

NOTICE OF LODGMENT
AUSTRALIAN COMPETITION TRIBUNAL

This document was lodged electronically in the AUSTRALIAN COMPETITION TRIBUNAL and has been accepted for lodgment pursuant to the Practice Direction dated 3 April 2019. Filing details follow and important additional information about these are set out below.

Lodgment and Details

Document Lodged:	Affidavit
File Number:	ACT 2 of 2018 and ACT 3 of 2018
File Title:	Applications under section 44ZP of the Competition and Consumer Act 2010 (Cth) for review of the arbitration determination by the Australian Competition and Consumer Commission in relation to an access dispute between Glencore Coal Ltd and Port of Newcastle Operations Pty Ltd.
Registry:	VICTORIA – AUSTRALIAN COMPETITION TRIBUNAL



REGISTRAR

Dated: 26/02/2021 9:30 AM

Important information

This Notice has been inserted as the first page of the document which has been accepted for electronic filing. It is now taken to be part of that document for the purposes of the proceeding in the Tribunal and contains important information for all parties to that proceeding. It must be included in the document served on each of those parties.

COMMONWEALTH OF AUSTRALIA
Competition and Consumer Act 2010 (Cth)



IN THE AUSTRALIAN COMPETITION TRIBUNAL

File Nos: ACT 2 & 3 of 2018

Re: Applications under section 44ZP of the *Competition and Consumer Act 2010* (Cth) for review of the arbitration determination by the Australian Competition and Consumer Commission in relation to an access dispute between Glencore Coal Ltd and Port of Newcastle Operations Pty Ltd.

Applicants Port of Newcastle Operations Pty Limited (ACN 165 332 990)
and
Glencore Coal Assets Australia Pty Ltd (ACN 163 821 298)

AFFIDAVIT

I, Bruce Llewellyn Lloyd, of 1 Bligh Street, Sydney in the State of New South Wales, Partner, affirm as follows:

1. I am a partner at Clayton Utz, the solicitors for Port of Newcastle Operations Pty Limited (**PNO**) in these proceedings. I have carriage of this matter for PNO and am authorised to make this affidavit on PNO's behalf.
2. Except where otherwise indicated, I make this affidavit from my own knowledge. Where I depose to matters from information or belief, I believe those matters to be true.
3. I make this affidavit in support of PNO's request that direction 1 of the Tribunal's directions dated 14 December 2020 be varied to provide that:
 - a. if special leave is refused, PNO be permitted until 19 March 2021, being seven days after the special leave hearing, to file its application and supporting material; and
 - b. if special leave is granted, the operation of direction 1 be suspended until further direction of the Tribunal.

Clayton Utz
Level 15, 1 Bligh Street
Sydney NSW 2000

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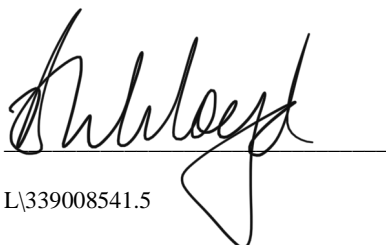
Telephone: 02 9353 4000
Fax: 02 8220 6700
Email: blloyd@claytonutz.com
Ref: Bruce Lloyd

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4. This affidavit:
- a. explains the circumstances which have arisen which mean PNO has difficulties obtaining sufficient time with Counsel to settle the material required by direction 1 prior to 26 February 2021;
 - b. identifies the categories of information PNO expects to apply to have the Tribunal request from PNO by way of a s 44ZZOAAA(5) Notice (**Notice**);
 - c. explains the affidavits PNO has completed to date in response to expected categories of the Notice, which are annexed to this affidavit and marked "**BLL-1**" and "**BLL-2**" respectively;
 - d. provides a further update in relation to the work undertaken on behalf of PNO to date to identify relevant documents in PNO's possession, power or control which were not previously before the ACCC or Tribunal and which might be reasonable and appropriate to request in the Notice, as well as engagement with its experts in relation to further expert evidence which may be reasonable and appropriate for the Tribunal to request; and
 - e. explains why PNO requires a short additional period to prepare some of the information responsive to the Notice.

Circumstances relating to Counsel's availability

5. PNO and its instructing solicitors presently have difficulty obtaining sufficient time with Counsel briefed in this matter to settle the material, as a result of other unforeseen commitments requiring their attention.
6. I am informed by Counsel for PNO that these circumstances include:
- a. Senior Counsel for PNO, Mr Cameron Moore SC, has been in largely contentious hearings since 25 January 2021, being a 6 day hearing then a 3 week hearing. The 3 week hearing is scheduled to end on 26 February 2021, being the day PNO's proposed Notices and supporting affidavits, documents and submissions are due to be filed and served under direction 1 of the Tribunal's directions of 14 December 2020;
 - b. Junior Counsel for PNO, Dr Declan Roche, has been required to assume carriage at short notice of a significant hearing in Perth beginning the week of 1 March 2021, owing to the sudden and serious ill health of his leader in that matter; and



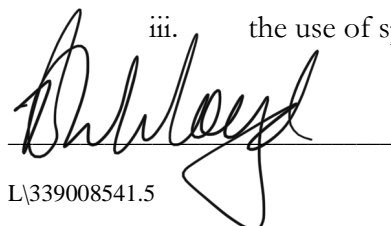
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- c. PNO's second junior Counsel, Mr Peter Strickland, is due to appear in a lengthy criminal cartel trial listed from 1 March 2021 until 23 April 2021 for which he is currently preparing.
7. Further, as the Tribunal is aware, the High Court will hear PNO's application for special leave to appeal from the judgment of the Full Court of the Federal Court in this matter on 12 March 2021. The Deputy Registrar of the High Court informed the parties of the special leave hearing date on 9 February 2021, and I notified the Tribunal of this listing by email on the same date.
8. As a result of these commitments (in particular, the unexpected ill health of Dr Roche's leader in his upcoming hearing), and the listing of PNO's special leave application for 12 March 2021, Counsel for PNO have not been able to devote sufficient and appropriate time to settle the Notice, supporting affidavits, documents and submissions required under direction 1 of the Tribunal's directions.

Nature of the Notice

9. A draft notice was attached to PNO's submissions to the Tribunal dated 26 November 2020.
10. The information and documents which PNO expects would be requested by a Notice were it to be issued, in addition to the items in the 26 November 2020 Notice, would:
- a. include in item 1, the fact that on 16 February 2021, the Treasurer decided under s 44H of the CCA not to declare certain services at the Port of Newcastle, in accordance with a recommendation provided to the Treasurer on 18 December 2020 by the National Competition Council (**NCC**) under s 44F(2)(b)(ii) of the CCA that the certain services at the Port of Newcastle not be declared;
 - b. pursuant to item 2, describe the number of vessels which visited the Port of Newcastle in 2019 and 2020;
 - c. include documents in PNO's possession, power or control, not previously adduced in evidence before the ACCC or Tribunal in these proceedings, which identify or provide information in relation to:
 - i. the volume or type of material dredged;
 - ii. the price paid for the dredging and/or the identity of the party or parties who paid for the dredging; or
 - iii. the use of spoil or other value sharing,



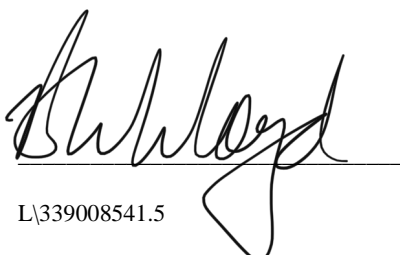
for each of the five historical expansion projects at the Port of Newcastle in respect of which the ACCC made a deduction to the DORC value (as identified at pages 131-2 of the ACCC's statement of reasons); and

- d. include an expert report or reports dealing with various issues, including but not limited to:
 - i. an updated calculation of the volume and type of material dredged in each of the five historical expansion projects, by reference to historical survey data produced in response to the category envisaged by paragraph (c) above;
 - ii. updating the data used in the BBM with the benefit of actual data available since the analysis was done in 2017 and 2018; and
 - iii. other expert evidence which is reasonable and appropriate pursuant to the reasons of the Full Court handed down in August 2020.

11. The reasons why the information and documents requested by the Notice are reasonable and necessary, and in light of the Full Court's decision, necessary, for the Tribunal to request, are a matter for PNO's submissions which will accompany the application once filed. However, I note that PNO's submissions to the Tribunal dated 16 November 2020 made submissions as to reasonableness and necessity in relation to items 1 and 2 (as then drafted) at [10]-[29], and paragraphs [40] – [42] and [45] – [48] addressed the reasonableness and appropriateness of the Tribunal requesting, amongst other things, the primary records relating to the volume of material dredged.

Affidavits in response to Items 1 and 2 of the Notice

- 12. In accordance with the Tribunal's directions of 14 December 2020, PNO has prepared draft affidavits which respond to items 1 and 2 respectively of the Notice (as expanded to include the additional information described in subparagraphs 10.a and 10.b above).
- 13. The draft affidavits are unsworn pending the issue of the Notice by the Tribunal.
- 14. A copy of the draft affidavit in response to item 1 of the Notice is annexed to this affidavit and marked "**BLL-1**"
- 15. A copy of the draft affidavit in response to item 2 of the Notice is annexed to this affidavit and marked "**BLL-2**"



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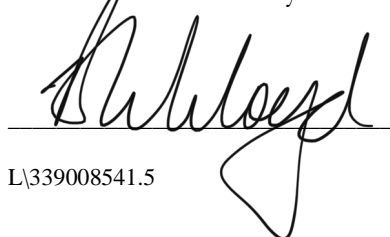


Documents in PNO's possession, power or control

16. I previously affirmed two affidavits in these proceedings on 16 November 2020 (**Second Lloyd Affidavit**) and 9 December 2020 (**Third Lloyd Affidavit**) in which I deposed to PNO's efforts in identifying information in relation to historical capital dredging projects at the Port of Newcastle to which certain port users partially contributed, and which might properly be the subject of a notice under s 44ZZOAAA(5).
17. Since 9 December 2020, I and my team at my instruction have continued to take steps to identify the kinds of primary records that may be available in the possession, power or control of PNO that have not previously been adduced in evidence before the ACCC or Tribunal in these proceedings, and which identify or provide information in relation to:
- the volume or type of material dredged;
 - the price paid for the dredging and/or the identity of the party or parties who paid for the dredging; or
 - the use of spoil or other value sharing,
- for each of the five historical expansion projects at the Port of Newcastle in respect of which the ACCC made a deduction to the DORC value (as identified at pages 131-2 of the ACCC's statement of reasons).
18. These steps have broadly involved:
- working with PNO's Survey Manager, Mr Robert Kelly, and Dr Simon Ward (Executive Advisor at GHD Advisory, formerly of AECOM and the author of AECOM's expert engineering reports relied on by PNO in the ACCC arbitration proceedings) to identify, digitise and analyse historic hydrographic surveys;
 - reviewing documents extracted from PNO's electronic document management system (**DMS**); and
 - pursuing avenues of enquiry with third parties to ascertain whether they may have documents in their possession, power or control which might appropriately be the subject of a separate s 44ZZOAAA(5) notice.
19. I describe these steps below.

Identification and digitisation of relevant hydrographic surveys

20. In the Third Lloyd Affidavit, I deposed at [14.c] that I had been informed by Dr Ward that:





.. while for the purposes of the ACCC's original determination, Dr Ward based his calculations of the volume of material dredged across all of the relevant expansion projects at the Port since 1986 on hydrographic surveys conducted in 1976 (prior to the Major Harbour Deepening project) and 2014 at the time of its 2014 DORC report to PNO, he believes that interim surveys would likely have been arranged by the Maritime Services Board (**MSB**) or other dredging clients, including "in" and "out" surveys prior to and immediately following dredging campaigns, which were not before the ACCC but may be in the possession of PNO, PWCS or NCIG

21. At [22]-[26] of the Third Lloyd Affidavit, I further deposed that:

[22] Since the date of the Second Lloyd Affidavit, PNO employees and Clayton Utz solicitors working under by supervision have separately been examining PNO's own records for any primary material relating to the Dredging Issues.

[23] First, we have been working with PNO's Survey Manager, Mr Robert Kelly, to ascertain what historical survey data may be available which was not relied on for the purposes of AECOM's original reports.

[24] I am informed by Mr Kelly that:

- a. prior to 2000, surveys at the Port were recorded in hardcopy, and that PNO has access to these hardcopy surveys dating back a number of decades prior to privatisation;
- b. after 2000, PNO has electronic records of surveys;
- c. in his opinion, surveys conducted prior to and subsequent to capital dredging projects would be the most accurate way to ascertain the actual volume of material dredged as part of a dredging project; and
- d. he believes that it may be possible to locate these surveys in PNO's records and to align them with the relevant capital dredging projects.

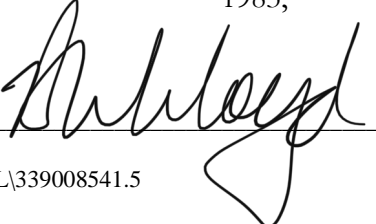
[25] Mr Kelly has commenced the task of reviewing PNO's survey records. I am informed by Mr Kelly that this process is manual and time consuming, and will take considerable time to complete.

[26] I am also informed by Dr Ward that, if Mr Kelly is able to locate the relevant surveys, he will require a significant period of time to digitise and analyse the surveys.

22. Since 9 December 2020, solicitors in my team have worked with Mr Kelly to identify these hardcopy and digital surveys. I am informed by solicitors in my team and believe that this process has included:



- a. Mr Kelly manually reviewing PNO's "Plan Index" books which contain handwritten records dating back to the 1960's identifying each survey conducted by the Public Works Department (**PWD**) or Maritime Services Board (**MSB**) for allocated survey areas of the Port's approach, channel and berths, in order to identify the likely "in" and "out" surveys for each of the five historic dredging projects;
 - b. Mr Kelly manually reviewing the identified hard copy surveys and validating that they represent the "in" and "out" surveys for each of the five historic dredging projects (which in the case of large-scale projects like the Major Harbour Deepening 1977-1983 (**MHD**) required Mr Kelly to identify a number of relevant survey for each stage of the project, by reference to the contract documents for the MHD project and the specified design depth of the dredging);
 - c. Mr Kelly locating digital scans of the relevant surveys in PNO's electronic records, and re-scanning surveys if required due to absence from PNO's records or poor scan quality; and
 - d. solicitors in my team spending a large number of hours assisting Mr Kelly reviewing and validating digital scans of surveys, including a full day at PNO's offices in Newcastle on 4 February 2021.
23. As at the date of affirming this affidavit, I am informed by Mr Kelly that has identified all of the relevant hardcopy "in" and "out" surveys for each of the five historical expansion projects up to approximately the year 2000, when the Port transitioned to electronic records of surveys.
24. By way of example of the relevance of these surveys, annexed to this affidavit and marked "**BLL-3**" is a bundle of documents comprising:
- a. scans of four hydrographic surveys, being:
 - i. NC 37/10 showing soundings at the Dyke 4 berth taken on 30 January 1980;
 - ii. NC 37/16 showing soundings at the Dyke 4 berth taken on 9, 14 and 17 December 1982;
 - iii. NC 38/12 showing soundings at the Dyke 5 berth taken on 7 February 1980; and
 - iv. NC 38/18 showing soundings at the Dyke 5 berth taken on 15 and 19 April 1983,



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which represent the "in" and "out" surveys for the widening and deepening of the Dyke 4 and 5 berths at Port Waratah Coal Terminal's (**PWCS**) T1 coal terminal to a design depth of 16.5m between 1980-1983, described in the ACCC's Statement of Reasons at pages 112-113; and

- b. photographs of PNO's "Plan Index" books for survey areas NC 37 and NC 38, which correspond to Dyke 4 and Dyke 5 berths respectively.
25. The Plan Index book for NC 37 on page 5 of Annexure BLL-3 identifies NC 37/10 as "pre-dredge soundings before Westham's deepening (12m to 16.5m)" and NC 37/16 as "33% coverage for post-dredge soundings (Westham)".
26. The Plan Index book for NC 38 on page 6 of Annexure BLL-3 identifies NC 38/12 as "Pre-dredge soundings - pre-deepening (12m to 16.5m)" and NC 38/18 as "Soundings after further dredging" (noting that the immediately preceding survey, NC 38/17 taken in December 1982 is identified as "33% coverage for post-dredge soundings (Westham)").
27. Mr Kelly is currently in the process of identifying the electronic "in" and "out" survey data for the relevant projects after approximately the year 2000, and informs me that he will require an additional 1.5 weeks to complete this work.
28. The hardcopy survey scans have been provided to Dr Ward and his team at GHD for digitising, and the electronic survey data will be provided to Dr Ward once Mr Kelly has located it. The process for digitising and modelling this data is described in paragraphs 39 to 43 below.

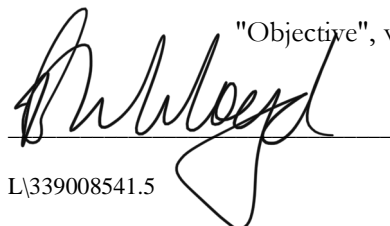
Review of PNO's electronic Document Management System

29. In the Third Lloyd Affidavit (at [17]-[20]) I deposed that:

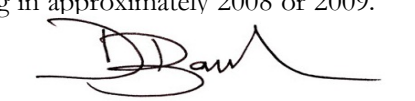
[17] Separately, since the date of the Second Lloyd Affidavit, solicitors in my team have been working with PNO's IT Supervisor, Mr Martin McNab, to ascertain what relevant material may be stored within PNO's electronic document management system (**DMS**) that was not previously before the ACCC or the Tribunal in these proceedings.

[18] I am informed by my partner Scott Grahame who is assisting me in this matter and believe from inquiries of Mr McNab that:

- a. since 2019, PNO has used a DMS called "Box.com" (**Box**), which is a cloud-native document management platform;
- b. prior to 2019, the State of NSW (and after privatisation, PNO) used a DMS called "Objective", which the State commenced using in approximately 2008 or 2009.



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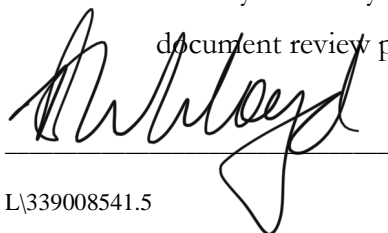
Prior to that time, the State did not use a comprehensive DMS and instead used a mix of Fileshare and physical record keeping. At the commencement of using Objective, the State's hardcopy records were scanned into Objective, and its existing electronic records were migrated to Objective;

- c. in or around March 2020, PNO migrated its entire Objective archive to Box, with the effect that PNO now has an exact mirror of the contents of its Objective DMS including the original folder architecture (**PNO Objective Archive**);
- d. however, the PNO Objective Archive contains a subset of State-only documents, which were not made accessible to PNO upon privatisation and so are not available for review in the PNO Objective Archive; and
- e. the PNO Objective Archive contains around 731,833 files.

[19] Solicitors in my team have been given access to the PNO Objective Archive, and at my direction, together with Mr McNab, have been conducting preliminary searches by keyword of the available material. I am informed that Box allows for basic Boolean search functionality.

[19] On the basis of these preliminary searches, I believe that PNO is likely to have within its possession, power or control documents relating to historical dredging projects, and in particular, the Dredging Issues, which were not previously before the ACCC or Tribunal, or available to PNO's experts.

- 30. In December 2020 and early January 2021, I and my team at my instruction conducted a review of PNO's Objective Archive on Box.com and determined that the most likely repository of documents of the kind described in paragraph 17 above was a subfolder titled "OBJ - Survey & Dredging".
- 31. In mid-late January 2021, at the request of solicitors in my team, Mr McNab exported the contents of the "OBJ - Survey & Dredging" folder, which contained 32,115 documents with a total file size of 33.7GB, and provided them to Clayton Utz on an external hard drive.
- 32. I am informed by my partner Scott Grahame, who is assisting me in this matter, that:
 - a. in late January and early February 2021, the "OBJ - Survey & Dredging" documents were subsequently ingested into Nuix and that detailed search strings relating to the five historic dredging projects were applied to the documents (designed with the input of PNO), with the result that 8,739 potentially relevant documents were identified;
 - b. in early February 2021, these 8,739 documents were uploaded to Clayton Utz's document review platform, Relativity; and





- c. between 12-23 February 2021, a team of 9 lawyers conducted a first line review of the documents, with the result that a much narrower subset of potentially relevant documents was identified.
33. I am informed by Mr Grahame that the next step is for the relevant documents to be the subject of second line review, which will identify the documents to be produced in response to the Notice, and that this process will take an additional 2 weeks. I expect that this will consist of fewer than 500 documents.
34. Separately, as I noted in the Third Lloyd Affidavit at [17(d)], the PNO Objective Archive contains a subset of State-only documents, which were not made accessible to PNO upon privatisation and so are not available for review in PNO's Box.com mirror of the PNO Objective Archive. As such, these documents did not form part of Clayton Utz's review.
35. However, I am informed by Ms Gabriella Sainsbury (Deputy General Counsel, PNO) and reasonably believe that PNO is exploring whether it can access documents from legacy business records dating from before the time of the grant of the lease by the State of NSW which may relate to the matters outlined in paragraph 17 above.

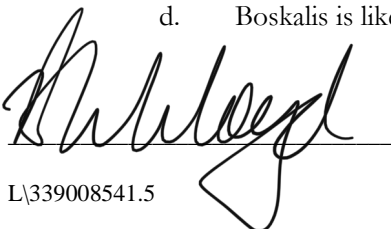
Inquiries of third parties

36. In the Third Lloyd Affidavit (at [9]-[11]) I deposed that:

[9] I am also informed by Dr Ward that Mr Hoogerwerf (independent dredging consultant, formerly General Manager and Executive Director of WestHam Dredging) may hold records relating to the Major Harbour Deepening Project, because he oversaw the Major Harbour Deepening project for WestHam, and was involved in the preparation of MDA's 2013 report.

[10] After speaking with Mr Ward, I and members of my team conducted a videoconference with Mr Hoogerwerf, who informed me that:

- a. he managed the entire Major Harbour Deepening project for WestHam until its completion in 1983;
- b. since 2003, he has been an independent dredging consultant, during which time he has been involved in other dredging projects at the Port of Newcastle (**Port**) including dredging for NCIG's coal terminal;
- c. WestHam provided frequent dredging reports to the MSB during the course of the Major Harbour Deepening project;
- d. Boskalis is likely to hold a number of relevant records;



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- e. he maintains personal electronic and physical storage facilities containing documents relating to various dredging projects during his employment at WestHam and as an independent consultant, including in relation to dredging projects at the Port;
- f. additionally, a former colleague at WestHam who was employed as an Estimator and subsequently worked for Mr Hoogerwerf when he became an independent consultant, may also hold relevant documents relating to the volume of material dredged and charges for dredging works at the Port.

