigeria, Yemen, Thailand, Singapore, Morocco, China and Japan	Indonesia, India, Kuwait, Philippines, Italy, Algeria, Egypt, Malaysia, New Zealand, Kenya, Vietnam, Nigeria, Yemen, Thailand, Singapore, Morocco, China and Japan

IMPORTS

COMMODITY IMPORTS	MASS TONNES		TEUS		TRADE VALUE (\$MILLION)	
	2018	2017	2018	2017	2018	2017
Alumina	1,145,168	1,106,282	0	0	\$411	\$285
Ammonia	5,920	38,732	0	0	\$26	\$26
Ammonium Nitrate	56,137	26,822	0	0	\$8	\$8
Cement	278,281	251,074	0	0	\$2	\$19
Fertiliser	520,800	587,852	0	0	\$209	\$209
Fuels	1,768,228	1,856,427	0	0	\$1,132	\$1,132
General Cargo	73,198	68,490	4,792	5,196	\$111	\$110
Machinery, Project Cargo & Vehicles	43,557	75,087	87	180	\$751	\$751
Magnetite	117,892	93,284	0	0	\$28	\$28
Meals & Grains	270,654	186,176	30	0	\$125	\$85
Petroleum Coke	211,456	215,383	0	0	\$75	\$80
Pitch & Tar Products	169,658	146,724	0	0	\$116	\$116
Steel	237,964	232,102	168	107	\$93	\$50
Timber	30,440	25,709	57	55	\$1	\$1
TOTAL IMPORTS (DIVERSIFIED TRADE)	4,929,353	4,910,144	5,134	5,538	\$3,088	\$2,901

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 2018 \$'000	1 JANUARY - 31 DECEMBER 2017 \$'000	NOTE
Navigation Services Charge	80,922	79,058	
Wharfage	22,443	23,142	
Site Occupation	5,724	5,780	1
Security	1,206	1,195	
Utilities	103	107	
Trade Revenue	110,397	109,281	
Operations Expense – Trade Assets	39,555	28,860	2, 3
Depreciation – Trade Assets	17,338	15,791	4
Allocated Overheads – Trade Assets	7,173	10,406	3, 5
Trade Expenses	64,065	55,057	6
Operating Profit from Trade Operations	46,332	54,224	
Trade Assets	2,209,000	2,398,000	7, 8

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, navigation services fee and Port Community Contribution and other minor costs directly related to Trade Assets.
3. Navigation services fee and Port Community Contribution have been reclassified from Allocated overheads to Operating Expenses in 2018. 2017 balances have not been restated.
4. Depreciation – Trade Assets is the depreciation and amortisation costs specifically related to Trade Assets.
5. 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.
6. Trade Expenses exclude sublease rental, financing costs and income tax.
7. Trade Assets are those assets which generate revenue for the Company excluding those assets which are associated with property leasing activities.
8. The value of Trade Assets as at 31 December 2018 is as reported per the audited financial statements at 31 December 2018. The 31 December 2017 value of trade assets was as per the last assessment date in 2014.

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