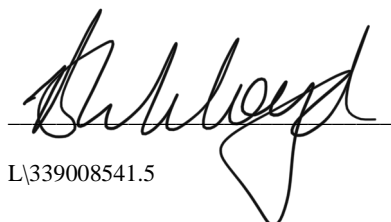
[11] In light of PNO's investigations to date, I believe that there is likely to be material in the possession, power or control of third parties which was not previously before the Tribunal which may be relevant to the Tribunal's examination of historical capital dredging projects at the Port, the volume and type of material dredged during the projects, and the actual cost paid for the dredging including contributions by non-State entities.

- 37. In late December 2020 and January 2021, at my request, Mr Hoogerwerf conducted a review of his personal electronic and physical storage facilities for documents relevant to various dredging projects during his employment at Westham Dredging, and similar storage facilities of his former colleague referred to in paragraph [10(f)] of the Third Lloyd Affidavit.
- 38. In mid-January 2021, Mr Hoogerwerf informed me, via Dr Ward, that he had concluded his review and had not been able to find any records which were useful for PNO's task.

Additional expert reports

Report in relation to hydrographic surveys

- 39. As is evident from the hydrographic depth surveys at pages 2-5 of Annexure BLL-3, the raw data contained in the surveys themselves is not a sufficient basis, on its own, to allow the volume of material removed as part of each dredging project to be readily ascertained. An expert engineering report is required to digitise, compile and analyse the results of the depth survey results using the dredging data from PNOs' dredging records.
- 40. As deposed above, I and my team at my instruction have promptly provided the surveys identified by Mr Kelly to Dr Ward.
- 41. I am informed by Dr Ward that:
 - a. he and his team have begun digitising the hardcopy survey data, which requires manually recording each depth sounding data point (and converting from imperial to

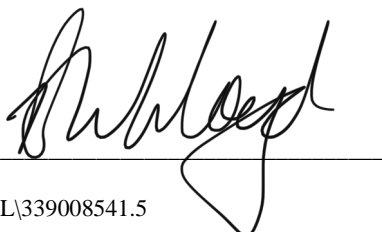


metric measurements in the case of older surveys), and in the case of some older surveys rectifying the drawings to a suitable horizontal grid; and

- b. once the hardcopy surveys have been digitised, and he has been provided with the electronic post-2000 survey data, he and his team will use the digital survey data to build a volumetric model of the five dredging projects, which will be used to calculate the total volume dredged for each of the projects.
42. In the Third Lloyd Affidavit (at [26]), I deposed that I had been informed by Dr Ward that, if Mr Kelly is able to locate the relevant surveys, he will require a significant period of time to digitise and analyse the surveys.
43. I am informed by Dr Ward that, on the basis of the work he and his team have undertaken to date, he estimates that he will require some weeks to complete the digitising of the hardcopies surveys, build the volumetric model for the five projects, and prepare an expert report.

Additional expert reports

44. Since 9 December 2020, I and my team at my instruction have extensively conferred with Houston Kemp, expert economists for PNO, and GHD in relation to other matters which may be reasonable or necessary for the Tribunal to request information for the purposes of making its decision.
45. As deposed in paragraph 11 above, the reasons why any additional information requested by the Notice is reasonable and necessary, and in light of the Full Court's decision, necessary, for the Tribunal to request, will be a matter for PNO's submissions which will accompany the application once filed.
46. I am informed by PNO's experts, and reasonably believe, that the preparation of the expert reports PNO considers reasonable and appropriate for the Tribunal to request, including by virtue of the Full Court's reasons, will require some weeks to prepare and will result in PNO incurring substantial costs and effort to produce those reports.





AFFIRMED by the deponent
at Sydney in New South Wales
on 25 February 2021.

Before me:

A handwritten signature in black ink, appearing to read 'Dylan Barber', written over a horizontal line.

Dylan Barber
NSW solicitor (081514)

Signature of deponent

A handwritten signature in black ink, written over a horizontal line. The signature is stylized and cursive.

COMMONWEALTH OF AUSTRALIA
Competition and Consumer Act 2010 (Cth)

IN THE AUSTRALIAN COMPETITION TRIBUNAL

File Nos: ACT 2 & 3 of 2018

Re: Applications under section 44ZP of the *Competition and Consumer Act 2010* (Cth) for review of the arbitration determination by the Australian Competition and Consumer Commission in relation to an access dispute between Glencore Coal Ltd and Port of Newcastle Operations Pty Ltd.

Applicants Port of Newcastle Operations Pty Limited (ACN 165 332 990)
and
Glencore Coal Assets Australia Pty Ltd (ACN 163 821 298)

ANNEXURE CERTIFICATE
BLL-1

This is the Annexure marked "BLL-1" referred to in the affidavit of Bruce Llewellyn Lloyd affirmed at Sydney in New South Wales on 25 February 2021.

Before me:


.....

Witness

COMMONWEALTH OF AUSTRALIA
Competition and Consumer Act 2010 (Cth)

IN THE AUSTRALIAN COMPETITION TRIBUNAL

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AFFIDAVIT

I, Bruce Llewellyn Lloyd, of 1 Bligh Street, Sydney in the State of New South Wales, Partner, affirm as follows:

1. I am a partner at Clayton Utz, the solicitors for Port of Newcastle Operations Pty Limited (**PNO**) in these proceedings. I have carriage of this matter for PNO and am authorised to make this affidavit on PNO's behalf.
2. Except where otherwise indicated, I make this affidavit from my own knowledge. Where I depose to matters from information or belief, I believe those matters to be true.
3. I make this affidavit in relation to paragraph 1 of the notice issued under s 44ZZOAAA(5) of the *Competition and Consumer Act 2010 (Cth)* (**CCA**), dated [REDACTED].

Clayton Utz
Level 15, 1 Bligh Street
Sydney NSW 2000

Telephone: 02 9353 4000
Fax: 02 8220 6700
Email: blloyd@claytonutz.com
Ref: Bruce Lloyd

Background

4. On 13 May 2015, Glencore Coal Pty Ltd (**Glencore**) applied to the National Competition Council (**NCC**) for a recommendation that the shipping channel service at the Port of Newcastle (**Port**) be declared under s 44F of the CCA. Glencore defined the service the subject of its application for declaration in the following terms:

[t]he provision of the right to access and use the shipping channels (including berths next to wharves as part of the channels) at the Port, by virtue of which vessels may enter a Port precinct and load and unload at relevant terminals located within the Port precinct and then depart the Port precinct

(the **Service**).

5. On 10 November 2015, the NCC recommended to the designated Minister that the Service not be declared. On 8 January 2016, the designated Minister adopted the NCC's recommendation and decided not to declare the Service.
6. On 29 January 2016, Glencore applied to the Tribunal for review of the designated Minister's decision under s 44K(2) of the CCA.
7. On 31 May 2016, the Tribunal decided that the Service should be declared with effect from 8 July 2016 to 7 July 2031. On 16 June 2016, the Tribunal made orders giving effect to its decision to declare the Service at the Port: *Application by Glencore Coal Pty Ltd* [2016] ACompT 6 (**First Declaration**).

Revocation of declaration

8. On 2 July 2018, PNO applied to the NCC for a recommendation to the designated Minister (being the Commonwealth Treasurer) that the First Declaration be revoked.
9. On 26 July 2019, the NCC recommended to the Treasurer under s 44J(1) of the CCA that the declaration of the Service at the Port be revoked (**Revocation Recommendation**). A copy of the Revocation Recommendation is annexed and marked **BLL-1**.
10. The Revocation Recommendation was expressed to be based on the NCC's conclusion that the criterion in s 44CA(1)(a) of the CCA was not satisfied – being that access (or increased access) to the service, on reasonable terms and conditions, as a result of declaration would promote a material increase in competition in at least one market, other than the market for the service.
11. The Revocation Recommendation included the following extracts of the reasons for the NCC's conclusion that the criterion in s 44CA(1)(a) was not satisfied in respect of the Service:

[1.6] ... it is not enough to find that PNO has market power, or operates a “bottleneck” facility, in order to be satisfied that declaration of the Service satisfies the statutory criteria set out in Part IIIA of the CCA ...

[1.7] In this instance, PNO is not vertically integrated in any meaningful way into any relevant markets related to coal export activity. This means it is unlikely to have an incentive to deny access to firms operating in related markets (as they are not competitors to PNO); or to provide access on terms and conditions that inhibit the ability of different users of the Service to compete against each other on their merits in these markets. Indeed, PNO is likely to prefer that markets related to the Port are effectively competitive as this is likely to maximise demand (and hence profits) from providing the Service at any given prices it charges.

[1.9] ... there are important factors that are likely to act as a constraint on PNO in setting the terms and conditions of access PNO will set in a future without declaration of the Service:

- PNO signed a 98 year lease to operate the Port in 2014, and would be likely to act in a way that has regard to its ability to maximise its expected profits over the term of the lease. Revenues from coal mining in the Newcastle catchment will likely remain its most important source of revenue in the near future; and it will be heavily reliant on future investment in coal mining activity in the region. Opportunistic pricing by PNO that “holds-up” existing miners today risks sending a signal to potential miners in the future that PNO will take advantage of them after they make investments, and that they are at risk of not being able to recover sunk costs if they invest in coal mining activities in the Newcastle catchment.
- PNO is, in effect, competing to attract coal mining activity to the Newcastle catchment. Charging excessively high prices for the Service is likely to increase the incentive for some potential future miners to invest in other activities (e.g. investing in coal mining activity in other parts of Australia, or overseas) rather than coal mining in the Newcastle catchment.
- The NSW Government would be likely to intervene if PNO imposed excessive price increases or other access limitations that had the potential to have a material adverse impact on competition in the dependent markets, or otherwise harm the public interest. Such intervention might be via the terms of PNO’s lease; under the terms of the PAMA Act (by referral to IPART); or by introducing new statutory restrictions.

[7.224] ... the Navigation Service Charge at the Port is likely to represent only a small proportion of the price of coal on international spot markets with and without declaration of the Service; and the overall cost of production of coal exported from the Newcastle catchment.

[7.214] ... export coal miners from the Newcastle catchment are likely to be “price takers” – that is, decisions by individual coal miners regarding how much coal they will export in any given period are unlikely to materially affect prices for coal in overseas export markets. It is also highly unlikely that changes

in the price of the Service within the range [\$0.41 to \$1.36 per gross tonnage] in any given period are likely to alter export prices for coal.

[7.311] ... *declaration is unlikely to promote a material increase in competition in the market(s) for thermal coal tenements in the Newcastle catchment.*

12. The NCC stated that the Treasurer "*could reasonably conclude that criterion (d) is not satisfied*" but determined that it was not possible to accurately determine the likelihood of public benefits or detriments as a result of declaration.
13. On 23 September 2019, in the absence of any decision being made within 60 days, the Treasurer was taken, pursuant to s 44J(7) of the CCA, to have made a decision to revoke the declaration. A copy of the Treasurer's statement published at <https://ministers.treasury.gov.au/ministers/josh-frydenberg-2018/media-releases/port-newcastle> confirming that a decision to revoke the declaration was taken to be made is annexed and marked **BLL-2**.

Application for re-declaration

14. On 23 July 2020, the New South Wales Minerals Council (**NSWMC**), of which Glencore is a member, lodged an application to the NCC under s 44F of the CCA seeking a recommendation that the Treasurer declare certain services at the Port for a period of 20 years (**Re-Declaration Application**).
15. The NCC observed in its final recommendation at [3.3] that the service the subject of the Re-Declaration Application was "*defined in almost identical terms*" as the Service the subject of the First Declaration and this matter, being:

[t]he provision of the right to access and use all the shipping channels and berthing facilities required for the export of coal from the Port, by virtue of which vessels may enter a Port precinct and load and unload at relevant terminals located within the Port precinct, and then depart the Port precinct.

16. On 18 December 2020, after stating that it had considered submissions on the Re-Declaration Application, the decision of the Full Court of the Federal Court in *Glencore Coal Assets Australia Pty Ltd v Australian Competition Tribunal* [2020] FCAFC 145, and its draft recommendation, the NCC issued a final recommendation to the Treasurer that the Service not be re-declared (**Re-Declaration Recommendation**). The NCC's Re-Declaration Recommendation is consistent with each of five previous draft and final recommendations it had issued following applications for declaration, or revocation of declaration, over the Service. A copy of the Re-Declaration Recommendation is annexed and marked **BLL-3**.

17. The NCC stated that it made the Re-Declaration Recommendation based on its view that neither of the criteria for declaration in ss 44CA(1)(a) and (d) of the CCA were satisfied in respect of the Service at the Port. In its Re-Declaration Recommendation, the NCC re-stated the reasons in the Revocation Recommendation (summarised at paragraph 11 above) why, in its view, criterion (a) was not satisfied in respect of the Service. The NCC further stated that:

[1.25] ... [The long-term pricing deed offered by PNO to coal producers and vessel agents (**Deed**)], *where entered into, provides a significant constraint on PNO's pricing decisions at the Port. Moreover, the PNO open access arrangements also provide a constraint on its pricing decisions, however this constraint is weaker than that provided by the Deed.*

[1.26] *As has been noted, the access charge, including NSC, presently offered by PNO under the Deed is within the range of prices previously determined by the ACCC and the Tribunal ... The Council accepts it is possible that declaration could lead to an access charge, and in particular NSC, which lies below that offered by PNO in the Deed, and closer to that previously set by the ACCC in its 2018 determination of the Glencore-PNO access dispute. However, even if this were to occur, the Council is not satisfied that the difference in price would promote a material increase in competition in any dependent market. In particular:*

- *The coal export market is likely to be effectively competitive such that declaration would not promote a material increase in competition in that market. Further, PNO is unlikely to have the incentive to diminish competition in this market. Coal export accounts for a substantial portion of activity at the Port and PNO is likely to have a commercial incentive for the coal export market to be effectively competitive in order to maximise demand for its Service.*
- *The market for coal tenements is derivative of the coal export market, and competition would not be materially promoted by declaration of the Service. While the possibility of higher prices in a future without declaration of Service may lessen investors' expectations of profitability of a tenement in the Newcastle catchment (such that they would be prepared to pay less for tenements), the Council does not consider that this would result in a material impact on the competitive process for those tenements. The Council considers prospective explorers/miners will still be able to compete on their respective merits for tenements in a future without declaration of the Service.*

18. In relation to criterion (d), the NCC was not satisfied that the magnitude of any difference in price for access to the Service as a result of declaration would likely be so large as to promote the public interest, because:

[1.30] *Regulatory arbitration and commercial arbitration both introduce an element of 'error risk' which can affect efficient investment in infrastructure. To the extent that future investment in infrastructure may be required at the Port, the risk of error arises both with and without declaration. On balance, it is not clear that the risk is substantial.*

The preparedness of users of the Service to make investments that would enable them to compete in the coal export market (and therefore derivative markets) is more likely to be influenced by other factors (including coal prices, labour cost, etc.) than it is by potential differences in the access charge in a future with and without declaration of the Service.

Administrative and compliance costs are likely to arise both with and without declaration. On balance the Council considers that these costs are unlikely to be materially different in a future with and without declaration of the Service.

19. On 16 February 2021, the Treasurer made a decision under s 44H of the CCA not to declare the Service. Having considered the NCC's Re-Declaration Recommendation, the Treasurer stated in his reasons that neither criteria in ss 44CA(1)(a) or (d) are met in respect of the Service. A copy of the Treasurer's decision, statement of reasons and media release is annexed and marked **BLL-4**.

20. Both the NCC and the Treasurer stated that they had regard to the objects of Part IIIA of the CCA, "*in particular the object set out in s 44AA(a)*", being:

to promote the economically efficient operation of, use of and investment in the infrastructure by which services are provided, thereby promoting effective competition in upstream and downstream markets.

21. The Treasurer adopted the findings of the NCC that declaration was neither likely to materially improve productive, allocative or dynamic efficiency relative to the future absent declaration, nor to materially promote efficiency in dependent markets. In so doing the Treasurer and the NCC each concluded that declaration of the Service would be inconsistent with the objects of Part IIIA of the CCA.

AFFIRMED by the deponent
at in
on

Before me:

Signature of deponent

COMMONWEALTH OF AUSTRALIA

Competition and Consumer Act 2010 (Cth)

IN THE AUSTRALIAN COMPETITION TRIBUNAL

File Nos: ACT 2 & 3 of 2018

Re: Applications under section 44ZP of the *Competition and Consumer Act 2010* (Cth) for review of the arbitration determination by the Australian Competition and Consumer Commission in relation to an access dispute between Glencore Coal Ltd and Port of Newcastle Operations Pty Ltd.

Applicants Port of Newcastle Operations Pty Limited (ACN 165 332 990)
and
Glencore Coal Assets Australia Pty Ltd (ACN 163 821 298)

ANNEXURE CERTIFICATE

BLL-1

This is the Annexure marked "BLL-1" referred to in the affidavit of Bruce Llewellyn Lloyd affirmed at in on .

Before me:

.....

Witness

NATIONAL
COMPETITION
COUNCIL



Revocation of the
declaration of the shipping
channel service at the
Port of Newcastle
Recommendation

22 July 2019

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Abbreviations and defined terms

2015 Final Recommendation	The Final Recommendation issued by the National Competition Council on 2 November 2015 regarding declaration of the channel service at the Port of Newcastle
2017 EM	The explanatory memorandum to the <i>Competition and Consumer Amendment (Competition Policy Review) Bill 2017</i>
ACCC	Australian Competition and Consumer Commission
ACCC Determination	The Final Determination issued by the ACCC on 18 September 2018 in relation to the Glencore-PNO Arbitration
ACCC's August 2018 Submission	ACCC's submission to the Council dated 8 August 2018
ACCC's Arbitration Submission	ACCC's submission to the Council dated 29 October 2018 (provided to the Council on 30 October 2018)
ACCC's SOPV Submission	ACCC's submission to the Council dated 6 February 2019
Amendment Act	<i>Competition and Consumer Amendment (Competition Policy Review) Act 2017</i> (Cth)
Anglo American	Anglo American Metallurgical Coal Pty Ltd
Anglo American's August 2018 Submission	Anglo American's submission to the Council dated 8 August 2018
BBM	The building block model relied upon by the ACCC in the Glencore-PNO Arbitration
Bloomfield	The Bloomfield Group (Big Ben Holdings Pty Ltd ABN 63008434562, Northern Waggons Pty Ltd ABN 38000082075, Boomfield Collieries Pty Ltd ABN 76000106972, Rix's Creek Pty Ltd ABN 25003824244, Four Mile Pty Ltd ABN 62000407803 and PWG King & Sons Pty Ltd ABN 73120223047).
Bloomfield's SOPV Submission	Bloomfield's submission to the Council dated 4 February 2019.
Bloomfield's NERA Submission	Bloomfield's submission to the Council dated 26 April 2019
CCA	<i>Competition and Consumer Act 2010</i> (Cth)
CMG	China Merchants Group Limited
CMIDC	China Merchants Investments Development Company Limited
CM Port	China Merchants Port Holdings Company Limited
CMU	China Merchants Union (BVI) Limited
Container Restraint	Arrangements made when the NSW government privatised Port Botany, Port Kembla and the Port of Newcastle through which PNO would be required to pay compensation to the State of NSW for any container trade in the Port that exceeds a set cap, see paragraph 7.355, below.
Council	National Competition Council
Criterion (a)	The declaration criterion described in section 44CA(1)(a) of the CCA

Criterion (b)	The declaration criterion described in section 44CA(1)(b) of the CCA
Criterion (c)	The declaration criterion described in section 44CA(1)(c) of the CCA
Criterion (d)	The declaration criterion described in section 44CA(1)(d) of the CCA
Declaration	The declaration of the shipping channel service at the Port of Newcastle made by the Australian Competition Tribunal on 16 July 2016.
Federal Court	The Federal Court of Australia
Glencore	Glencore Coal Pty Ltd
Glencore-PNO Arbitration	The ACCC's arbitration of the Service access dispute between Glencore and PNO notified by Glencore on 4 November 2016 and determined on 18 September 2018.
Glencore's 2015 Application	Glencore's 2015 application for declaration of shipping channel services at the Port of Newcastle, submitted to the Council on 13 May 2015.
Glencore's Arbitration Submission	Glencore's submission to the Council dated 29 October 2018
Glencore's August 2018 Submission	Glencore's submission to the Council dated 8 August 2018
Glencore's NERA Submission	Glencore's submission to the Council dated 26 April 2019
Glencore's October 2018 Submission	Glencore's submission to the Council dated 5 October 2018
Glencore's SOPV Submission	Glencore's submission to the Council dated 4 February 2019
GT	Gross Tonnage
HoustonKemp	HoustonKemp Economists
HoustonKemp's Arbitration Report	The report prepared by HoustonKemp titled 'Relevance for revocation application of ACCC's determination' provided to the Council with PNO's Arbitration Submission
HoustonKemp's Incentives Report	The report prepared by HoustonKemp titled 'Effect of Declaration on incentives to invest in coal mines' provided to the Council with PNO's September 2018 Submission
HoustonKemp's Tenements Report	The report prepared by HoustonKemp titled 'Effect of declaration on competition for coal authorities' provided to the Council with PNO's September 2018 Submission
IPART	Independent Pricing and Regulatory Tribunal of NSW
Malabar	Malabar Coal Limited
Malabar's NERA Submission	Malabar's Submission to the Council dated 26 April 2019
mtpa	million tonnes per annum
National Access Regime	The mechanism established by Part IIIA of the <i>Competition and Consumer Act 2010</i> (Cth) through which an access seeker can gain

	access to the service or services provided by a nationally significant infrastructure facility.
Navigation Service Charge	A charge levied by PNO on vessels at the time of entry to the Port for the general use of the Port and its infrastructure
NERA	NERA Economic Consulting
NERA Report	The report prepared by NERA titled 'Declaration of the shipping channel service at the Port of Newcastle' and dated 8 April 2019
NCC	See 'Council'
NCIG	Newcastle Coal Infrastructure Group
NCIG's Arbitration Submission	NCIG's submission to the Council dated 29 October 2018
NCIG's August 2018 Submission	NCIG's submission to the Council dated 8 August 2018
NCIG's October 2018 Submission	NCIG's submission to the Council dated 5 October 2018
NCIG's SOPV Submission	NCIG's submission to the Council dated 4 February 2019
NSWMC	New South Wales Minerals Council
NSWMC's Arbitration Submission	NSWMC's submission to the Council dated 29 October 2018
NSWMC's August 2018 Submission	NSWMC's submission to the Council dated 8 August 2018
NSWMC's NERA Submission	NSWMC's submission to the Council dated 26 April 2019
NSWMC's SOPV Submission	NSWMC's submission to the Council dated 4 February 2019
OHC	Orienture Holdings Company Limited
Pacific National	Pacific National Pty Ltd ACN 098 060 550
Pacific National's SOPV Submission	Pacific National's submission to the Council dated 1 February 2019
PAMA Act	<i>Ports and Maritime Administration Act 1995 (NSW)</i>
PAMA Regulation	<i>Ports and Maritime Administration Regulation 2012 (NSW)</i>
Part IIIA	Part IIIA of the CCA
<i>Pilbara HCA</i>	<i>The Pilbara Infrastructure Pty Ltd v Australian Competition Tribunal</i> (2012) 246 CLR 379; (2012) 290 ALR 750; [2012] HCA 36
PC 2013 Review	The Inquiry Report prepared by the Productivity Commission titled: "National Access Regime – inquiry Report, No. 66, 25 October 2013"
PNO	Port of Newcastle Operations Pty Limited, the operator of the Port of Newcastle
PNO's Arbitration Submission	PNO's submission to the Council dated 29 October 2018
PNO's July 2018 Submission	PNO's submission to the Council dated 2 July 2018
PNO's September 2018 Submission	PNO's submission to the Council dated 17 September 2018
PNO's SOPV Submission	PNO's submission to the Council dated 4 February 2019

<i>PNO v Tribunal</i>	<i>Port of Newcastle Operations Pty Ltd v Australian Competition Tribunal</i> (2017) 253 FCR 115; (2017) 346 ALR 669; [2017] FCAFC 124
Port	The Port of Newcastle
Ports Australia	Ports Australia ABN 44 135 430 705
Ports Australia's August 2018 Submission	Ports Australia's submission to the Council dated 8 August 2018
PWCS	Port Waratah Coal Services
PWCS' August 2018 Submission	PWCS' submission to the Council dated 6 August 2018
PWCS' NERA Submission	PWCS' submission to the Council dated 24 April 2019
PWCS' SOPV Submission	PWCS' submission to the Council dated 4 February 2019
QCA	Queensland Competition Authority
QCA Act	Queensland Competition Authority Act 1997 (Qld)
<i>Re Glencore</i>	<i>Re Application by Glencore Coal Pty Ltd</i> [2016] ACompT 6
Relevant Term	The full remaining term of the Declaration, that is, the period up to 7 July 2031
ResourcefulNæss Report	The report prepared by ResourcefulNæss Consulting titled 'Effect of Port Charges on Incentives to Invest in Coal' provided to the Council with PNO's September 2018 Submission
Service	The shipping channel service at the Port of Newcastle, which is the service the subject of the Declaration
Shipping Australia	Shipping Australia Limited
Shipping Australia's August 2018 Submission	Shipping Australia's submission to the Council dated 8 August 2018
SOPV	The NCC's Statement of Preliminary Views dated 19 December 2018
Synergies	Synergies Economic Consulting
Synergies' August 2018 Report	The report prepared by Synergies titled 'Port of Newcastle: Assessment of revocation application by Port of Newcastle Operations' provided to the Council with Glencore's August 2018 Submission
Synergies' February 2019 Report	The report prepared by Synergies titled 'Port of Newcastle: Assessment of revocation application by Port of Newcastle Operations Pty Ltd' provided to the Council with Glencore's SOPV Submission
Synergies' April 2019 Report	The report prepared by Synergies titled 'Revocation of declaration of the shipping channel service at the Port of Newcastle Response to NERA Report' provided to the Council with Glencore's SOPV Submission
Synergies' October 2018 Report	The report prepared by Synergies titled 'Port of Newcastle: Response to submissions and documents provided by Port of Newcastle Operations' provided to the Council with Glencore's October 2018 Submission

t	Tons/Tonnage
TEU	Twenty-foot Equivalence Units
TIF	The Infrastructure Fund
Tribunal	Australian Competition Tribunal
Yancoal	Yancoal Australia Ltd
Yancoal's Arbitration Submission	Yancoal's submission to the Council dated 29 October 2018
Yancoal's August 2018 Submission	Yancoal's submission to the Council dated 8 August 2018
Yancoal's July 2018 Submission	Yancoal's submission to the Council dated 27 July 2018
Yancoal's October 2018 Submission	Yancoal's submission to the Council dated 5 October 2018
Yancoal's SOPV Submission	Yancoal's submission to the Council dated 4 February 2019

1 Executive Summary

- 1.1 On 16 June 2016, the Australian Competition Tribunal (**Tribunal**) made orders giving effect to its decision to declare the shipping channel service at the Port of Newcastle (**Declaration**).
- 1.2 On 2 July 2018, Port of Newcastle Operations Pty Ltd (as trustee for the Port of Newcastle Unit Trust) (**PNO**) wrote to the Council requesting that it make a recommendation to the designated Minister to revoke the Declaration.
- 1.3 Section 44J of the *Competition and Consumer Act 2010* (Cth) (the **CCA**) provides that the Council may recommend to the designated Minister that a declaration be revoked. The Council must have regard to the objects of Part IIIA of the CCA and cannot recommend revocation of a declaration unless it is satisfied that subsection 44F(1) or 44H(4) of the CCA would prevent the declaration of service from being considered, recommended or made (as applicable). Subsection 44H(4) prevents the declaration of a service unless the Minister is satisfied of all of the declaration criteria set out in section 44CA.
- 1.4 The Council considers some of the declaration criteria set out in section 44CA of the CCA are satisfied. However, it is of the view that the declaration criterion described in subsection 44CA(1)(a) (**criterion (a)**) is not satisfied. The Council considers, therefore, that the Minister could not be satisfied of all the declaration criteria. Having regard to the objects of Part IIIA, it recommends revocation of the Declaration.

Reasons why criterion (a) is not satisfied

- 1.5 Criterion (a) requires that access (or increased access) to the service, on reasonable terms and conditions, as a result of declaration would promote a material increase in competition in at least one market, other than the market for the service.
- 1.6 The effect of this criterion is that it is not enough to find that PNO has market power, or operates a “bottleneck” facility, in order to be satisfied that declaration of the Service satisfies the statutory criteria set out in Part IIIA of the CCA. Declaration of the Service needs to promote a material increase in competition in at least one other market. An assessment of whether declaration of a service satisfies criterion (a) therefore requires consideration of the impact declaration would have on competition in so-called “dependent” markets. The Council accepts that when assessing those impacts it is relevant to consider the degree of market power PNO has and the fact that it operates a bottleneck facility. But neither the fact that the service provider has market power nor that it operates a bottleneck facility is in itself sufficient to satisfy criterion (a). It is only where a material increase in competition would be likely to result in another market that the criterion is satisfied.
- 1.7 In this instance, PNO is not vertically integrated in any meaningful way into any relevant markets related to coal export activity. This means it is unlikely to have an

incentive to deny access to firms operating in related markets (as they are not competitors to PNO); or to provide access on terms and conditions that inhibit the ability of different users of the Service to compete against each other on their merits in these markets. Indeed, PNO is likely to prefer that markets related to the Port are effectively competitive as this is likely to maximise demand (and hence profits) from providing the Service at any given prices it charges.

1.8 The Port is a bottleneck facility and businesses wishing to export coal from the Newcastle catchment must use the Service if they wish to export into overseas coal markets. In that sense, PNO is not constrained by the existence of an alternative port option that its coal customers can use.

1.9 Against this, however, there are important factors that are likely to act as a constraint on PNO in setting the terms and conditions of access PNO will set in a future without declaration of the Service:

- PNO signed a 98 year lease to operate the Port in 2014, and would be likely to act in a way that has regard to its ability to maximise its expected profits over the term of the lease. Revenues from coal mining in the Newcastle catchment will likely remain its most important source of revenue in the near future; and it will be heavily reliant on future investment in coal mining activity in the region. Opportunistic pricing by PNO that “holds-up” existing miners today risks sending a signal to potential miners in the future that PNO will take advantage of them after they make investments, and that they are at risk of not being able to recover sunk costs if they invest in coal mining activities in the Newcastle catchment.
- PNO is, in effect, competing to attract coal mining activity to the Newcastle catchment. Charging excessively high prices for the Service is likely to increase the incentive for some potential future miners to invest in other activities (e.g. investing in coal mining activity in other parts of Australia, or overseas) rather than coal mining in the Newcastle catchment.
- The NSW Government would be likely to intervene if PNO imposed excessive price increases or other access limitations that had the potential to have a material adverse impact on competition in the dependent markets, or otherwise harm the public interest. Such intervention might be via the terms of PNO’s lease; under the terms of the PAMA Act (by referral to IPART); or by introducing new statutory restrictions.

1.10 While none of these factors in isolation is likely to replicate the extent of constraint that would be provided by another port able to provide services to coal exporters in the Newcastle catchment, they should, in combination, act to provide at least some level of constraint on PNO’s pricing and output decisions.

1.11 The consequence of the factors set out in paragraphs 1.8 to 1.10 is that it is likely (but not certain) that charges for the Service will be higher in a future without

declaration of the Service, although it is unclear precisely how much higher (if at all). In this respect, the Council notes that:

- Prior to declaration of the Service, PNO set a price of approximately \$0.69¹ per gross tonne (GT) for its navigation service, and had a listed price in 2018 of approximately \$0.76 per GT.
- With declaration, the ACCC determined a charge of approximately \$0.61 per GT (in 2018 dollar terms) for PNO's navigation service in the Glencore-PNO Arbitration, which has been subsequently appealed by both Glencore and PNO to the Tribunal.
- During the Glencore-PNO Arbitration, the parties argued the ACCC's pricing methodology suggested a reasonable price for the navigation charge was approximately \$0.41 (Glencore) and \$1.36 (PNO) per GT.

1.12 As shown in Figure 1 below, PNO's Navigation Service Charge prior to declaration of the Service was higher than that ultimately determined by the ACCC in the Glencore-PNO Arbitration. However, it was also well within the range of prices argued by the parties to result from the ACCC's chosen pricing methodology for the Service. While past pricing of the Service by PNO is no guarantee of how it will price in a future without declaration of the Service; it is also not certain what price the Tribunal might ultimately consider is reasonable in its review of the ACCC Determination.

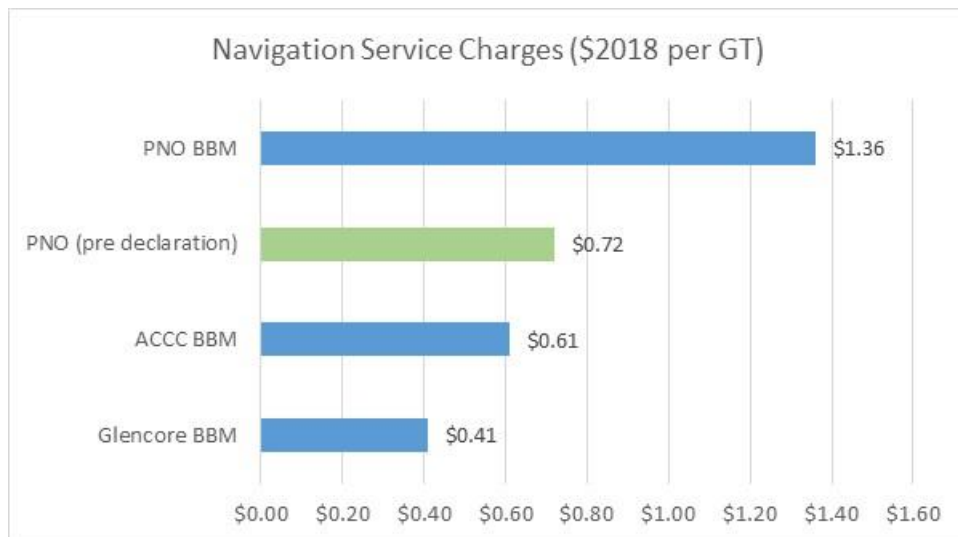


Figure 1 – Navigation Service Charge Reference Points in the Glencore-PNO Arbitration

¹ See ACCC, *Final Determination: Statement of Reasons – Access Dispute between Glencore Coal Assets Australia Pty Ltd and Port of Newcastle Operations Pty Ltd*, 18 September 2018 at p. 7. The ACCC estimates this price in 2015 equates to approximately \$0.73 per GT in 2018 dollar terms.

1.13 The Council is not satisfied that the possibility of lower prices in a future with declaration of the Service is likely to promote competition in any related markets. In particular:

- The coal export market is already likely to be effectively competitive such that declaration is unlikely to promote a material increase in competition in this market
- The market(s) for coal tenements is “derivative” of the coal export market, and competition is unlikely to be materially promoted by declaration of the Service. While the possibility of higher prices in a future without declaration of Service may lessen the value to firms contemplating exploring/mining coal in the Newcastle catchment such that they would be prepared to pay less for these tenements, this is not the same as saying competition for tenements between prospective explorers/miners will be greater in a future with declaration of the Service. The Council considers prospective explorers/miners will still be able to compete on their respective merits for tenements in a future without declaration of the Service
- PNO is not vertically integrated into the provision of container shipping services in any meaningful way that would make it likely to discriminate against any rivals in markets for these services.

1.14 Importantly, the Council considers that charges at the Port are likely to remain a small proportion of international spot prices for coal with or without declaration of the Service. In this respect:

- In 2017, PNO estimated the thermal coal spot price was AU\$88.42 per tonne
- Synergies (on behalf of Glencore) submitted that research by Wood Mackenzie suggested the thermal coal price could rise to AU\$100 per tonne by 2020.

1.15 The difference in navigation service charges between that determined by the ACCC (\$0.61 per GT) and that set by PNO (\$0.76 per GT) in 2018 (i.e. \$0.15 per GT) represents less than 0.2 of 1 per cent of the export price for thermal coal in 2017.

1.16 The Council is satisfied that access to the Service on reasonable terms and conditions as a result of declaration is not likely to promote a material increase in competition in any market other than the market for the Service. Further, the Council is also satisfied that, at the time of this Recommendation, subsection 44H(4) would prevent the Service being declared.²

Consistency with the previous Tribunal decision in this matter

1.17 The Council recognises that the Service was declared relatively recently by the Tribunal in June 2016, and that subsequent court appeals of the Tribunal decision³

² See subsections 44J(2) and 44H(4) of the CCA, discussed in chapter 4.

³ See paragraphs 3.7 and 3.8.

were dismissed. Importantly, however, the decision of the Tribunal was made prior to legislative changes to criterion (a) in 2017.

- 1.18 The designated Minister (the then Acting Treasurer, Senator the Hon. Mathias Cormann) previously accepted a recommendation from the Council not to declare the Service in 2016. In making this decision, he adopted the Council's 2015 Final Recommendation that considered that all of the declaration criteria (in their pre-amended form⁴) were satisfied, except for criterion (a) (as it was then worded⁵).
- 1.19 On an application for review from Glencore (the applicant for Declaration), the Tribunal set aside the Minister's decision and declared the Service. The Tribunal considered that it was bound by the Full Federal Court's decision in *Sydney Airport*⁶, which considered the criterion to require a comparison of the future state of competition in the dependent market with and without 'access (or increased access)' as opposed to with and without declaration. Applying this construction of the criterion, the Tribunal precluded consideration of the existing or likely future access or usage of the service. In effect, the Tribunal undertook its consideration of criterion (a) by comparing a future with declaration of the service to a future where no access was provided. This was despite the fact PNO has been providing the Service even without declaration. Under this interpretation, the Tribunal found that criterion (a) was satisfied.
- 1.20 In its determination, however, the Tribunal stated that:
- If it were wrong about the correct approach to s 44H(4)(a)⁷ ... it would not be satisfied that increased access would promote a material increase in competition in the coal export market. If that market would not be promoted in that way, it follows that the other four dependent markets would also not be promoted with a material increase in competition in any of them.⁸
- 1.21 Following the Tribunal's declaration of the Service, Parliament amended⁹ criterion (a) to make clear that the relevant inquiry was into the effects of "access (or increased access) to the service, on reasonable terms and conditions, **as a result of a declaration** of the service" [emphasis added].
- 1.22 The Council considers its views on criterion (a) in this revocation recommendation are, therefore, consistent with the Tribunal's finding in *Re: Glencore* in light of recent legislative amendments to Part IIIA of the CCA.

⁴ The pre-amended criteria were set out in subsections 44G(2) and 44H(4) respectively.

⁵ The previous criterion (a) in subsections 44G(2)(a) and 44H(4)(a) read, "that access (or increased access) to the service would promote a material increase in competition in at least one market (whether or not in Australia), other than the market for the service".

⁶ *Sydney Airport Corporation v Australian Competition Tribunal* (2006) 155 FCA 124 (**Sydney Airport**); [2006] FCAFC 146.

⁷ This subsection set out criterion (a) as it was then worded.

⁸ *Re Glencore* paragraph 157

⁹ *Competition and Consumer Amendment (Competition Policy Review) Act 2017* (Cth).

Other considerations

1.23 The Council has also assessed the other requirements set out in section 44J as follows.

- The Council has had regard to the objects of Part IIIA in making this recommendation.
- None of the circumstances in subsection 44F(1) would prevent the making of an application for declaration.
- Criterion (b) in subsection 44CA(1)(b) is satisfied. The Council considers that the Port could meet the total foreseeable demand in the market in the Relevant Term and at the least cost compared to any two or more facilities.
- Criterion (c) in subsection 44CA(1)(c) is satisfied. The Council considers that the Port is of national significance in terms of its importance to constitutional trade and commerce, and to the national economy.
- The designated Minister could reasonably form the view criterion (d) in subsection 44CA(1)(d) is not satisfied. The Council considers it is possible (but not certain) that declaration will generate some marginal improvement in the efficient use of and investment in relevant infrastructure. However, this benefit must be set against considerable administrative, compliance and legal costs associated with declaration (and any subsequent negotiation and arbitration of terms and conditions of access under the Part IIIA access regime).

1.24 Section 44J does not set out any procedure for the Council's assessment of whether or not it should make a revocation recommendation. The Council conducted public consultation before issuing a Statement of Preliminary Views on 19 December 2018 (**SOPV**) and in response to its SOPV, reflecting the process it would undertake in considering an application for declaration under section 44F. It also undertook additional consultation on an independent economic consultancy report commissioned by the Council from NERA Economic Consulting following release of the SOPV.

1.25 Having engaged in public consultation and considered the material put before it, the Council recommends that the Minister revoke the Declaration.

2 Recommendation

- 2.1 Section 44J of the *Competition and Consumer Act 2010* (Cth) (the **CCA**) provides that the Council may recommend to the designated Minister that a declaration be revoked. The Council must have regard to the objects of Part IIIA of the CCA and cannot recommend revocation of a declaration unless it is satisfied that subsection 44F(1) or 44H(4) of the CCA would prevent the declaration of service from being considered, recommended or made (as applicable).
- 2.2 On 16 June 2016, the Australian Competition Tribunal (**Tribunal**) made orders giving effect to its decision to declare the shipping channel service at the Port of Newcastle (**Declaration**). On 28 July 2018, Port of Newcastle Operations Pty Ltd (as trustee for the Port of Newcastle Unit Trust) (**PNO**) wrote to the National Competition Council (the **Council**) requesting that the Council make a recommendation to the designated Minister to revoke the Declaration.
- 2.3 Section 44J does not set out any procedure for the Council's assessment of whether or not it should make a revocation recommendation. The Council conducted public consultation before issuing a Statement of Preliminary Views on 19 December 2018 (**SOPV**) and in response to its SOPV, reflecting the process it would undertake in considering an application for declaration under section 44F.
- 2.4 Having engaged in public consultation (described in paragraphs 3.9 to 3.21) and considered the material put before it,¹⁰ the Council has decided to recommend to the designated Minister that the declaration be revoked. The Council's reasons for its position are set out in this Recommendation report.

¹⁰ Some confidential material was put to the Council. The manner in which the Council had regard to this information is discussed at paragraph 3.13.

3 Background

The Service

- 3.1 In its application to the Council for declaration of the shipping channel service at the Port of Newcastle submitted on 13 May 2015 (**Glencore's 2015 Application**), Glencore Coal Pty Ltd (**Glencore**) defined the service provided at the Port of Newcastle (the **Port**) for which declaration was sought as:

The provision of the right to access and use the shipping channels (including berths next to wharves as part of the channels) at the Port, by virtue of which vessels may enter a Port precinct and load and unload at relevant terminals located within the Port precinct and then depart the Port precinct¹¹ (the **Service**).

- 3.2 This definition has been applied by the Council, the Minister, the Tribunal and the Federal Court of Australia (**Federal Court**) and is not in dispute.

The Declaration

- 3.3 In May 2015, the Council received an application under Part IIIA of the CCA from Glencore seeking declaration of the Service. The Council conducted a public consultation process and on 10 November 2015 recommended to the designated Minister, the then Federal Treasurer, the Hon. Scott Morrison MP, that the Service not be declared. On 8 January 2016, the then Acting Treasurer, Senator the Hon. Mathias Cormann, decided not to declare the service and the Council published that decision on its website on 11 January 2016. In making this decision, he adopted the Council's 2015 Final Recommendation that considered that all of the declaration criteria (in their pre-amended form¹²) were satisfied, except for criterion (a) (as it was then worded¹³).
- 3.4 On 29 January 2016, Glencore applied to the Tribunal for review of the Treasurer's decision; and on 31 May 2016 the Tribunal decided the service should be declared with effect from 8 July 2016 to 7 July 2031 (*Re Application by Glencore Coal Pty Ltd (Re Glencore)*¹⁴). On 16 June 2016, the Tribunal made orders setting aside the decision of the Minister, and giving effect to the Declaration.
- 3.5 The Tribunal considered that it was bound by the Full Federal Court's decision in *Sydney Airport*,¹⁵ which considered the criterion to require a comparison of the

¹¹ Glencore's 2015 Application, p 15.

¹² The pre-amended criteria were set out in subsections 44G(2) and 44H(4) respectively.

¹³ The previous criterion (a) in subsections 44G(2)(a) and 44H(4)(a) read, "that access (or increased access) to the service would promote a material increase in competition in at least one market (whether or not in Australia), other than the market for the service".

¹⁴ *Re Application by Glencore Coal Pty Ltd* [2016] ACompT 6.

¹⁵ *Sydney Airport Corporation v Australian Competition Tribunal* (2006) 155 FCA 124 (**Sydney**

future state of competition in the dependent market with and without ‘access (or increased access)’ as opposed to with and without declaration. Applying this construction of the criterion, the Tribunal precluded consideration of the existing or likely future access or usage of the service. In effect, the Tribunal undertook its consideration of criterion (a) by comparing a future with access to the service to a future where no access was provided. Under this interpretation of “access” in criterion (a), the Tribunal found that the criterion was satisfied.

- 3.6 On 14 July 2016, PNO applied to the Federal Court for judicial review of the Tribunal's decision. The application was dismissed (*Port of Newcastle Operations Pty Ltd v Australian Competition Tribunal (PNO v Tribunal)*¹⁶).
- 3.7 On 12 September 2017, Port of Newcastle Operations Pty Ltd applied for special leave to appeal the Full Court's decision to the High Court of Australia. The application was refused by the High Court on 23 March 2018.¹⁷
- 3.8 In October 2017, Parliament amended¹⁸ criterion (a) to make clear that the relevant inquiry was into the effects of ‘access (or increased access), on reasonable terms and conditions, as a result of a declaration.’ The Minister's decision not to declare the Service in 2015 was overturned by the Tribunal on the basis of a construction of criterion (a) that excluded consideration of the effect of declaration. Parliament has since amended criterion (a) to make explicit the focus of the criterion to the effect of declaration.

PNO's request for the Council to consider recommending the Declaration be revoked

- 3.9 On 2 July 2018, PNO wrote to the Council with a detailed submission requesting that it make a recommendation to the designated Minister that the Declaration be revoked (**PNO's July 2018 Submission**).
- 3.10 The Council commenced its consideration of whether to make a recommendation to revoke the Declaration in response to PNO's July 2018 Submission.

Consultation process and NERA Report

- 3.11 On 11 July 2018, the Council published notice of PNO's July 2018 Submission in *The Australian* newspaper. The Council also wrote to interested parties advising of PNO's July 2018 Submission and inviting submissions to be made by 5pm on 8 August 2018.

Airport); [2006] FCAFC 146.

¹⁶ (2017) 253 FCR 115; (2017) 346 ALR 669; [2017] FCAFC 124.

¹⁷ *Port of Newcastle Operations Pty Ltd v The Australian Competition Tribunal & Ors* [2018] HCATrans 55 (23 March 2018).

¹⁸ *Competition and Consumer Amendment (Competition Policy Review) Act 2017* (Cth).

- 3.12 The Council received submissions in response to PNO's July 2018 Submission from a further nine interested parties - Anglo American Metallurgical Coal Pty Ltd (**Anglo American**), the Australian Competition and Consumer Commission (**ACCC**), Glencore Coal Pty Ltd (**Glencore**), Newcastle Coal Infrastructure Group (**NCIG**), the NSW Minerals Council (**NSWMC**), Ports Australia, Port Waratah Coal Services Limited (**PWCS**), Shipping Australia Limited (**Shipping Australia**) and Yancoal Australia Ltd (**Yancoal**).
- 3.13 On 4 September 2018, the Council requested that PNO provide submissions, documents and information on a number of specific matters raised in submissions from other interested parties. PNO provided a public submission in response on 17 September 2018 (**PNO's September 2018 Submission**) accompanied by a confidential submission. The confidential submission related to container terminals. All of the information in the confidential submission that is relevant to the Council's conclusions is available from public sources. The Council considers the confidential information that PNO provided the Council, which was not available publicly, does not have any bearing on its conclusions and as such has given those confidential materials no weight.
- 3.14 On 21 September 2018, the Council invited the other interested parties to make submissions on PNO's September 2018 Submission by 5pm on 5 October 2018. Submissions were received from NCIG, Yancoal and Glencore.
- 3.15 On 8 October 2018, the ACCC published its final determination (the **ACCC Determination**) of the arbitrated dispute between Glencore Coal Assets Australia and PNO in relation to the terms and conditions for Glencore's access to the declared shipping channel service at the Port of Newcastle (the **Glencore-PNO Arbitration**).
- 3.16 On 15 October 2018, the Council invited further submissions from interested parties about whether and, if so, how the Council should have regard to the ACCC Determination when considering whether to make a revocation recommendation. Submissions were due by 5.00pm on 29 October 2018. Submissions were received from Glencore, NCIG, NSWMC, PNO, Yancoal and the ACCC.
- 3.17 On 19 December 2018, the Council published the SOPV which proposed to recommend that the Declaration be revoked. Interested parties were invited to provide submissions to the Council in response to the SOPV by 4 February 2019. Submissions were received from PWCS, Pacific National Pty Ltd (**Pacific National**), The Bloomfield Group (**Bloomfield**), Yancoal, NSWMC, PNO, NCIG and Glencore.
- 3.18 On 8 April 2019, the Council published on its website a report from NERA Economic Consulting (the **NERA Report**). Interested parties were invited to comment on the report by 28 April 2019. Submissions were received from PWCS, Bloomfield, NSWMC, Glencore and Malabar Coal Limited (**Malabar**).
- 3.19 All public submissions and relevant correspondence have been published on the Council's website: ncc.gov.au.

- 3.20 The Council has had regard to all interested party submissions in preparing this Recommendation. In addition, the Council has undertaken its own analysis which has informed its recommendation to the Designated Minister. That analysis is detailed in this Recommendation.
- 3.21 Summaries of submissions, as set out in this document, are intended to illustrate what the Council considers to be the ‘key issues’ raised in these submissions. For the avoidance of doubt, the Council has had regard to every submission and document identified in Annexure A.

Designated Minister

- 3.22 Subsection 44J(1) of the CCA provides that the Council may make a recommendation to the designated Minister that a declaration be revoked.
- 3.23 The identity of the designated Minister has not been the subject of submissions in relation to a possible revocation recommendation.
- 3.24 Consistent with its Final Recommendation dated 2 November 2015 regarding Glencore’s 2015 Application (**the 2015 Final Recommendation**)¹⁹ and the SOPV,²⁰ the Council is of the view that the Commonwealth Minister is the designated Minister for the purpose of revocation of the Declaration.
- 3.25 The Commonwealth Minister in relation to this application is the Federal Treasurer, the Hon Josh Frydenberg MP.

¹⁹ 2015 Final Recommendation at paragraphs 2.30 - 2.38.

²⁰ SOPV at paragraphs 2.18 – 2.21.

4 The Council's approach to making a recommendation regarding revocation of declaration under section 44J of the CCA

4.1 Section 44J(1) of the CCA provides that the Council may recommend to the designated Minister that declaration of the Service be revoked. The Council received submissions from a number of parties regarding the approach it is required to take in making a decision under section 44J of CCA.

4.2 It is convenient to set out section 44J of the CCA in full. It provides:

(1) The Council may recommend to the designated Minister that a declaration be revoked. The Council must have regard to the objects of this Part in making its decision.

(2) The Council cannot recommend revocation of a declaration unless it is satisfied that, at the time of the recommendation:

(a) subsection 44F(1) would prevent the making of an application for a recommendation that the service concerned be declared; or

(b) subsection 44H(4) would prevent the service concerned from being declared.

(3) On receiving a revocation recommendation, the designated Minister must either revoke the declaration or decide not to revoke the declaration.

(3A) The designated Minister must have regard to the objects of this Part in making his or her decision.

(4) The designated Minister must publish the decision to revoke or not to revoke.

(5) If the designated Minister decides not to revoke, the designated Minister must give reasons for the decision to the provider of the declared service when the designated Minister publishes the decision.

(6) The designated Minister cannot revoke a declaration without receiving a revocation recommendation.

(7) If the designated Minister does not publish under subsection (4) his or her decision on the revocation recommendation within the period starting at the start of the day the recommendation is received and ending at the end of 60 days after that day, the designated Minister is taken, immediately after the end of that 60-day period:

(a) to have made a decision that the declaration be revoked; and

(b) to have published that decision in accordance with this section.

- 4.3 The Council, under section 44J(1), and the Minister, under section 44J(3A), are required to have regard to the objects of Part IIIA when deciding (respectively) whether to recommend revocation or to revoke a declaration. The objects of Part IIIA are set out in section 44AA, and are to:
- (a) promote the economically efficient operation of, use of and investment in the infrastructure by which services are provided, thereby promoting effective competition in upstream and downstream markets; and
 - (b) provide a framework and guiding principles to encourage a consistent approach to access regulation in each industry.
- 4.4 Section 44J requires the Council to have regard to the objects of Part IIIA in determining whether to recommend revocation. The manner in which the Council is to have regard to the objects of Part IIIA has been the subject of several interested party submissions.
- 4.5 Submissions on the proper application of particular declaration criteria are not discussed in this section. The declaration criteria are discussed in chapters 7 to 10.

Submissions

Before the SOPV

- 4.6 PNO's July 2018 Submission notes that the Council may recommend to the designated Minister, pursuant to section 44J(1) of the CCA, that the declaration of the Service be revoked. The Council must have regard to the objects in Part IIIA in deciding whether to recommend revocation. The Council cannot recommend revocation unless it is satisfied that at the time of the recommendation, section 44H(4) would prevent the service concerned from being declared; and section 44H(4) provides that the designated Minister cannot declare a service unless she or he is satisfied of *all* of the declaration criteria for the service. On this basis, PNO submits that if the Council considers that one or more of the declaration criteria are not satisfied in respect of the Service, it should recommend revocation.²¹
- 4.7 Glencore provided a submission to the Council on 8 August 2018 (**Glencore's August 2018 Submission**) which argues that continuing satisfaction or non-satisfaction of criteria (a) to (d) may be relevant to, but is not determinative of, whether to recommend revocation of the Declaration. The Council is afforded discretion in deciding whether to recommend revocation and, in Glencore's view, should have regard to whether there has been a material change in the market conditions or facts since the Declaration (other than those attributable to the Declaration itself). Glencore submits that, in this scenario, there has been no material change of circumstances (other than those attributable to the Declaration itself) since the Full Federal Court in *Port of Newcastle Operations Pty Ltd v*

²¹ PNO's July 2018 Submission p 6.

*Australian Competition Tribunal*²² (**PNO v Tribunal**) determined that the Declaration was appropriate. As such, Glencore submits it is axiomatic that revocation would be inconsistent with the objects of Part IIIA.²³

4.8 Glencore also submits that in evaluating whether a recommendation to revoke the Declaration would be consistent with the objects of Part IIIA, the Council must also have regard to:

- (a) The impact of revocation in the dependent markets.²⁴
- (b) The findings in the report prepared by Synergies Economic Consulting (**Synergies**) dated 8 August 2018 (**Synergies' August Report**) that revocation is likely to lead to allocative efficiency losses in the dependent markets. PNO's ability and incentive to charge higher prices to use the Service, absent the Declaration, is likely to distort price signals for investment and dampen incentives for innovation in the dependent markets.²⁵
- (c) Resultant public detriments, including reduced investment in the Hunter Valley and the transfer of economic rents from miners in the Hunter Valley to PNO, leading to reduced royalties and taxes.²⁶
- (d) The effect that maintaining the Declaration would have in providing a framework and guiding principles to encourage a consistent approach to access regulation. To revoke the Declaration would represent a failure to users of infrastructure assets and would undermine the operation of the National Access Regime.²⁷

4.9 Glencore submits that revocation of the Declaration would not promote the objects of Part IIIA because it would likely lead to: substantially higher prices for the Service; allocative efficiency losses; reduced investor confidence; and increased costs of capital for new coal mining projects in the Newcastle catchment (which in turn will result in lower investment in coal exploration and development of new and expanded coal projects).²⁸

4.10 Glencore provided a further submission to the Council on 5 October 2018 (**Glencore's October 2018 Submission**) in which it submits that the Council must not determine the question of whether to recommend revocation of the declaration in the manner suggested by PNO as if there were a current application for declaration of a service. Glencore submits that Parliament intended that in

²² *Port of Newcastle Operations Pty Ltd v Australian Competition Tribunal* [2017] FCAFC 124 [95]-[96], [100]

²³ Glencore's August 2018 Submission pp 3-5.

²⁴ Ibid pp 5, 26-29.

²⁵ Ibid p 5; Synergies August 2018 Report pp 71-74.

²⁶ Synergies' August 2018 Report pp 75-82.

²⁷ Glencore's August 2018 Submission pp 5, 32.

²⁸ Ibid pp 27-29.

determining whether or not to recommend revocation of a declaration the Council must have regard to whether there has been any materially changed circumstances, and must then compare the position which would be likely to exist in the future were the declaration to continue against the position if the declaration did not. Glencore then restates its view that there has not been a material change in circumstances and submits that the fact of a change in legislation does not qualify as a material change in circumstances for the purpose of revoking the existing declaration.²⁹

4.11 Yancoal provided a submission to the Council on 8 August 2018 (**Yancoal's August 2018 Submission**) in which it submits that the structure and wording of section 44J(1)-(2) suggest that section 44J has two key parts:

- a discretion (the Council *may* recommend...that a declaration be revoked) as to whether a revocation should be recommended (or not) – with that discretion to be exercised having regard to the objects of Part IIIA of the CCA; and
- a restriction on that discretion (the Council *cannot* recommend revocation of a declaration unless...) – namely that revocation cannot be recommended unless the Council is satisfied that the preconditions in either section 44J(2)(a) or (b) are met.³⁰

4.12 Yancoal contrasts the wording of the declaration provisions (44F and 44H of the CCA) and the revocation provision (44J of the CCA) and suggests that the use of the word 'may' in section 44J(1) imparts a discretion on the Council to decide whether it is appropriate to recommend revocation of a declaration which is not present when the Council makes a recommendation as to whether the Minister should make a declaration.³¹

4.13 Yancoal also contrasts its suggested *discretionary* approach to applying 44J against the revocation framework applied under the National Gas Laws (section 105 of the National Gas Laws³²). It notes that the wording of the revocation provisions under the National Gas Law clearly imposes a binary decision making framework on the Council which would require it to recommend revocation if it is not satisfied that the pipeline coverage criteria are met. In contrast, the dramatically different wording of 44J implies that the Council would have discretion not to recommend revocation even it was not convinced of the satisfaction of all of the declaration criteria.³³

²⁹ Glencore's October 2018 Submission p 3.

³⁰ Yancoal's August 2018 Submission pp 3, 4.

³¹ Ibid.

³² See *National Gas (South Australia) Act 2008 (SA)* and mirroring legislation implemented by the Commonwealth, New South Wales, Victoria, Queensland, Tasmania, the Australian Capital Territory, Northern Territory and Western Australia on a modified basis.

³³ Yancoal's August 2018 Submission pp 4, 5.

- 4.14 Yancoal goes on to submit that a discretion is appropriate in the context of revocation because the decision in *Pilbara Infrastructure Pty Ltd v Australian Competition Tribunal*³⁴ (**Pilbara HCA**) is not precedent for there being no discretion in the context of a revocation decision due to the differences in wording between 44F and 44H of the CCA. Yancoal submits that the context of declaration and revocation differ and it is reasonable that once a decision has been made on declaration, reversing it should involve a higher hurdle of demonstrating why it is appropriate to do so.³⁵
- 4.15 NCIG and Anglo American's submissions to the Council on 8 August 2018 (**Anglo American's August 2018 Submission**) provide analysis similar to Yancoal (summarised in paragraphs 4.11 to 4.13) and submit that the Council's evaluation of whether to recommend that the declaration of a service be revoked is not to be determined by any alleged non-satisfaction of the 'declaration criteria' at the time of the recommendation. Rather, the power to recommend revocation is a more open discretion, subject to mandatory consideration of the objects of Part IIIA of the CCA.³⁶ NSWMC's submission to the Council on 8 August 2018 (**NSWMC's August 2018 Submission**) makes arguments similar to those advanced by Glencore and summarised at paragraph 4.7.³⁷
- 4.16 PNO did not make submissions explicitly addressing how the objects of Part IIIA ought to be incorporated into the assessment of whether the Declaration should be revoked.

Responding to the SOPV

- 4.17 NSWMC's submission of 4 February 2019 (**NSWMC's SOPV Submission**) continues to advance the view that the Part IIIA test should not be applied as if the test needed to be satisfied at this time.³⁸
- 4.18 NCIG submits that the amendments to criterion (a) implemented in 2017 were not designed to prevent the National Access Regime from applying to monopoly pricing by non-vertically integrated infrastructure providers, such as PNO.³⁹ The Productivity Commission's 2013 report states: 'Access regulation should cover vertically integrated and vertically separated service providers, as both can affect competition in dependent pricing markets where they have the ability and incentive to engage in monopoly pricing of access.'⁴⁰

³⁴ [2012] HCA 36.

³⁵ Yancoal's August 2018 Submission pp 5-7..

³⁶ Anglo American's August 2018 Submission pp 2, 3.

³⁷ NSWMC's August 2018 Submission p 9; NCIG's August 2018 Submission pp 3-6.

³⁸ NSWMC's SOPV Submission, p 2.

³⁹ Ibid.

⁴⁰ Productivity Commission 2013, National Access Regime, Inquiry Report no. 66 at page 71.

4.19 Synergies considers that without more detail, the SOPV gave insufficient consideration to the objects of the Act in the Council's decision.⁴¹

Council's view on the correct application of section 44J

4.20 Unlike sections 44F(1) and 44F(2), no provision is made for the making of an application for a revocation recommendation and no express requirement is imposed on the Council to make a recommendation. Further, unlike sections 44FA, 44GA, 44GB or 44GC, no provision is made for the manner in which the Council is to conduct its consideration of whether to make a recommendation that a declaration be revoked.

4.21 Under section 44J(2), the Council cannot recommend revocation of a declaration unless it is satisfied that, at the time of its recommendation:

- (a) Subsection 44F(1) would prevent the making of an application for a recommendation that the service concerned be declared. Subsection 44F(1) provides that a person may apply to the Council to recommend that the service be declared unless one of the circumstances set out in subparagraphs (a)—(e) apply. Therefore, the Council cannot recommend revocation of a service unless it is satisfied that none of these circumstances apply. These circumstances are discussed in section 5 below; or
- (b) Subsection 44H(4) would prevent the service concerned from being declared. Subsection 44H(4) provides that the designated Minister cannot declare a service unless he or she is satisfied of all of the declaration criteria for the service. The declaration criteria are set out in section 6, and the Council's views on each of criteria (a) to (d) are set out in sections 7 to 10 respectively.

4.22 In Chapter 11 the Council sets out the Recommendation it arrived at in light of its consideration of the declaration criteria set out in the prior chapters.

4.23 In formulating this Recommendation, the Council has had regard to the objects of Part IIIA.

4.24 Some submissions suggest that a declaration should not be revoked unless there has been a material change in circumstances since the Declaration was made (other than those effected by the Declaration itself). The Council notes that Part IIIA does not require that there has been a material change in circumstances in order to make a recommendation for the revocation of a declaration. The Council does not believe it is appropriate to apply such a test where it has not been prescribed in the legislation. While the Council may have regard to whether circumstances have changed since an earlier declaration decision (both in the markets as well as in the law it must apply), that does not alter the nature and scope of its task under section

⁴¹ Synergies February 2019 Report p 47

44J or impose a 'material change in circumstances' test on the exercise of the Council's power to make a recommendation to the Minister.

- 4.25 Centrally, the analysis under section 44J involves an assessment at the time of the Council's recommendation. In circumstances where there is an existing declaration made at an earlier time on the same declaration criterion, the analysis may involve a consideration of market changes that may have occurred since the earlier determination. It must also have regard to whether the declaration criterion that are to be applied 'at the time of the recommendation' are different to those that applied in the earlier declaration decision.
- 4.26 While the Council accepts that market conditions may not have changed significantly since 2015, it considers that the amendments to Part IIIA implemented by the *Competition and Consumer Amendment (Competition Policy Review) Act 2017* (the **Amendment Act**) represent a significant change to the criteria which apply to the question of whether declaration should be revoked.

5 None of the circumstances set out in subsection 44F(1) apply

- 5.1 The Council may recommend revocation if, at the time of the making of its recommendation, subsection 44F(1) would prevent the making of an application for declaration.
- 5.2 Section 44F(1) provides that an application to the Council for a declaration recommendation cannot be made in any of the following circumstances.
- (a) the service is the subject of a regime for which a decision under section 44N that the regime is an effective access regime is in force (including as a result of an extension under section 44NB); or
 - (b) the service is the subject of an access undertaking in operation under Division 6; or
 - (c) if a decision is in force under subsection 44PA(3) approving a tender process, for the construction and operation of a facility, as a competitive tender process--the service was specified, in the application for that decision, as a service proposed to be provided by means of the facility; or
 - (d) if the service is provided by means of a pipeline (within the meaning of a National Gas Law)--there is:
 - (i) a 15-year no-coverage determination in force under the National Gas Law in respect of the pipeline; or
 - (ii) a price regulation exemption in force under the National Gas Law in respect of the pipeline; or
 - (e) there is a decision of the designated Minister in force under section 44LG that the service is ineligible to be a declared service.
- 5.3 These circumstances are readily ascertainable as matters of fact, so, unsurprisingly, the Council received no submissions addressing section 44F(1).
- 5.4 None of the circumstances in subsection 44F(1) apply. That subsection therefore would not prevent the making of an application for declaration of the Service. Thus, this requirement of subsection 44J(2)(a) is not met.

6 The declaration criteria

- 6.1 The Council may recommend revocation if subsection 44H(4) would prevent the service concerned from being declared at the time of the recommendation.
- 6.2 Subsection 44H(4) provides that the Minister cannot declare the service unless he or she is satisfied of all of the declaration criteria for the service. The declaration criteria, set out in subsection 44CA(1) of the CCA, are that:
- (a) access (or increased access) to the service, on reasonable terms and conditions, as a result of a declaration of the service would promote a material increase in competition in at least one market (whether or not in Australia), other than the market for the service (**criterion (a)**)—see Chapter 7
 - (b) the facility that is used (or will be used) to provide the service could meet the total foreseeable demand in the market:
 - (i) over the period for which the service would be declared; and
 - (ii) at the least cost compared to any 2 or more facilities (which could include the first-mentioned facility) (**criterion (b)**)—see Chapter 8
 - (c) the facility is of national significance, having regard to:
 - (i) the size of the facility, or
 - (ii) the importance of the facility to constitutional trade or commerce, or
 - (iii) the importance of the facility to the national economy(**criterion (c)**)—see Chapter 9
 - (d) access (or increased access) to the service, on reasonable terms and conditions, as a result of a declaration of the service would promote the public interest (**criterion (d)**)—see Chapter 10.

Declaration criteria (a) and (d) focus on the effect of declaration on competition and the public interest

- 6.3 Criteria (a) and (d) require an examination of the effects on competition in dependent markets and the public interest of ‘access (or increased access), on reasonable terms and conditions, as a result of a declaration.’ The new test in criterion (a) is significantly different to that which applied prior the Amendment Act as interpreted by the Full Federal Court in *Sydney Airport* in 2006 and in the Port of Newcastle matter in 2017. It requires an assessment of whether and the extent to which access on reasonable terms and conditions from declaration is likely to impact on competition in dependent markets and on the public interest, when compared to the terms of access likely without declaration.

- 6.4 The words ‘on reasonable terms and conditions, as a result of a declaration’ have been added to criteria (a) and (d)⁴² since the Declaration in 2016 and the subsequent appeals by Glencore and PNO heard by the Tribunal⁴³ and the Federal Court.⁴⁴
- 6.5 These additional words focus the test on the effect of declaration, rather than merely assessing whether access (or increased access) would promote competition.⁴⁵ This requires a comparison of two future scenarios: one in which the Service is declared and access to the Service is through declaration on reasonable terms and conditions, and one in which the Service is not declared and any access to the Service is in the absence of declaration. Through this exercise, the Council examines how the nature and extent of access will change as a result of declaration before considering the possible impact of this change on the state of competition in dependent markets (for criterion (a)) and in promoting the public interest (for criterion (d)).
- 6.6 Before the Declaration was made, coal exporters and other parties already had access to the Service. PNO states in its July 2018 submission that it currently provides open access to the Service and will continue to do so regardless of whether the Service is declared.⁴⁶ The Council considers it likely that access to the Service will be provided with or without declaration.
- 6.7 The assessment of criteria (a) and (d) therefore involves a comparison of a likely future where the Service is declared and access (or increased access) to the Service is provided on reasonable terms and conditions against a likely future where no declaration is in place.
- 6.8 The Council considers that when making judgements about likely future conditions and the environment for competition it is necessary to look beyond short-term static effects. In particular, it is appropriate to consider the effects of declaration on investment incentives in dependent markets and for the service provider, and the effects of foreseeable changes in technology and/or market conditions. However, there can be uncertainty about incentives and/or market conditions in the longer term.
- 6.9 For the purposes of the current consideration, the Council considers it appropriate to have regard to the full remaining term of the Declaration, that is, up to 7 July 2031 (**the Relevant Term**).

⁴² Previously subsections 44H(4)(a) and 44H(4)(f) of the CCA, respectively. Amended by the *Amendment Act*.

⁴³ See *Application by Glencore Coal Pty Ltd [2016] ACompT 6* and *Application by Glencore Coal Pty Ltd (No 2) [2016] ACompT 7*.

⁴⁴ See *PNO v Tribunal*.

⁴⁵ 2017 EM at paragraph 12.19.

⁴⁶ PNO’s July 2018 Submission p 16.

Consideration given to the ACCC's arbitration determination on Glencore's terms of access to the Service

- 6.10 The ACCC's consideration of the Glencore-PNO Arbitration concluded with the issue of a Determination on 18 September 2018. The ACCC's Determination is currently the subject of two applications for review to the Tribunal which have been heard but not decided.⁴⁷
- 6.11 Interested parties provided submissions to the Council while the Glencore-PNO Arbitration was underway; after the ACCC Determination was released; and after the SOPV was published, as to whether the Council should have regard to the ACCC Determination and, if so, the manner in which it should be treated. Summaries of the submissions received on this issue and a description of the manner in which the Council has had regard to the ACCC Determination are set out below.⁴⁸

Submissions

Before the ACCC arbitration determination was issued (pre 8 October 2018)

- 6.12 PNO's July 2018 Submission notes that arbitration by the ACCC is a confidential dispute resolution process between named parties and is not a regime whereby the ACCC has general price or terms oversight, or the ability to set general terms of access for all access seekers. PNO also submits that there is no requirement that all access seekers be afforded the same terms of access and notes that price discrimination is expressly permitted where it aids efficiency in accordance with the pricing principles in section 44ZZCA of the CCA.
- 6.13 Yancoal's submission to the Council on 27 July 2018 (**Yancoal's July 2018 Submission**) states that the capacity for it and other stakeholders to make informed submissions to the Council would be prejudiced by not having transparency regarding the Glencore-PNO Arbitration. Yancoal submits that any draft or final determination issued by the ACCC in that arbitration would be highly relevant to criteria (a) and (d) because such a determination would provide very strong evidence of the 'access on reasonable terms and conditions' that would be delivered if the Declaration continued and would illuminate issues such as the regulatory asset base and rate of return to PNO that the ACCC considers appropriate. Yancoal also submits that the ACCC's Determination would be important for informing the state of dependent markets that would result if Glencore receives access to terms set by the ACCC and the Declaration was

⁴⁷ Australian Competition Tribunal File Nos. ACT 2 and ACT 3 of 2018, orders dated 6 December 2018; Australian Competition Tribunal File Nos. ACT 2 and ACT 3 of 2018, orders dated 2 April 2019.

⁴⁸ PNO's July 2018 Submission p 14.

subsequently revoked (in which case Glencore would retain access to the terms set by the ACCC).⁴⁹

- 6.14 PWCS' submission to the Council on 6 August 2018 (**PWCS' August 2018 Submission**) notes that PWCS considers the outcome of the Glencore-PNO Arbitration is extremely important as it will determine a regulated asset base that PWCS anticipates will theoretically apply for all coal industry exporters.⁵⁰
- 6.15 Yancoal's August 2018 Submission states that, while access terms resulting from the Glencore-PNO Arbitration will not directly apply to other users of the Service, it is very likely that, if declaration of the Service continued, the ACCC would apply the same methodology in determining future access disputes. Accordingly, when considering further access disputes, the methodology for determining 'regulated' access prices would become applicable to other users of the Service as well. Yancoal restated its view that any draft or final determination by the ACCC appears highly relevant to criteria (a) and (d).⁵¹
- 6.16 Anglo American's August 2018 Submission states that without access to the material filed in the Glencore-PNO Arbitration, the Council is lacking critical information relevant to its consideration of whether it is appropriate to recommend revocation of the Declaration. Anglo American submits that it is not possible to assess the impact that declaration of the Service has on competition (i.e. criterion (a)) without having regard to the ACCC's Determination of the Glencore-PNO Arbitration, as it is considers regard should be had to a material increase in competition arising from the terms and conditions under the ACCC's Determination.⁵²
- 6.17 NSWMC's August 2018 Submission states that the ACCC's Determination of the Glencore-PNO Arbitration is highly relevant to any recommendation made by the Council in respect of the Service, as the outcome of the arbitration demonstrates the necessity for declaration of the Service. NSWMC further considers a determination was likely to produce a regulated asset base and a price path that would promote certainty for investment in the Hunter Valley coal industry. NSWMC submits that these facts will inform the terms and conditions of access with and without declaration, and an assessment of the promotion of a material increase in competition.⁵³
- 6.18 The ACCC's submission to the Council on 8 August 2018 (**ACCC's August 2018 Submission**) notes that the outcomes of its consideration of the Glencore-PNO

⁴⁹ Yancoal's July 2018 Submission pp 1, 2.

⁵⁰ PWCS August 2018 Submission p2.

⁵¹ Yancoal's August 2018 Submission pp 16, 17.

⁵² Anglo American's August 2018 Submission pp 4, 11.

⁵³ NSWMC's August 2018 Submission p 11.

Arbitration may be relevant to the Council's assessment of the effects of declaration of the Service.⁵⁴

- 6.19 Glencore's August 2018 Submission notes PNO's submission that reasonable terms and conditions resulting from declaration of the Service would not be more favourable than PNO's current charges because 'port charges are already set, and will continue to be set, so that they take into account the matters that are required to be taken into account in any arbitration relating to access to a declared service, including the mandatory considerations in s. 44X of the CCA'. Glencore submits that the result of the Glencore-PNO Arbitration will reveal whether that claim is false.⁵⁵ Synergies' August Report, which accompanied Glencore's August 2018 Submission, submits that the ACCC's Determination of access charges in the Glencore-PNO Arbitration can be expected to constrain PNO's dealings with other users, as PNO will know the likely outcome of any subsequent arbitrations.⁵⁶
- 6.20 PNO's submission to the Council on 17 September 2018 (**PNO's September 2018 Submission**) states that there is no basis to conclude that PNO can adopt a previous determination in a subsequent dispute with another user of the Service, and restates that Part IIIA is a bilateral dispute resolution mechanism, not a general price setting regime.⁵⁷
- 6.21 NCIG's submission to the Council on 5 October 2018 (**NCIG's October 2018 Submission**) states that in assessing the impact of declaration on dependent markets, the Council must make an assessment of the likely terms of access with and without declaration. NCIG submits that the Council has insight into the likely port pricing that would occur without declaration of the Service (based on PNO's pricing behaviour before the Declaration was made); but can only speculate as to what terms of access would be with declaration of the Service and following arbitration by the ACCC. NCIG submits that information about the terms of access which the ACCC proposes to set provides critical insight into the likely future with and without declaration and, in turn, would inform the Council's assessment as to whether criterion (a) is satisfied.⁵⁸
- 6.22 Yancoal's submission to the Council on 5 October 2018 (**Yancoal's October 2018 Submission**) refers to the ACCC's arbitration determination on the Glencore-PNO Arbitration as 'what is currently the best evidence of the impact of declaration'. Yancoal also references Glencore's argument that the result of the Glencore-PNO Arbitration will resolve whether the reasonable terms imposed on PNO as a result of declaration are in fact more favourable and submits that if the terms resulting from the arbitration are materially more favourable it is difficult to see how

⁵⁴ ACCC's August 2018 Submission p 1.

⁵⁵ Glencore's August 2018 Submission pp 3, 4, 21, 22.

⁵⁶ Glencore's August 2018 Submission p 22, Synergies' August Report pp 13, 14.

⁵⁷ PNO's September 2018 Submission p 9.

⁵⁸ NCIG's October 2018 Submission p 9.

criterion (a) could not be found to be satisfied. Yancoal responds to PNO's September 2018 Submission (see paragraph 6.20) that where there is a single access service using identical assets to provide the service to all users, it is difficult to see how the ACCC's Determination in relation to pricing would not provide a set of principles that would not be equally applicable to future access determinations (in which the ACCC is the arbitrator).⁵⁹

- 6.23 Glencore's October 2018 Submission states that the ACCC's assessment of the public interest under section 44X(1)(b) of the CCA in the context of the Glencore-PNO Arbitration will be highly relevant to the Council. Glencore also responds to PNO's September 2018 Submission (see paragraph 6.20), arguing that the terms and conditions of access that have been set by the ACCC through the arbitration, not just as to price but also access terms (including period of time of access), result from principles that would apply to other access seekers. In turn, this would provide a real constraint on PNO in the future where declaration of the Service continues.⁶⁰

After the ACCC's arbitration determination was issued (between 8 October 2018 and 19 December 2018)

- 6.24 NSWMC provided a further submission to the Council on 29 October 2018 (**NSWMC's Arbitration Submission**) in which it submits that the ACCC's Determination demonstrates what reasonable terms and conditions of access look like in terms of both price and non-price terms. NSWMC submits that the terms that Glencore receives under the ACCC Determination are materially better than those provided to other users of the Service by PNO, demonstrating that PNO's pricing is currently materially higher than it would be in an efficient (non-monopolist) market. NSWMC submits that that ACCC has noted that the principles set out in the ACCC Determination would apply to others.⁶¹
- 6.25 Yancoal provided a further submission to the Council on 29 October 2018 (**Yancoal's Arbitration Submission**) in which it restates the view put in its submission to the Council on 27 July 2018 (see paragraph 6.13). It submits that the ACCC Determination provides Glencore with very significant reductions in the levels of the Navigation Service Charge and certainty as to the methodology to be utilised to calculate the charge up to 7 July 2031. Yancoal submits that the ACCC Determination is highly relevant to the likely state of dependent markets and public interest outcomes considered in criterion (a) and criterion (d) because the ACCC Determination represents the 'access on reasonable terms and conditions as a result of declaration' that both of these criteria refer to. Yancoal notes that it may be typical for the Council to have to apply the future with and without test without knowing the 'reasonable terms and conditions', but in the present circumstances the ACCC Determination provides clear evidence as to what those reasonable terms

⁵⁹ Yancoal's October 2018 Submission p 3.

⁶⁰ Glencore's October 2018 Submission pp 4-7.

⁶¹ NSWMC's Arbitration Submission pp 4-6.

and conditions would likely be. Yancoal also submits that the building block methodology (**BBM**) used by the ACCC to determine appropriate access pricing for Glencore would be equally applicable to others users of the Service because the required infrastructure is the same; the operating arrangements are the same; the ACCC would continue to be arbiter for future access disputes; and there is nothing in the ACCC's Statement of Reasons that suggests a different result would apply to other users.⁶² Yancoal also notes that the ACCC's Arbitration Report states:

... while any potential future dispute between an access seeker and PNO in relation to access to the Service would need to be decided on its merits, the ACCC considers that the approach taken in the current dispute provides a useful framework and guiding principles in the parties' negotiations.⁶³

- 6.26 Glencore provided a further submission to the Council on 29 October 2018 (**Glencore's Arbitration Submission**) in which it submits that the ACCC Determination defeats PNO's claim that there would not be a material difference in its pricing in futures with or without declaration as the terms set by the ACCC are approximately 20% lower than the charges imposed by PNO.⁶⁴ Glencore also notes that in the Glencore-PNO Arbitration, PNO proposed a Navigation Service Charge of \$1.36 per Gross Tonne (**GT**). Glencore submits PNO is likely to increase its Navigation Service Charge to this price in the absence of declaration.⁶⁵ Glencore submits the ACCC Determination regarding reasonable access terms and conditions of access demonstrates that the terms that would otherwise be imposed by PNO absent declaration are likely to be unreasonable.⁶⁶ Glencore notes that the ACCC Determination reaches the conclusion that 'the terms of Glencore's access to the Service can promote competition in related markets, including participants in the Hunter Valley Coal chain'⁶⁷ and submits that the ACCC, as Australia's competition agency, has a deep knowledge of the coal industry and is well placed to provide an independent regulatory assessment of the promotion of competition which should be respected.⁶⁸ Glencore submits that the ACCC is of the view that the terms and conditions set by the ACCC Determination facilitate effective access to the Service and has the potential to increase the efficiency of the Australian-based coal producers, thereby enhancing the welfare of Australians, with no adverse impact on PNO and this view should be respected by the Council in considering criterion (d).⁶⁹

⁶² Yancoal's Arbitration Submission pp 2, 3.

⁶³ ACCC, *Arbitration Report – Access dispute between Glencore Coal Assets Australia Pty Ltd and Port of Newcastle Operations Pty Ltd*, 18 September 2018 at 2.

⁶⁴ Glencore's Arbitration Submission p 2.

⁶⁵ Ibid.

⁶⁶ Ibid pp 3, 4.

⁶⁷ ACCC Determination Statement of Reasons p 23.

⁶⁸ Glencore's Arbitration Submission p 4.

⁶⁹ Ibid p 5.

- 6.27 NCIG provided a further submission to the Council on 29 October 2018 (**NCIG's Arbitration Submission**) in which it submits that the ACCC Determination provides an insight into the future state of the world with declaration. NCIG submits that PNO's submission that its charges would not be materially different in futures with or without declaration is debunked by the discount applied in the ACCC Determination, which NCIG submits is evidence that pricing of the Service is likely to be substantially lower with declaration. NCIG also submits that the ACCC Determination clearly outlines the ACCC's views in relation to a large number of issues which are likely to be common issues in any future dispute (e.g. issues relating to asset valuation). In the absence of a material change in circumstances, NCIG submits that the ACCC would adopt substantially the same approach to determining the terms of access in any future dispute.⁷⁰
- 6.28 PNO provided a further submission to the Council on 29 October 2018 (**PNO's Arbitration Submission**) in which it submits that the ACCC Determination is not relevant to the Council's consideration of whether to recommend revocation, and to the extent that it is relevant, it supports a recommendation that the declaration of the Service be revoked.⁷¹ PNO submits that the only possible relevance of the ACCC Determination is the possibility that it provides insights on what constitutes 'reasonable terms and conditions' for the purpose of criterion (a). PNO submits that:
- (a) Neither PNO nor Glencore consider the ACCC Determination provides insight into reasonable terms and conditions as they have both applied for the result of the Glencore-PNO Arbitration to be re-arbitrated before the Tribunal. PNO considers that if the Council undertook its assessment of whether to recommend revocation on the basis that the ACCC Determination represents 'reasonable terms and conditions', it would be pre-empting the outcome of the Tribunal proceedings and constitute a misapplication of the competition test and revocation process.⁷²
 - (b) PNO quotes paragraph 12.21 of the explanatory memorandum to the *Competition and Consumer Amendment (Competition Policy Review) Bill 2017* (the **2017 EM**, see paragraph 6.42) and submits that the interpretation of what constitutes 'reasonable terms and conditions' is not intended to be guided by the outcome of arbitrations; it is meant to be made objectively, having regard to the aims of Part IIIA of the Act whereas the Glencore-PNO Arbitration outcome is specific to the parties. PNO submits this reflects the fact that Part IIIA establishes a bilateral dispute resolution mechanism rather than a general price setting regime.⁷³

⁷⁰ NCIG's Arbitration Submission pp 2, 3.

⁷¹ PNO's Arbitration Submission p 2.

⁷² PNO's Arbitration Submission p 2.

⁷³ Ibid p 3.

- (c) The ACCC Determination has a narrow scope in which it is applicable (PNO submits that it is uncertain whether Glencore has used the Service in a manner that would fall within the scope of the ACCC Determination), meaning it is of no practical relevance to the application of the competition test.⁷⁴

- 6.29 PNO's Arbitration Submission states that even if the ACCC Determination is applied more broadly, it would not affect the state of competition in the relevant dependent markets for the reasons set out by PNO in its discussion of criterion (a) (see Chapter 7, below).⁷⁵ The report prepared by HoustonKemp Economists (**HoustonKemp**) titled 'Relevance for revocation application of ACCC's determination' (**HoustonKemp's Arbitration Report**) accompanying PNO's Arbitration Submission states that the ACCC Determination reduces the Navigation Service Charge payable (for eligible ships carrying Glencore coal) by around nine cents per tonne of coal exported, accounting for between 0.1 and 0.2 per cent of the total cost of coal.⁷⁶
- 6.30 The ACCC provided a further submission to the Council dated 29 October 2018 (**ACCC's Arbitration Submission**) stating that it is appropriate for the Council to have regard to the ACCC Determination in considering whether to recommend revocation of the Declaration. This is because the outcome of the Glencore-PNO Arbitration will inform the Council's interpretation of the 'with and without declaration test' in considering criterion (a). The ACCC submits that its Determination reflects an assessment that PNO's current charging is not appropriate or reasonable, having regard to the criteria in Part IIIA of the Act. The ACCC submits that its Determination provides the best and most recent independent assessment of what constitutes 'reasonable terms and conditions' of access to the Service, as compared to what the service provider considered reasonable.⁷⁷ The ACCC notes that its Determination is subject to appeal by both PNO and Glencore, meaning that the terms could change on appeal in favour of either the access seeker or the access provider. However, the ACCC considers that, while the circumstances of a specific access seeker at a point in time are different from those for the broader market in the long run, the Determination as it stands, provides the clearest picture of how the conditions or environment for competition may be promoted by declaration.⁷⁸ The ACCC also notes that other access seekers may refer to the ACCC Determination in their own negotiations with PNO and may seek arbitration themselves, or PNO may adopt lower charges or alter terms and conditions for users more generally in reflection of the arbitration determination.⁷⁹

⁷⁴ Ibid.

⁷⁵ Ibid p 4.

⁷⁶ HoustonKemp's Arbitration Report p 4.

⁷⁷ ACCC Arbitration Submission p 3.

⁷⁸ Ibid p 4.

⁷⁹ Ibid p 4.

Responding to the SOPV

- 6.31 The ACCC provided a further submission to the Council dated 6 February 2019 (**ACCC's SOPV Submission**) in which the ACCC submits that the 2017 EM would not prevent the Council from considering the result of the Glencore-PNO Arbitration; and that it is appropriate for that outcome to be used to inform the Council's view as to what is likely to occur in the future with declaration in place. The ACCC continues to consider the outcome of the Glencore-PNO Arbitration represents the best and most recent independent assessment of what constitutes reasonable terms and conditions for the Service as a result of declaration. The ACCC submits that not giving sufficient weight to the likely terms and conditions with declaration (as informed by the ACCC Determination) has meant that the Council's analysis of the impact of declaration on dependent markets is incomplete.⁸⁰
- 6.32 Similarly, Glencore provided a submission responding to the SOPV dated 4 February 2018 in which Glencore submits that the Council's SOPV did not give proper consideration or weight to the ACCC Determination, as that report went to lengths to establish principles that would apply to any other access seeker.⁸¹ NSWMC's SOPV Submission states that NSWMC also considers that the ACCC's views, being those of an independent authority with industry familiarity, should have been given more weight by the Council.⁸²
- 6.33 Synergies' provided a report with Glencore's SOPV Submission titled 'Port of Newcastle: Assessment of revocation application by Port of Newcastle Operations Pty Ltd' (**Synergies' February 2019 Report**). This states that the ACCC's Determination, at the very least, demonstrates that the mere availability of access to arbitration provides the very real prospect of lower, more cost-reflective prices being achieved in a future where the Declaration continues to apply compared to the situation where the Declaration is revoked.⁸³
- 6.34 The ACCC submits that the Council should have used the Navigation Service Charge set by the ACCC Determination, \$0.6075 per Gross Tonnage (**GT**)⁸⁴, as the cost of accessing the Service that would result in a likely future with declaration.⁸⁵
- 6.35 Glencore and NSWMC made submissions to the effect that the Council should obtain and have regard to the cost modelling data provided by PNO to the ACCC as part of the Glencore-PNO Arbitration.⁸⁶ These parties submit that this cost modelling would better inform the Council as to the level and efficiency of PNO's future pricing.

⁸⁰ ACCC's SOPV Submission pp 2-4.

⁸¹ Glencore's SOPV Submission pp 4, 6.

⁸² NSWMC SOPV Submission p 2.

⁸³ Synergies' February 2019 Report pp 2, 3, 14-25.

⁸⁴ Gross Tonnage is a measure of a ship's internal volume.

⁸⁵ ACCC's SOPV Submission p 4.

⁸⁶ Glencore's SOPV Submission pp 1, 2; NSWMC's SOPV Submission p 3.

- 6.36 PNO's submission dated 4 February 2019 (**PNO' SOPV Submission**) submits that Part IIIA clearly delineates the roles and functions of the NCC and the ACCC, and it is apparent that it was not Parliament's intent for the ACCC to have any role in the declaration and revocation processes. The ACCC's involvement in the revocation process, particularly its submission arguing against revocation, conflicts with its role as the independent arbiter of access disputes arising under Part IIIA.⁸⁷

How the Council has had regard to the ACCC's arbitration

Consideration given to ACCC arbitration determination in relation to criterion (a)

- 6.37 Criterion (a) requires the Minister to consider whether access (or increased access) to the service, on reasonable terms and conditions, as a result of a declaration of the service would promote a material increase in competition in a dependent market.
- 6.38 The Council considers it is appropriate to undertake its assessment of criterion (a) without forming a view on the outcomes of any Part IIIA negotiation or arbitration which may be underway or concluded, such as the Glencore-PNO Arbitration. That is not to say that it is irrelevant to the current assessment. However, the Council does not consider it necessary or appropriate to form a concluded view as to whether the terms set in the ACCC Determination are 'reasonable terms and conditions, as a result of a declaration' contemplated in criterion (a).
- 6.39 Interested parties have suggested that the Council might have regard to the ACCC Determination as a real world example (or the best and most recent assessment) of 'reasonable terms and conditions'. The Council considers that the ACCC Determination reflects the ACCC's appraisal of reasonable terms and conditions for Glencore's access to the declared service provided by PNO at a point in time (rather than a definitive and final assessment of what constitutes 'reasonable terms and conditions'). However, the Council also notes that this determination is the subject of an appeal process, and a concluded view on the merits of this determination has not been made at the time of making this recommendation. The Council has therefore had regard to it only in broad terms as an example of the type of decision that can result from an arbitration under Part IIIA. The Council has also considered the range of disputation between Glencore and PNO with regard to charges for the Service in the arbitration process as indicative of the possible range within which charges for the Service might be set in an arbitration in a future with declaration of the Service. The Council has not needed to rely upon the specific terms of access that the ACCC considered appropriate in order to reach a conclusion on criterion (a).

⁸⁷ PNO's SOPV Submission pp 4, 5.

6.40 The Council's approach to the relevance of the arbitration when applying criterion (a) is founded on the following analysis of the legislative framework:

- (a) Part IIIA prescribes that the negotiate/arbitrate regulatory regime that results from declaration is imposed following a declaration decision by the Minister that is forward-looking
- (b) That declaration decision is: to be made by the Minister on the recommendation of the Council; on consideration of the declaration criteria; and (in the usual course) in the absence of any Part IIIA arbitration decision concerning the service in question
- (c) On its face, the with and without test relating to a consideration of access on reasonable terms and conditions as a result of declaration, is an objective test made without regard to specific arbitration outcomes
- (d) In this matter we are dealing with revocation, in circumstances where we have a (partially complete) arbitration process based on an earlier declaration decision. Thus, there is an opportunity to have regard to any arbitration outcome in making the necessary forward-looking assessment referred to above
- (e) However, that does not change the objective character of the test. Moreover, there are inherent risks in applying too much weight on the arbitration outcome in a specific bilateral dispute, especially when specific issues in other disputes may or may not be equivalent. This risk is further compounded where (as here) the arbitration remains incomplete - in the sense that the matter is on review in the Tribunal.

6.41 This approach is supported by paragraphs 12.20 and 12.21 of the 2017 EM. Paragraph 12.20 of the 2017 EM states that:

[Criterion (a)] requires a comparison of two future scenarios: one in which the service is declared and more access is available on reasonable terms and conditions, and one in which no additional access is granted. That is a comparison of either: no access without declaration compared with some access as a result of declaration; or some access without declaration to additional access as a result of declaration. In comparing these two scenarios, it must be the case that it is the declaration resulting in access (or increased access) on reasonable terms and conditions that promotes the material increase in competition.

6.42 Paragraph 12.21 of the 2017 EM clarifies how 'reasonable terms and conditions' should be considered, stating:

What are reasonable terms and conditions is not defined in the legislation. This is an objective test that may involve consideration of market conditions. It does not require that the Council or Minister come to a view on the outcomes of a Part IIIA negotiation or arbitration. The requirement that access is on reasonable terms and conditions is intended to minimise the

detriment to competition in dependent markets that may otherwise be caused by the exploitation of monopoly power. Reasonable terms and conditions include those necessary to protect the legitimate interests of the owner of the facility.

- 6.43 The 2017 EM reinforces the Council's view that it is not Parliament's intent to require the Council or the Minister to form a view on the specific outcomes of a Part IIIA negotiation or arbitration when determining whether declaration of a service is appropriate.
- 6.44 Interested parties have also submitted that because PNO proposed a Navigation Service Charge of \$1.36 per GT in the course of the Glencore-PNO Arbitration, the Council should consider that that price (or a higher price) would apply to the Service in the future without declaration.
- 6.45 The Council is also conscious that in the Glencore-PNO Arbitration, Glencore's proposed navigation service charge was \$0.41 per GT whereas PNO's submitted \$1.36 per GT was appropriate.⁸⁸ While the Council does not consider that the ACCC's determined price of \$0.61 per GT should necessarily be accepted as a definitive and final assessment of what constitutes reasonable terms and conditions of access in a future with declaration of the Service for the reasons set out in paragraph 6.39, the Council is mindful that the BBM methodology applied by the ACCC in the Glencore-PNO Arbitration could be applied in other disputes if the Declaration were to remain in place. On this basis, the Council considers it reasonable to think that the navigation service charge that might be expected to result in a future with declaration of the Service may be close to, if not within, the range of \$0.41 – 1.36 per GT.
- 6.46 The ACCC has expressed a view to the effect that the terms and conditions awarded to Glencore through the ACCC Determination can promote competition in dependent markets. The Council has had regard to the ACCC's views in undertaking its own analysis of the possible effect that terms of access might have on competition in dependent markets. The Council's approach to assessing criterion (a) is set out in Chapter 7, below.

Consideration given to ACCC arbitration determination in relation to criterion (d)

- 6.47 Criterion (d) requires the Minister to consider whether access (or increased access) to the service, on reasonable terms and conditions, as a result of a declaration of the Service would promote the public interest.
- 6.48 The Council considers that the future with and without declaration concept embodied in criterion (d) is materially similar to that in criterion (a) and, like criterion (a), does not require that the Council or Minister come to a view on the outcomes of a Part IIIA negotiation or arbitration. As such, in its assessment of criterion (d), the Council has noted the ACCC Determination, but has not treated the

⁸⁸ ACCC Determination: Statement of Reasons p 7.

outcome of the ACCC Determination as a definitive statement of what reasonable terms and conditions are for the purpose of the Council's task.

6.49 The Council's note at paragraph 6.45 is equally applicable in its consideration of criterion (d).

6.50 The Council's approach to assessing criterion (d) is set out in Chapter 10 below.

Queensland Competition Authority's declaration reviews in relation to Aurizon Network, Queensland Rail and DBCT Management

6.51 On 18 December 2018, the Queensland Competition Authority (QCA) released draft recommendations in its reviews of whether the services provided by Aurizon Network, Queensland Rail and DBCT Management should be declared when the existing declarations of those services expire on 8 September 2020.

6.52 In making these recommendations, the QCA has applied the assessment criteria in section 76 of the *Queensland Competition Authority Act 1997* (Qld) (QCA Act). These assessment criteria are substantially similar to the declaration criteria applied by the Council under subsection 44CA(1) of the CCA.

6.53 The QCA's draft recommendations are that the coal handling and below-rail service provided by DBCT Management and Aurizon Network respectively be declared, while the below-rail service provided by Queensland Rail be declared in part.

6.54 At the time of the Council making its Recommendation, the QCA had not issued its final recommendations. However, given that both the DBCT service and the shipping channel services provided by PNO relate to the handling of coal at an export terminal, the Council considers it appropriate to note the different positions reached in the QCA's draft recommendation and the Council's final recommendation.

QCA's draft recommendation in relation to the DBCT service

6.55 In its draft recommendation that the DBCT service should be declared, the QCA found that criteria (a) and (d) in section 76 of the QCA Act (which correspond to the criteria applied by the Council in this recommendation) were satisfied.

6.56 In relation to criterion (a), the QCA's draft findings were:

- DBCT Management has an ability and incentive to exercise market power, such that in the absence of declaration, efficient entry to the coal tenements market would be discouraged and there will be a material impact on competition in that market.
- Access (or increased access) to the DBCT service on reasonable terms and conditions as a result of declaration would promote a material increase in competition in the coal tenements market.

6.57 In relation to criterion (d), the QCA's draft findings were:

- Access (or increased access) to the DBCT service on reasonable terms and conditions, as a result of declaration would promote the public interest.
- The QCA has balanced the costs and benefits and considers, among other things, that:
 - Declaration is likely to have a positive effect on investment in other markets, particularly in the coal tenements market.
 - The administrative and compliance costs incurred by DBCT Management under declaration are not excessive, as many of these costs would have to be incurred in the absence of declaration. DBCT Management can manage compliance costs associated with any undertaking at any time by proposing amendments to the QCA.
 - There are efficiency impacts if new (and more efficient) users are crowded out from the upstream tenements market.

6.58 The Council understands the QCA's draft view to be that access to the DBCT service in a future without declaration would likely create a materially uneven playing field between existing users and potential entrants in the market for coal tenements in the Hay Point catchment region, given:

- the existence of evergreen existing user agreements; and
- DBCT Management's discretion in providing access, including its stated intent to provide access to capacity based on users' willingness to pay.

Differences between the Newcastle shipping channel service and the DBCT service

6.59 The Council considers that the different conclusions reached by it and the QCA are likely connected to the differences between the two services. In particular:

- There are no evergreen existing user agreements at the Port of Newcastle.
- Existing capacity at Dalrymple Bay is fully contracted (and is likely to remain so in the future). This means it may have an incentive to deny access to other potential users in the future and, absent any investment in further capacity in the future, has no ability to increase volumes through its port. In contrast, there is substantial surplus capacity at the Port.
- The QCA considers that DBCT Management proposes to treat new and existing mines differently (including future users paying more than existing users) and, therefore, will be favouring some producers over others for reasons other than their efficiency. As noted in paragraph 7.146, PNO has (with the exception of those charges set in the ACCC Determination) not set different charges for exporters of coal in the past;

and there is no evidence before the Council that it intends to do so in the future.

- Terminal charges at Dalrymple Bay are significantly higher than channel charges at the Port; and are likely to represent a significantly greater proportion of the price of coal in the export market(s).

6.60 The Council considers that these differences are sufficiently significant so as to explain a difference in incentives for PNO and DBCT Management; and are important factors in the Council reaching different views with respect to whether declaration of the Service would be likely to meet criteria (a) and (d) in this matter.

7 Material promotion of competition – criterion (a)

- 7.1 Subsection 44CA(1)(a) of the CCA (**criterion (a)**) requires that access (or increased access) to the service, on reasonable terms and conditions, as a result of a declaration of the service would promote a material increase in competition in at least one market (whether or not in Australia), other than the market for the service.
- 7.2 Several interested parties have provided submissions on how the Council should apply criterion (a). A summary of submissions as to the proper approach to applying criterion (a); a description of the approach taken by the Council; and the Council's application of criterion (a) are detailed below.

Submissions on criterion (a)

Before the SOPV was issued

- 7.3 PNO submits that the current form of criterion (a), as varied by the Amendment Act, puts the focus on the effect of declaration and, quoting Edelman J at the hearing of PNO's High Court special leave application, notes it 'effectively reverses the result of the Full Court in *Sydney Airport*'.⁸⁹
- 7.4 PNO submits that under the new criterion (a) test, where access to the service is already provided and will continue to be provided without declaration, the question is whether increased access, on reasonable terms and conditions, as a result of declaration of the service would promote a material increase in competition in at least one market (whether or not in Australia), other than the market for the service. This is, in substance, the criterion (a) test (as it then stood) applied by the Council, the Minister and the Tribunal (in its consideration of 'Issue 2', as described at paragraph 35(2) of its judgement)⁹⁰ when first considering whether to declare the Service.⁹¹
- 7.5 PNO submits that this interpretation of criterion (a) is confirmed by the supplementary materials related to the new criterion (a), including paragraphs 12.18 -12.20 of the 2017 EM.⁹²
- 7.6 PNO also provides submissions on the approach to interpreting 'reasonable terms and conditions' which is referred to in criteria (a) and (d), noting that the 2017 EM explains 'reasonable terms and conditions' as:

...an objective test that may involve consideration of market conditions. It does not require that the Council or Minister come to a view on the outcomes

⁸⁹ *Port of Newcastle Operations Pty Ltd v The Australian Competition Tribunal & Ors* [2018] HCATrans 55 (23 March 2018).

⁹⁰ *Re Glencore*, paragraphs 35(2) and paragraphs 122 to 158.

⁹¹ PNO's July 2018 Submission p 13.

⁹² *Ibid* p 18.

of a Part IIIA negotiation or arbitration. The requirement that access is on reasonable terms and conditions is intended to minimise the detriment to competition in dependent markets that may otherwise be caused by the exploitation of monopoly power. Reasonable terms and conditions include those necessary to protect the legitimate interests of the owner of the facility.

⁹³

- 7.7 The ACCC submits that the proper construction and application of criterion (a) is of considerable public importance and is particularly important now as this is the first consideration of the amended declaration criteria since the passage of the Amendment Act.⁹⁴
- 7.8 The ACCC submits that the Amendment Act changes criterion (a)'s emphasis from assessing the effects of access, to assessing the effects of declaration and may mean that declaration is now less likely where a bottleneck facility owner is already providing some level of access without declaration. The ACCC also submits that if the Council does not conduct a proper application of whether criterion (a) is satisfied, it risks raising the declaration threshold and may reduce infrastructure owners' incentives to negotiate in good faith and provide access on reasonable terms and conditions to avoid declaration.⁹⁵
- 7.9 The ACCC made submissions as to the legal and economic principles that it considers relevant to the proper application of criterion (a). In relation to relevant legal principles, the ACCC submits:
- (a) Competition is a process determined by the nature and extent of rivalry in a given market. The extent of competition is the outcome of the process of competition.
 - (b) 'Promoting competition' does not mean measuring quantifiable increases in competition or the state of competition, but expresses a more flexible idea of creating the conditions or environment for improving competition from what it would otherwise be.
 - (c) Criterion (a)'s forward looking comparison of the future 'with or without' requires consideration of competition in dependent markets where the service is declared and there is potential recourse to arbitration by the ACCC compared to a situation where there is no potential recourse over the medium-to-long term.
 - (d) The existing conditions and environment for competition in the dependent markets may be relevant to establishing likely future conditions and the environment for competition, but this is not necessarily always the case.⁹⁶

⁹³ 2017 EM at paragraph 12.21.

⁹⁴ ACCC's August 2018 Submission pp 1, 3.

⁹⁵ Ibid p 3.

⁹⁶ Ibid p 4.

- 7.10 Yancoal and NCIG acknowledge that the wording of criterion (a) is different from that interpreted by the Tribunal in *Re Glencore*. However, the previous law in relation to the meaning of ‘would promote a material increase in competition’ remains the same.⁹⁷
- 7.11 Ports Australia’s submission dated 8 August 2018 (**Ports Australia’s August 2018 Submission**) states that the legislative amendments brought about by the Amendment Act focus the test on the effect of declaration rather than access. When comparing the ‘future with and without declaration’ no benefit is gained through declaration as the access is the same under both scenarios. Further, Ports Australia submits that declaration would not necessarily result in improved terms and conditions of access through the arbitration process.⁹⁸
- 7.12 Shipping Australia’s submission dated 8 August 2018 (**Shipping Australia’s August 2018 Submission**) states that the new criterion (a) puts the focus on the effect of declaration and regard should be had to existing and likely future usage of the Service without declaration.⁹⁹
- 7.13 In its October 2018 Submission, Yancoal reiterates its views on the proper interpretation of criterion (a) as set out in its initial submission, and strongly agrees with the ACCC’s submissions in relation to the interpretation of criterion (a). In particular, Yancoal submits that consideration needs to be given to the competitive environment over the medium-to-longer term, and how that is impacted by the certainty of reasonable terms created by declaration or the uncertainty and likely investment hold-up which will otherwise apply.¹⁰⁰
- 7.14 Anglo American submits that the Declaration has not been in place for long enough to have established a meaningful counterfactual (i.e. the effect of declaring the Service) for the purpose of assessing criterion (a).¹⁰¹
- 7.15 Glencore’s October 2018 Submission states that the Council must not determine the question of whether to recommend revocation of the Declaration in the manner suggested by PNO as if a declaration of service was sought now. Glencore submits that the Council must have regard to whether there has been any material change in circumstances and must then compare the position in the future with the Declaration continuing against the future if the Declaration did not. Glencore also submits that a change in legislation does not qualify as a material change in circumstances for the purposes of revoking the existing Declaration.¹⁰²

⁹⁷ Yancoal’s August 2018 Submission p. 9; NCIG’s August 2018 Submission pp 8-9.

⁹⁸ Port Australia’s August 2018 Submission pp 2, 3.

⁹⁹ Shipping Australia’s August 2018 Submission p 6.

¹⁰⁰ Yancoal’s October 2018 Submission pp 2, 5.

¹⁰¹ Anglo American’s August 2018 Submission p 4.

¹⁰² Glencore’s October 2018 Submission p 3.

Responding to the SOPV

- 7.16 NSWMC, Pacific National, Synergies and NSWMC note that the SOPV differs from the analytical framework applied by the QCA.¹⁰³
- 7.17 The ACCC's SOPV Submission notes that the SOPV has regard to the Navigation Service Charge PNO submitted to the ACCC in the Glencore-PNO Arbitration (\$1.36 per GT) and Synergies' submission that the Navigation Service Charge could rise as high as \$1.64 per GT, and refers to these figures in its counterfactual of a future without declaration. However, the ACCC submits that Council has not adequately compared a future with and without declaration to be able to assess if a lower fee could in fact promote competition, and should compare a price of \$1.64 per GT (or higher) in a future without declaration with a price of \$0.6075 per GT in the likely future with declaration.¹⁰⁴
- 7.18 PNO Submits that it has not sought to increase the Navigation Service Charge to \$1.36 per GT, and that the ACCC's Determination and public statements to this effect mischaracterise PNO's submissions on this issue in the Glencore-PNO Arbitration. A price of \$1.36 per GT is the maximum Navigation Service Charge that PNO calculated applying the BBM and conventional regulated pricing principles in the context of the Glencore-PNO Arbitration.¹⁰⁵
- 7.19 PNO submits that if the ACCC's position on the interpretation of the new declaration criteria was adopted, it would mean all facilities that occupy a natural monopoly position in an infrastructure service market would be subject to access regulation, which conflicts with the intent of the October 2017 amendments to Part IIIA.¹⁰⁶
- 7.20 PNO submits that Parliament clearly intended the amendments to apply to services declared under the previous criteria and, therefore, that declaration ought to be revoked where the declaration criteria are no longer satisfied. PNO submits that the NCC's interpretation of the relevant statutory provisions in the SOPV gives effect to, and is consistent with, these amendments and the objects of Part IIIA.¹⁰⁷

Legislative changes in relation to criterion (a)

- 7.21 The Council notes that criterion (a) has been amended at various stages since the initial introduction of Part IIIA into the CCA in 1995 – including following decisions of the Tribunal and reviews by the Productivity Commission. Of particular significance, the Council notes that:

¹⁰³ Pacific National's SOPV Submission p 2; Yancoal's SOPV Submission pp 5, 6; Synergies' February 2019 Report pp 8 – 11; NSWMC's SOPV Submission p 3.

¹⁰⁴ ACCC's SOPV Submission p 4.

¹⁰⁵ PNO's SOPV Submission p 11.

¹⁰⁶ PNO's SOPV Submission p 5.

¹⁰⁷ PNO's SOPV Submission p 6.

- (a) From the inception of the National Access Regime in 1995, the Council, the Tribunal and the Minister had interpreted criterion (a) – “access (or increased access) to the service would promote competition in at least one market (whether or not in Australia), other than the market for the service” – as requiring that *declaration* would promote competition in at least one dependent market.
- (b) In its 2001 review, the PC raised concerns that this interpretation had set too low a threshold for declaration, as it meant that the criterion could be satisfied by a marginal or trivial increase in competition.¹⁰⁸ The PC considered that it would be appropriate to consider, at the next review, whether the criterion should be amended to read “access (or increased access) to the service would promote a ‘substantial’ increase in competition in at least one market (whether or not in Australia), other than the market for the service”.
- (c) In response to the PC’s 2001 review, the Federal Government amended criterion (a) to read “access (or increased access) to the service would promote a material increase in competition in at least one market (whether or not in Australia), other than the market for the service”.¹⁰⁹ The Government used the word “material” to ensure that “access declarations are only sought where the increases in competition are *not trivial* (emphasis added)”.¹¹⁰
- (d) In 2006, the Full Federal Court in *Sydney Airport* held that “access” in criterion (a) does not mean “‘declaration”. The Court considered that “access” required a comparison of the future state of competition in the dependent market “with a right or ability to use the service and ... *without any right or ability...* to use the service”.¹¹¹ This overturned the previous interpretation of criterion (a) by the Council, the Tribunal and the Minister, and significantly lowered the hurdle to satisfying the criterion.
- (e) In its 2013 review, the PC considered that the Full Federal Court decision in *Sydney Airport* had set the threshold for the criterion too low, and recommended restoring the interpretation of the criterion to the position before *Sydney Airport*. That is, it should focus on the *effect of declaration* on reasonable terms and conditions (rather than access per se) in promoting competition in a dependent market.¹¹²

¹⁰⁸ Productivity Commission, *National Access Regime*, September 2001, pp. 190-192.

¹⁰⁹ *Trade Practices Amendment (National Access Regime) Act 2006*(Cth).

¹¹⁰ Government Response to Productivity Commission report on the review of the National Access Regime, 20 February 2004.

¹¹¹ *Sydney Airport*, para. 83.

¹¹² Productivity Commission, *The Inquiry Report prepared by the Productivity Commission titled: “National Access Regime – inquiry Report, No. 66, 25 October 2013” (PC 2013 Review)*, pp.

- (f) In 2015, the Harper Review agreed with the PC's recommendation but considered the PC should have gone further and set the threshold for criterion (a) even higher. It considered that the burden of access regulation should not be imposed on the operations of a facility unless access is expected to produce significant efficiency gains from competition.¹¹³
- (g) In October 2017, in response to both reviews, the Federal Government passed legislation to amend the declaration criteria largely in line with the PC's 2013 recommendation. As explained in the extrinsic materials,¹¹⁴ the amendments to criterion (a) would, in effect, overturn the interpretation adopted by the Full Federal Court in *Sydney Airport* and re-establish the interpretation to that which existed prior to 2006.

7.22 The form of the 2017 amendments to the declaration criteria flow from the deliberate and considered recommendations of the PC in its 2013 review (and to some extent the Harper Review); were subject to consultation with the public and States and Territories; and were subsequently agreed to and implemented by the Federal Government in 2017. The Council considers that the amendments to criterion (a) do not so much 'raise the threshold' to satisfying the criterion; rather, they restore the threshold to where it was prior to the 2006 Full Federal Court's decision in *Sydney Airport*. Restoring the criterion to considering the effect of declaration was clearly what Parliament intended to achieve by enacting the Amendment Act. The Council rejects any suggestion that, to the extent it is giving effect to these amendments, it is 'improperly' raising the threshold to declaration.

Council's approach to criterion (a)

7.23 The Council's approach to assessing criterion (a) is to draw upon the two future scenarios discussed at paragraph 6.5 and asks:

- (a) does the Council consider that the provider would have the ability and incentive to deny access to relevant service or restrict output and charge monopoly prices? Where a provider of a relevant service has this ability and incentive, it is more likely that it will be able to set terms and conditions of access that are less favourable than those that would be expected in a competitive market for the service;

172-173.

¹¹³ The Harper Review's recommendation builds on the PC's recommendation. That is, in addition to the PC's recommendation to amend criterion (a) to re-focus the test on the specific effect of declaration, criterion (a) should also be amended to require that the dependent market (on which the competition effect is assessed) is nationally significant and that the increase in competition is substantial. See Competition Policy Review, *Final Report*, March 2015, pp. 73-74 and 432-433.

¹¹⁴ Explanatory Memorandum to the *Competition and Consumer Amendment (Competition Policy Review) Bill 2017*; and the Australian Government's response on the National Access Regime, 24 November 2015.

- (b) if the provider has that ability and incentive, would such conduct materially affect competition in a dependent market?

7.24 Through this analysis, the Council assesses whether access (or increased access), on reasonable terms and conditions, as a result of declaration of the Service, would promote a material increase in competition.

What are reasonable terms and conditions as a result of declaration

7.25 The Council considers that the notion of ‘access, on reasonable terms and conditions, as a result of declaration’ takes its meaning from the statutory context within Part IIIA. The determination of terms and conditions of access for a declared service is governed by Division 3. If a party is unable to agree with the provider of a service on one or more terms of access to a declared service and notifies the ACCC of the access dispute, the ACCC is required to determine terms and conditions of access. In determining the dispute, the ACCC has regard to a range of factors including the object of the Part, the legitimate business interests of the provider, the direct costs of providing access to the service and the economically efficient operation of the facility.

7.26 The Council therefore considers that the reasonable terms and conditions referred to in criterion (a) can be assumed to be such terms and conditions that would meet or are directed to the mandatory considerations in Division 3.

7.27 The Council considers that in a scenario where a service is declared, the actuality and/or threat of arbitration by the ACCC has the potential to provide an access provider with increased incentives to (and a higher likelihood that it will) provide the service on ‘reasonable’ (or close to reasonable) terms and conditions’. This may also provide access seekers with greater certainty as to how terms and conditions of access will be set compared to a scenario where the service is not declared.

Would reasonable terms and conditions as a result of declaration promote a material increase in competition in a dependant market

7.28 The Council considers that competition is a dynamic process and the promotion of a material increase in competition involves an improvement in the opportunities and environment for competition such that competitive outcomes are materially more likely to occur.

7.29 The focus of the National Access Regime is on the promotion of competition in markets where the lack or restriction of access to infrastructure services that cannot be economically duplicated would otherwise limit competition.

7.30 Consistent with the objects of Part IIIA, the reference to ‘competition’ in criterion (a) is a reference to workable or “effective competition.” This refers to the degree of competition required for prices to be driven towards economic costs. A consequence of this is that, in the long-term, resources are more likely to be allocated efficiently. In a workable or effectively competitive environment, no one seller or group of sellers has significant market power.

7.31 Criterion (a) is not met merely by establishing that a service provider is a bottleneck monopoly or possesses market power. While it is possible that lower prices for access to a service may arise in a future with declaration of a service compared to a future without declaration, this does not necessarily mean that competition will be promoted in a related market. To the extent that a lower price for access would lead to little (if any) change in consumption or production decisions by participants in related markets, the lower price may merely have the effect of redistributing the economic surplus generated within a supply chain. It is also possible that lower prices for access to a service do not materially impact on the ability of market participants in related markets to compete against each other on their merits. This is especially the case if prices were not significantly lower, and were set at broadly equivalent levels for all access seekers.

7.32 Neither is criterion (a) satisfied merely by establishing that regulated access will result in a different share of gains between access seekers and a provider of a service. In a vertical supply chain, parties may disagree about the division of the gains from production and trade. Participants at each stage of the supply chain will want a greater share, necessarily leaving a lesser share for other participants. Actions by one party to secure a greater share of the gains may, but do not necessarily, affect competition in a related market.

7.33 Further, promoting the process of competition is not to be confused with promoting the greatest number of competitors. Competition will lead to the displacement of less efficient rivals by more efficient ones in a market. As noted by the High Court in *Queensland Wire Industries v BHP*¹¹⁵:

Competition by its very nature is deliberate and ruthless. Competitors jockey for sales, the more effective competitors injuring the less effective by taking sales away. Competitors almost always try to "injure" each other in this way. This competition has never been a tort ... and these injuries are the inevitable consequence of the competition. (Mason CJ and Wilson J at [22])

7.34 The purpose of access regulation is not, therefore, to promote the greatest number of competitors in a market irrespective of their relative efficiencies. It is instead to promote the process of competition and the consequent improvements in efficient market outcomes that result from it. As noted by the Tribunal in *Re Telstra Corporation Ltd (No. 3)*¹¹⁶:

... we believe it is important not to confuse the objective of promoting competition with the outcome of ensuring the greatest number of competitors. That is, the Act aims to promote competition because of the benefits that result from the process of competition, such as lower prices for consumers and the displacement of inefficient suppliers by efficient suppliers of services. (at [99])

¹¹⁵ (1989) 167 CLR 177.

¹¹⁶ [2007] ACompT 3.

Identifying PNO's ability and incentives to exercise market power

Submissions on PNO's ability and incentives to exercise market power

Before the SOPV was issued

7.35 PNO submits that it provides access to the Service and will continue to do so regardless of whether the Service is declared. The Port says its prices are already set and will continue to be set with consideration given to the matters that would be taken into account from an arbitration resulting from the Declaration.¹¹⁷ Therefore, even if it is assumed that reasonable terms and conditions resulting from declaration would be more favourable for users than terms and conditions in the future without declaration, PNO submits that criterion (a) would still not promote a material increase in competition in any dependent market. PNO submits that with or without Declaration, it has incentives to maintain volumes, protect competition and not price coal producers out of the market because the Port:

- (a) is not vertically integrated (and thus does not have an incentive to price discriminate between shipping lines or coal producers in a way that adversely affects competition)
- (b) is heavily reliant on coal export revenues
- (c) has excess capacity.¹¹⁸

7.36 PNO also submits in its July Submission that:

- (a) It is an equally owned joint entity of China Merchants Port Holdings Company Limited (**CM Port**) and The Infrastructure Fund (**TIF**) (no longer managed by Hastings Funds Management)
- (b) CM Port and TIF have equal governance rights in relation to PNO. Therefore, CM Port does not control PNO
- (c) CM Port is listed on the Hong Kong Stock Exchange. The current shareholders include China Merchants Union (BVI) Limited (**CMU**) (23%), China Merchants Investments Development Company Limited (**CMIDC**) (38.7%) and Orienture Holdings Company Limited (**OHC**) (0.09%) as well as other shareholders
- (d) CMU is 50% owned by China Merchants Group Limited (**CMG**) and 50% owned by CNIC Corporation Limited, a Chinese state-owned company. CMIDC is 75.34% owned by CMG and 24.66% owned by CMU. OHC is wholly-owned by China Merchants Shekou Industrial Zone Company Limited (**CMSIZ**), which is a listed company and a non-wholly owned subsidiary of CMG

¹¹⁷ PNO's July 2018 Submission p. 16, 17.

¹¹⁸ Ibid pp 34- 37.

- (e) Neither CM Port nor CMG have any direct interests in bulk carrier fleets and CMG's only indirect interest is via its ownership stake in China Merchant Energy Shipping Co Ltd (**CM Energy Shipping**), an entity listed on the Shanghai stock exchange
- (f) CMG is the largest shareholder of CMES. CMES and its subsidiary Ming Wah Shipping Company control a fleet of LNG carriers, oil tankers and 21 bulk carriers
- (g) Since PNO began operating the Port, only two ships owned by CMES or Ming Wah have called at the Port
- (h) The only changes to PNO's ownership structure since the declaration process is that PNO is now 50% owned by CM Port rather than CMU, and TIF is no longer managed by Hastings Funds Management.¹¹⁹

7.37 Similarly, PNO's September 2018 Submission states that PNO is not relevantly vertically integrated into any container market and does not expect to become relevantly vertically integrated by July 2031. In particular:

- (a) PNO is an equally owned joint entity of CM Port and TIF
- (b) CM Port and TIF have equal governance rights in relation to PNO. Therefore, CM Port does not control PNO
- (c) CM Port is listed on the Hong Kong Stock Exchange with a 62% interest controlled by CMG
- (d) CMG is a large consolidated group with a number of discrete business units, one of which, Sinotrans & CSC Holdings Limited, has a controlling interest in Sinotrans Container Lines Co Ltd (**Sinotrans**). Sinotrans operates 56 container vessel routes from China to a number of international destinations predominantly in east and south-east Asia including three weekly routes calling at each of Port Melbourne, Port Botany and Port of Brisbane
- (e) this relationship is similar in nature to the relationship between CMG and CMS/Ming Wah Shipping Company (discussed in PNO's submission dated 2 July 2018) and that no vertical integration issues arise for the same reasons as set out in that submission and as accepted by all relevant decision makers during the declaration process
- (f) TIF has no related entities involved in the container trade.¹²⁰

7.38 Glencore submits that PNO has clear ability and incentives to maximise its profits through substantially increasing port charges and accepting any consequential impact on port volumes. Glencore disagrees that the Port's prices are set and would continue to be set with regard to the matters which would be considered in an

¹¹⁹ PNO's July 2018 Submission p 33.

¹²⁰ PNO's September 2018 Submission pp 14, 15.

arbitration. Even if PNO uses a BBM to set prices, increases of over 200 per cent, up to \$1.64 per GT, could feasibly be implemented in the future. Furthermore, PNO could subsequently change its building block parameter values in order to 'legitimise' additional price increases. Moreover, in the absence of declaration, there is no obligation on PNO to apply a BBM and no constraint on it applying a different methodology in the future.¹²¹

- 7.39 Glencore's October 2018 Submission states that the ACCC Determination discounted the price of the Service for Glencore. It further submits this is evidence that access terms with declaration of the Service will indeed be more favourable to access seekers than they would be without declaration. As such, declaration provides a meaningful constraint on PNO.¹²² Glencore also cites a statement published on PNO's website that¹²³:

*Newcastle is proud to be the world's largest coal port, but we are also realistic about coal's declining prospects in decades to come, that is why we are committed at the Port of Newcastle to playing a major part in the Hunter region's growth and diversification strategy through the development of a container terminal.*¹²⁴

Glencore submits that even if it was the case that PNO did not have the incentive to price discriminate on any terms of access and was motivated to support increasing coal exports in 2015, it is no longer the case that PNO is commercially motivated or incentivised to expand coal exports. It further submitted that PNO has every incentive and ability to discriminate as to pricing, and to continue to increase channel charges in the absence of declaration.¹²⁵

- 7.40 Glencore's October 2018 Submission restates that PNO has visibility over the source of coal loaded onto vessels using the Service. In support of this submission, Glencore quotes an affidavit provided by Mr Dowzer of PNO dated 5 October 2017 in which he approximates the number of ships that called in to the Port in 2016 that were carrying coal supplied by Glencore based on information provided by PNO's finance team.¹²⁶

- 7.41 NCIG's October 2018 Submission supports an argument made by Synergies that PNO, as a natural monopoly, is incentivised to maximise its profit, not its throughput at the Port. NCIG submits that in the absence of declaration, PNO is likely to continue to increase its charges over time up to a level where charges have such a

¹²¹ Glencore's August 2018 Submission pp 22, 23.

¹²² Glencore's October 2018 Submission p 8.

¹²³ Ibid p 12.

¹²⁴ PNO, *New CEO commits Port of Newcastle to developing a world-class container terminal. 1 August 2018*. <https://www.portofnewcastle.com.au/News-and-Media/Items/2018/New-CEO-commits-Port-of-Newcastle-to-developing-world-class-container-terminal.aspx>

¹²⁵ Glencore's October 2018 Submission p 12.

¹²⁶ Ibid p 10.

material effect on demand that further reductions in volume outweigh additional revenue from the remaining users. NCIG submits that the Council should not conclude that port charges are likely to remain immaterial over the term of the Declaration.¹²⁷

- 7.42 NCIG's October 2018 Submission also states that if a container terminal is developed at the Port, PNO will need to compete strongly to attract and keep shippers and shipping lines involved in containerised trade. NCIG submits that where PNO faces competition in the container port market but occupies a monopoly position in the Hunter Valley coal chain, it has a clear incentive and ability to discriminate in favour of containerised services. If the Declaration is removed, NCIG considers the increasing number and diversity of services being supplied through the Port incentivises PNO to shift costs (through discriminatory pricing) and provide preferential access (through beneficial scheduling) in favour of services where the Port faces competition, such as containers and bulk grain.¹²⁸
- 7.43 Between PNO's July 2018 Submission and PNO's September 2018 Submission, PNO confirmed that it is not relevantly vertically integrated into any of the dependent markets identified in paragraph 7.172 or the 'container port market' discussed below.¹²⁹
- 7.44 The ACCC submits that a monopolist's incentives to maximise volumes would not constrain it from increasing prices. This is because a monopolist may be able to increase prices in a way that harms the conditions or environment for competition even if volumes do not immediately fall. This may be because the monopolist has the ability to price discriminate in its pricing for the service or because increases in prices in dependent markets allow the monopolist to increase prices without affecting throughput.¹³⁰

Responding to the SOPV

- 7.45 The ACCC, Glencore/Synergies, Yancoal, NSWMC, Bloomfield, NCIG and PWCS each made submissions to the Council to the effect that standard economic theory suggests that monopolies will seek to maximise their profits, rather than their volumes (throughput); and a monopoly may maximise its profits by increasing its prices to a level that sees a reduction in volumes and/or the number of users utilising their service.¹³¹

¹²⁷ NCIG's October 2018 Submission pp 3, 7-9.

¹²⁸ Ibid p 9.

¹²⁹ PNO has disclosed that China Merchant Group holds a controlling interest in Sinotrans Container Lines Co Ltd which operates container vessel routes from china to destinations including Port Melbourne, Port Botany and the Port of Brisbane. China Merchant Groups holds a 62% interest in China Merchant Port Holdings Limited which in turn holds a 50% interest in PNO.

¹³⁰ ACCC's August 2018 Submission p.6.

¹³¹ ACCC's SOPV Submission p 2; Synergies' February 2019 Report pp 8, 17-21; Yancoal's SOPV

- 7.46 The ACCC questions the assertion that PNO would be unable to obtain sufficient information to price discriminate between mines, either now or in the future, and suggests that some firms may hold long-term contracts. The ACCC submits that PNO could increase the prices faced by some mines to capture additional profit. PNO's ability to do this in the future will reduce the incentive of entities to invest in and expand operations in such mines, given any returns could be appropriated by PNO after they have made any investments.¹³²
- 7.47 NSWMC's SOPV Submission states that the Declaration provides an essential constraint on the terms and conditions of access to the Service by creating the threat of ACCC arbitration, which would act to prevent PNO from increasing service fee charges in a manner that is inconsistent with the ACCC Determination.¹³³ NSWMC also submits that revoking the Declaration would significantly reduce transparency over PNO's pricing practices and points to PNO's attempt to 'double dip' on channel dredging costs (which came to light in the Glencore-PNO Arbitration) as an example of the type of conduct that is likely to occur in the absence of declaration.¹³⁴
- 7.48 NCIG submits that the SOPV is internally inconsistent in that the NCC finds that PNO has no material ability to price discriminate among users, but fails to recognise that this means that monopoly pricing will inevitably lead to a reduction in volumes of coal exported through the port over time.¹³⁵ The Productivity Commission's 2013 National Access Regime Inquiry Report (the **PC 2013 Review**) noted that pricing by a natural monopoly will inevitably be higher, and that demand for its services will be lower than that which can be expected under an effective access regime. However, the report noted that the impacts of the monopoly on demand might be lower if the infrastructure owner is able to engage in price discrimination.¹³⁶
- 7.49 NCIG also submits that PNO has an incentive to maximise its profit, not its volume; and would readily accept lower volumes if doing so results in a greater profit from charging a higher price for remaining (lower) throughput volumes. All available evidence suggests that PNO holds market power (as the NCC accepts) and is in a position to impose very substantial increases in the prices of its services. PNO's incentive to maximise profits will inevitably lead it to price at a level which has a disproportionate impact on new entrants as well as small coal miners with a portfolio of more marginal tenements, thereby distorting competition. Reduced production volumes will also result in reduced employment, coal royalties and a

Submission pp 7-12; NSWMC's SOPV Submission p 2; Bloomfields' SOPV Submission p 3; NCIG's SOPV Submission p 4; PWCS' SOPV Submission p 2.

¹³² ACCC's SOPV Submission pp 4, 5.

¹³³ NSWMC's SOPV Submission pp 1, 2.

¹³⁴ Ibid p 3.

¹³⁵ NCIG's SOPV Submission p 3;

¹³⁶ Ibid p 7.

reduced contribution to economic activity. NCIG submits that the NCC has underestimated the prices PNO may charge and the impact such prices may have, and this has affected the NCC's preliminary conclusions on criterion (d).¹³⁷

7.50 Pacific National Pty Ltd (**Pacific National**), the largest train operator in the Hunter Valley rail corridor, provided a submission dated 1 February 2019 (**Pacific National's SOPV Submission**) in which it submits that Port users do not have countervailing bargaining power in negotiations with PNO. Mining operators and haulage operators do not have the ability to create a credible threat of bypass in response to unreasonable terms that PNO might impose.¹³⁸

7.51 Pacific National submits that the clear trend without declaration, as evidenced by PNO's previous pricing behaviours, monopoly position and the absence of other regulation, is a propensity to higher and higher prices. It is not simply a point in time consideration as suggested by the NCC. PNO has shown a willingness to increase prices even when it has excess capacity.¹³⁹

7.52 PWCS submits that the NCC should not focus on price increases that were previously imposed, but should instead focus on the price increases that it could profitably impose if it is not subjected to regulation. As an unregulated monopolist, the prices PNO can charge for use of the shipping channel will be constrained only by the ability of users to pay. As a matter of economic principle, a party in a bottleneck monopoly position, such as PNO, could extract from coal miners and other participants in the coal supply chain all (or a substantial proportion) of the profits that those participants could otherwise earn where a regulated or market price was charged.¹⁴⁰

7.53 Yancoal's SOPV Submission states that the NCC's preliminary view that the likely price rises without declaration are 'unlikely to be a significant cost component or driver of profitability in the coal export market' is based on a view that PNO would maximise its profit by not increasing its prices or only increasing prices to a relatively minimal extent (in dollar terms) so as to instead maximise channel throughput volume. Yancoal does not share this view.¹⁴¹

7.54 Yancoal submits:

- (a) the test required by criterion (a) is a forward looking with and without test – such that the static price reference points the NCC has available (i.e. prices currently and the pricing that was put forward by PNO in the context of an arbitration or the pricing determined by the ACCC) are not of any real

¹³⁷ Ibid pp 3, 4.

¹³⁸ Pacific National's SOPV Submission p 1.

¹³⁹ Ibid pp 2, 3.

¹⁴⁰ PWCS' SOPV Submission p 2.

¹⁴¹ Yancoal's SOPV Submission p 8.

evidentiary value in determining the likely magnitude of the future price rises

- (b) in addition, those prices are prices which have been put forward by PNO in the context of the constraints imposed by an existing declaration and an ACCC arbitration, such that they are clearly not representative of the terms that are likely to apply in the future in the absence of any such constraint
- (c) the NCC has concluded that reasonable terms and conditions as a result of declaration are likely to be more favourable to users than those set by PNO in the absence of declaration¹⁴²
- (d) the NCC has concluded that demand is relatively price inelastic¹⁴³ – such that the volume of usage of the channel service would be anticipated to change very little in response to material price increases
- (e) the NCC (and for that matter PNO) has not provided any economic modelling which substantiates that maximising volume, rather than materially raising prices, would be a profit maximising strategy – which is surely necessary when all evidence suggests the contrary.

Consequently, Yancoal considers the preliminary views the NCC has expressed about PNO's profit maximising conduct in the absence of declaration need to be reconsidered.¹⁴⁴

- 7.55 Yancoal submits that PNO's likely profit maximising strategy will be raising prices, not maximising volumes. Users do not have an alternative to use of the channel and, in the absence of declaration, there is nothing which would require PNO to continue to use a BBM for calculating revenue or pricing. Accordingly, the only likely constraint or incentive that exists for PNO in the absence of declaration is that it has an incentive to ensure that demand does not drop below the point that further price increases per tonne are no longer revenue maximising for PNO.¹⁴⁵
- 7.56 Yancoal provides examples of how a \$10 per tonne price increase and \$15 per tonne price increase would be profitable for PNO, noting that at such price increases significant falls in volume simply will not occur as many mines would remain profitable at that higher charging level – even though marginal mines would not.¹⁴⁶ Yancoal submits that once it is properly appreciated that it is profit maximising for PNO to engage in substantial price rises that impact on investment decisions of some users and would make efficient but more marginal mines unviable, it is absolutely clear that criterion (a) would be satisfied.¹⁴⁷

¹⁴² NCC SOPV at paragraph 6.49.

¹⁴³ NCC SOPV at paragraph 6.27.

¹⁴⁴ Ibid pp 8, 9.

¹⁴⁵ Ibid pp 9-11.

¹⁴⁶ Yancoal 2019 p 10.

¹⁴⁷ Ibid.

- 7.57 The Bloomfield Group (**Bloomfield**), a relatively small mining operator that has 100% of its company's production contained within the Hunter Valley Coal Chain and has a relatively small production level (less than 2% of the total tonnage exported through the Port of Newcastle)¹⁴⁸ submits that because Bloomfield's business is generally 'Free On Board',¹⁴⁹ PNO's 2015 price increases did not directly impact its cost structure. Instead, the price increase became an additional cost for Bloomfield's Asian customers. However, Bloomfield remains concerned about the potential impact of future price increases on the desirability of Newcastle as a preferred port for its customers.¹⁵⁰
- 7.58 Bloomfield submits that, given the significant increase in PNO's charge in 2015, Bloomfield does not share the view of the Council that the possibility of greater increases in port charges that might result in the future without declaration of the Service is unlikely to reach a level where they have a material impact on the expected investment returns in the tenements market.¹⁵¹
- 7.59 Bloomfield's customers operate on a global basis, sourcing coal from many ports and numerous countries to achieve their desired coal blend at the lowest cost. Bloomfield considers that if its customers began to shift tonnage away from the Hunter Valley as a result of increased port charges leading to a higher comparative price of Bloomfield coal, the result would be 'immediate and catastrophic'.¹⁵²
- 7.60 If Bloomfield or other small mining companies should fail, that would significantly lessen competition by further increasing the market power of mining companies in the Hunter Valley. This result would also negatively impact local supplier and support services as well as the broader seaborne coal market.¹⁵³
- 7.61 Glencore submits that it cannot see any basis on which the Council could have formed its preliminary view as to PNO's future pricing behaviour being constrained as a commercial matter, noting that the ACCC (which had access to PNO's cost modelling data) formed the contrary view.¹⁵⁴
- 7.62 Synergies' February 2019 Report is critical of the Council's use of reference to PNO charging a 'commercially realistic' price (which was defined in the SOPV as charges set at a level that are not above the profit maximising level) without specifying what that charge might be. Synergies was also critical that the Council did not specify why

¹⁴⁸ Bloomfield's SOPV Submission pp 1, 2.

¹⁴⁹ 'Free On Board' is a term of sale under which the price invoiced or quoted by a seller includes all charges up to placing the goods on board a ship at the port of departure specified by the buyer. Also called collect freight, freight collect, or freight forward. Source: <http://www.businessdictionary.com/definition/free-on-board-FOB.html>

¹⁵⁰ Bloomfield's SOPV Submission pp 2, 3.

¹⁵¹ Ibid.

¹⁵² Ibid p 3.

¹⁵³ Ibid.

¹⁵⁴ Glencore's SOPV Submission p 2.

PNO would voluntarily charge a price that is below its profit maximising price; or why substantial price increases would not result in the absence of declaration, leading to access fees becoming a substantial cost.¹⁵⁵ Synergies submits it is inappropriate to rely upon an unspecified 'commercially realistic' prices to underpin analysis of the adverse competition and public interest impacts of revocation of the Declaration.¹⁵⁶ Synergies submits that the Council should, like QCA in the DBCT Decision, make an explicit assessment of the range of prices that could potentially be applied by PNO given its commercial objectives and constraints, and then assess the potential competition impacts having regard to possible application of such prices.¹⁵⁷

- 7.63 Synergies disagrees with the view expressed in the SOPV that likely future Port charges in the absence of Declaration are unlikely to be a significant cost component or impediment to profitability in the coal export market. Synergies also disagrees with the Council's view that it is more likely that PNO will be incentivised to set prices at a level that maximises the volume of coal passing through the Port rather than setting prices at a level that reduces coal throughput.¹⁵⁸
- 7.64 Synergies' February 2019 Report provides further modelling based on data provided by Wood Mackenzie which suggests that under a low coal price assumption (where coal sells for \$75 per t), port charge increases will only cease to be profitable at around a price of \$12.50 per t at which point Port charges would comprise 17% of the cost of coal. In models where coal prices are \$95 per t or \$115 per t, the profit maximising Port charges will be at least \$15 per GT.¹⁵⁹ Synergies notes that it is not its intention to suggest that PNO will levy charges at its profit maximising price, but to demonstrate that price increases could be much more significant than the Council appeared to contemplate in the SOPV.¹⁶⁰
- 7.65 The ACCC, Synergies, NCIG and PWCS submit that the Council has failed to take account of the impact that Service fee increases can have at the margins and the resulting potential effect on participation levels in dependent markets and on investment. Assumptions made by the Council about the size of the charge have led to an incorrect conclusion that fees for the Service are inconsequential to competition in all circumstances.¹⁶¹
- 7.66 Synergies and NCIG note in their SOPV Submissions that the Council has focused its analysis around the significance of Port Charges as a proportion of costs against cost

¹⁵⁵ Synergies' February 2019 Report pp 11, 14, 17-21.

¹⁵⁶ Ibid p 20.

¹⁵⁷ Ibid p 22.

¹⁵⁸ Ibid p17.

¹⁵⁹ Synergies' February 2019 Report pp 19-20.

¹⁶⁰ Ibid p 20.

¹⁶¹ ACCC's SOPV Submission p 4; NCIG's SOPV Submission pp 3, 4; Synergies' February Report pp 26-28; PWCS SOPV Submission pp 2, 3.

data provided by PNO for an ‘average Hunter Valley Coal Miner’. NCIG and Synergies submit that in examining the significance of Port charges and whether likely increases to those charges would be likely to impact production, the Council has focused on average mines but should have focused its analysis on marginal mines.¹⁶² NCIG Submits that in a commodity market such as coal where there are large number of potential development opportunities and projects with a wide range of costs, the profitability of marginal producers will inevitably be very small or close to zero and these businesses will be materially affected by monopoly pricing of services by owners of bottleneck infrastructure.¹⁶³

7.67 Synergies also observes that the example treated as an ‘average’ Hunter Valley Coal miner relies on PNO’s assessment that an average Hunter Valley coal miner bears cash costs of \$43.02 per t, earning a profit margin of \$45.39 per t at a coal price of \$88.42 per t¹⁶⁴. In contrast, Synergies provides a Port of Newcastle thermal coal supply curve based on Wood Mackenzie data for existing projects that indicates that there are in fact numerous mines with cash costs above \$80 per t. Synergies submits that PNO’s profit maximising price is very likely to affect marginal mines (those with the highest operating costs and lowest profit margins); and be even more significant for future coal mines (those that are, in effect, sub-marginal today).¹⁶⁵

7.68 Synergies submits that the key consideration for demand in the tenements market relates to the expected costs and margins applicable to new and prospective mines, that are, at, present, by definition, sub-marginal. Margins for new coal developments are much thinner than those for operating mines, and the risk of a significant increase in Service charges is likely to be material for such projects.¹⁶⁶ Synergies states:

Wood Mackenzie also maintains cost curves for known, but yet to be developed, projects. Wood Mackenzie estimates that, in 2025, the cash cost for several of these projects will range from US\$70-75/t or AU\$95-100/t (2018\$s) ... Given a coal price forecast in 2025 of US\$75/t (2018\$s),¹⁶⁷ these projects would have a cash margin of less than \$US5/t to contribute to the capital costs of the projects, which is less than NERA’s estimate of capital costs of US\$7.2/t. In this context, the perceived risk of a change in input cost of up to \$2/t would appear likely to have a material impact on whether or not these projects will be considered viable.¹⁶⁸

7.69 PNO submits that it is constrained by the threat of regulation and potential action by the NSW Government. PNO expects that the NSW Government would impose

¹⁶² NCIG’s SOPV Submission pp 3, 4; Synergies’ February Report pp 26-28.

¹⁶³ NCIG’s SOPV Submission p 4.

¹⁶⁴ Synergies’ February Report p 26.

¹⁶⁵ Ibid p 27.

¹⁶⁶ Ibid p 27.

¹⁶⁷ Wood Mackenzie forecast for ‘FOB Newcastle @ 6,000 kcal/kg NAR, market’

¹⁶⁸ Synergies’ February 2019 Report p 27; Synergies August Report p 60.

stringent regulatory constraints if it set port charges or other access terms that had the potential to have a material impact on competition in the coal export market or any derivative market.¹⁶⁹

7.70 PNO submits that increasing service charges to the point where they materially reduce coal exports would reduce PNO's profits.¹⁷⁰

7.71 PNO agrees with the NCC's view that port charges are, and are likely to remain, an immaterial component of the delivered cost of coal and do not/will not affect coal export volumes and competition in the coal export market. PNO submits that Port charges are too small to create any material uncertainty or impact on competition in dependent markets. In response to Synergies' suggestion that port charges could be increased by up to \$3 per tonne without triggering any major reduction in coal export volumes, PNO submits this likely overstates the importance of port charges in coal production and investment decisions and that there is no evidence such increases are likely without declaration.¹⁷¹

NERA's Report

7.72 With respect to PNO's incentives, NERA observes that:

- a) Given PNO is not vertically integrated into coal mining activities in the Newcastle catchment area, maximising competition in related markets will maximise its own profits
- b) PNO will want to encourage coal mining investment in the Newcastle catchment area, and will want the coal tenements market to be competitive
- c) PNO's incentive will be to maximise its profits and, depending on whether it is able to price discriminate, this may lead to a reduction in coal levels being exported through the port relative to what might occur if it set a competitive price:
 - If PNO can perfectly price discriminate, economic theory suggests PNO will price in a way that ensures volumes across the port were no lower than those expected under a competitive benchmark
 - If PNO cannot price discriminate (and instead sets a uniform price for all coal exporters for its service), this would likely involve a price higher than "the competitive level" and lead to some level of volume reduction
- d) While PNO may be the monopoly supplier of coal export port services in the Newcastle area, this does not mean it is totally unconstrained when setting prices for services at the Port:

¹⁶⁹ PNO's SOPV Submission p 3,

¹⁷⁰ Ibid p 7.

¹⁷¹ Ibid pp 7, 8.

- Given PNO has made a sunk investment in a 98 year lease, it will want to attract future investment in the Newcastle catchment area
- If it prices in a way that “holds-up” existing miners, this will send a signal that discourages future miners contemplating investing in the area – PNO will be wary of chilling investment in future mines
- This is significant as potential coal miners have alternative investment options outside of the Newcastle catchment area.¹⁷²

7.73 As noted before, Synergies’ February 2019 Report analyses the level of price increase PNO would find profitable under various levels of coal prices.¹⁷³ The Council requested that NERA comment on whether Synergies’ analysis in this respect is reasonable.

7.74 NERA accepts that the price PNO might set in the absence of declaration is likely to be higher than that which might be set using a BBM under arbitration of a declared service.¹⁷⁴

7.75 However, NERA does not agree with the methodology used by Synergies to estimate the price PNO might charge in the absence of declaration. This is because:

- a) Synergies assumes PNO would set a price just below the difference between a miner’s expected coal price and the “cash costs” faced by Newcastle coal producers – that is, it would set a price just sufficient to incentivise an existing miner to continue its mining activities
- b) Such an approach would, however, mean PNO would appropriate revenues the miner would need to cover its sunk costs
- c) Doing so would cause a reputation to develop that PNO is likely to do so again in the future, and this would deter future mining investment in the PNO catchment area
- d) Such a pricing approach would not be rational behaviour for PNO.¹⁷⁵

7.76 Further, NERA considers there are reasons to think the price estimate modelled by Synergies is “implausible”. This is because its estimated price could be almost 24 times the base price of \$0.53 per tonne (and could raise to be even higher), and this:

- a) Places no weight on the threat of regulation despite prices having a degree of transparency

¹⁷² NERA’s Report pp 2, 3.

¹⁷³ See paragraph 7.64, above.

¹⁷⁴ NERA’s Report p 6.

¹⁷⁵ Ibid pp 6-8.

- b) Implies existing price restraints have been effective at suppressing PNO's profit maximising incentives to date (as prices have not risen to the levels modelled by Synergies)
- c) Is doubtful because it implies PNO has left large amounts of money "on the table" for a long period by not raising prices to the level Synergies estimates.¹⁷⁶

Responding to NERA's Report

- 7.77 PWCS provided a submission responding to the NERA Report on 24 April 2019 (**PWCS' NERA Submission**) that submits: NERA's theoretical argument that PNO will not want to develop a reputation for hold-up in setting its price for the shipping channel service is commercially unrealistic. A party considering investment in the Hunter Valley coal chain will know that PNO can charge whatever monopoly price it wishes at any point in time and will remain motivated to maximise its profits in the short term. A commercial party is unlikely to make a major investment based solely on the hope that PNO's concerns about its long term reputation will outweigh its desire to maximise immediate profits.¹⁷⁷
- 7.78 NSWMC provided a submission responding to the NERA Report on 26 April 2019 (**NSWMC's NERA Submission**) that noted:
- a) Some of NERA's factual assertions arise from the Council's SOPV rather than reality. In particular, NSWMC states that it is unclear why NERA accepts that PNO is not vertically integrated.¹⁷⁸ In this respect, NSWMC notes CM Port – which has a 50% shareholding in PNO –has substantial investments in container terminals, container shipping and energy transport (e.g. coal and LNG carriers)¹⁷⁹
 - b) PNO's past pricing did not differentiate between existing and future miners and did not reflect that PNO was concerned about 'hold up'. These past observations challenge NERA's hypothetical analysis, which suggests that the Port is only a monopolist in relation to existing mines (not future mines) and would be interested in avoiding 'hold up' ¹⁸⁰
 - c) PNO's past pricing behaviour suggests that if the declaration is revoked, it is likely to continue to operate as an infrastructure monopolist and will price accordingly for current and future miners, adversely affecting future investment¹⁸¹

¹⁷⁶ Ibid p 7.

¹⁷⁷ PWCS' NERA Submission at p 1.

¹⁷⁸ NSWMC's NERA Submission p 6.

¹⁷⁹ Ibid.

¹⁸⁰ Ibid p 5.

¹⁸¹ Ibid p 6.

- d) Arguments that PNO would avoid the reputational risk that would result from holding up mines overlooks the fact that PNO's commercial relationships with mines have already deteriorated since the imposition of price rises without consultation **in 2015**. NSWMC considers PNO would act similarly in a future without declaration of the Service¹⁸²
- e) NERA (and the Council) fail to take into account that the focus of PNO and its shareholders is in developing the container terminal at the Port and diversifying away from coal. In these circumstances, PNO's interest in new coal customers could be significantly reduced and it is more likely to charge as much as it can from its existing and any future mining customers¹⁸³
- f) NERA's analysis appears to rely heavily on the PAMA act imparting price transparency on PNO. However, the PAMA act does not provide price transparency to third parties and the ACCC's arbitration was the first mechanism to reveal that PNO had inflated its asset base by including the channel dredging expenditures of the NSW mining industry. Since it is declaration that promotes true transparency in PNO's pricing (through the publication of arbitration reports by the ACCC), the NERA report really supports the continuation of declaration.¹⁸⁴

7.79 Malabar Coal Limited (**Malabar**), an Australian public company with around 150 shareholders (most of whom reside in NSW) and which only holds assets in the Upper Hunter Valley, provided a submission responding to the NERA Report on 26 April 2019 (**Malabar's NERA Submission**) that submits:

- a) NERA's report suggests that PNO's pricing would be constrained by the risk of miners such as Malabar choosing to invest elsewhere around the globe. Malabar's sole investment proposition to NSW investors was to raise sufficient capital to invest solely in Hunter Valley developments. It would be insurmountably difficult for Malabar to invest in other countries. For Australian mining companies of Malabar's size, the options are either operating within Australia or exiting from mining.¹⁸⁵
- b) Malabar is concerned that Hunter Valley coal mining companies will be subsidising PNO's ambition to develop a container terminal and effectively paying the financial penalties of the port commitment deeds imposed by the NSW government.¹⁸⁶

¹⁸² Ibid p 6.

¹⁸³ bid p 7.

¹⁸⁴ Ibid p 10.

¹⁸⁵ Malabar's NERA Submission p 3.

¹⁸⁶ Ibid.

7.80 Bloomfield provided a submission responding to the NERA Report on 26 April 2019 (**Bloomfield's NERA Submission**) that submits:

- a) PNO's past actions have demonstrated a desire to maximise the returns it appropriates from mining companies in the Hunter Valley. So, in the absence of declaration, there is no reason to think that Hunter Valley miners will not see a recurrence of predatory pricing from PNO.¹⁸⁷
- b) Bloomfield also makes submissions equivalent to those made by Malabar and summarised at paragraph 7.79.¹⁸⁸

7.81 Glencore provided a submission responding to the NERA Report on 26 April 2019 (**Glencore's NERA Submission**) that submits:

- a) NERA's report is critically flawed because it is based on factual misconceptions and assumptions that lack foundation in the NSW and global mining industry
- b) PNO is able to exercise price discrimination by entering into commercially negotiated agreements with particular customers in a similar manner to the agreement with Glencore as a result of the ACCC Determination
- c) NERA has not conducted any financial analysis of the impact that the threat of losing new mining developments to other areas plays in PNO's commercial decision making. Therefore, the NERA Report cannot provide any reliable assessment of how such a potential pricing constraint would impact PNO's behaviour where the declaration is revoked
- d) It may be that the gains from increasing revenue from existing mines (by raising prices for the Service) would massively outweigh any future potential losses from discouraging future investment. It is not the case that pricing would have to rise to a level which prevents future development before having a substantial impact on the tenements market. NERA has not addressed this possibility
- e) The constraints contemplated by NERA only exist on the assumption that PNO continues to offer uniform pricing. If this is not the case, then PNO could overcome any such concerns in relation to the developers of new mines by offering differential pricing. Glencore states it knows as a matter of certainty that differential pricing will apply once the pricing arbitration is determined (given its expectation that the arbitrated prices available to it will be different to the stated prices offered by PNO to other users of the Service).¹⁸⁹

¹⁸⁷ Bloomfield's NERA Submission p 2.

¹⁸⁸ Ibid p 2.

¹⁸⁹ Glencore's NERA Submission p 2.

7.82 The report prepared by Synergies and dated 26 April 2019 (**Synergies' April 2019 Report**) submits:

- a) PNO has previously raised fees by 26-60% (depending on vessel type) - this conduct is inconsistent with the view that PNO is commercially motivated to incentivise coal mine investment¹⁹⁰
- b) There is no credible constraint on the extent to which PNO could increase Port prices provided by the current regulatory regime – or by a future threat of regulation¹⁹¹
- c) The critical issue that will affect participants in the tenements market is their perception of the risk that PNO will introduce substantially higher prices, as opposed to whether or not PNO actually intends to do so¹⁹²
- d) The potential for future significant price increases will create an expectation of higher costs and risks for investors in future coal mines, reducing the economic viability of new and prospective mining developments in the Newcastle catchment area, particularly for smaller companies who are less diversified and have fewer available pathways to finance¹⁹³
- e) The higher costs and risks that will result in the absence of declaration would disproportionately impact smaller producers and more marginal tenements, resulting in smaller producers being less likely to acquire tenements¹⁹⁴
- f) Charging high prices is consistent with profit maximisation. Synergies has previously demonstrated that the higher costs and risks would disproportionately impact smaller producers and more marginal tenements, resulting in smaller producers being less likely to acquire tenements
- g) It estimates that PNO could potentially earn revenue of about \$1,995 million per annum from increasing port charges by \$12.50 per tonne. At current prices and maximum foreseeable volumes, PNO will need to earn revenue for approximately 27 more years in order to match the revenue from a \$12.50 per tonne price increase applied for a single year¹⁹⁵
- h) If volume impacts resulting from increased prices became significant for PNO, it would be possible for PNO to react by changing its pricing

¹⁹⁰ Synergies' April 2019 Report p 9.

¹⁹¹ Synergies April 2019 Report p 22.

¹⁹² Ibid p 29.

¹⁹³ Ibid pp 2, 3

¹⁹⁴ Ibid p 4.

¹⁹⁵ Ibid pp 10, 11.

arrangements to limit the potential for a reduction in volumes. For example, it could uniformly reduce prices and/or provide long term commitments on price, if it considered that this was likely to promote throughput. Alternately, it could introduce price discrimination in order to encourage new mines, for example by entering into long term agreements with a producer in a similar manner as will occur with Glencore upon finalisation of the current arbitration; or by offering a simple rebate on shipping charges to selected coal mines based on demonstrated throughput¹⁹⁶

- i) PNO may engage in third degree price discrimination and divide the coal market on the basis of signals that are observable and verifiable (such as the age of mines, JORC reserve of a mine or location of a tenement). Although PNO may apply a uniform price to ship owners and agents, it could implement a rebate mechanism associated with the observable and verifiable signals to price discriminate between existing mines and new mines, and between tenements being developed, which may distort competition in the tenements market or even in the coal market.¹⁹⁷

Council's view on factors impacting PNO's ability and incentive to exercise market power

7.83 As noted in paragraph 7.23, the Council's approach to assessing criterion (a) commences by asking whether the provider of an eligible service has the ability and incentive to deny access to the service; or restrict output and charge monopoly prices. Where a provider of a service does not have the ability and incentive to act in this way, it is unlikely that declaration would be able to materially affect competition in a relevant market.

7.84 A firm that is subject to effective competition is not likely to have the ability and incentive to deny access to a service; or to restrict output and charge monopoly prices. In contrast, a firm with market power is likely to have the ability to deny access; or set terms and conditions for its services free from competitive constraint. As noted by the High Court in *Boral Besser Masonry*¹⁹⁸:

The essence of market power is absence of constraint. Market power in a supplier is absence of constraint from the conduct of competitors or customers.

(Gleeson CJ and Callinan J at [121])

7.85 To determine whether PNO is likely to have market power over the provision of the Service, the Council has considered:

¹⁹⁶ Ibid p 13.

¹⁹⁷ Ibid pp 13, 14.

¹⁹⁸ *Boral Besser Masonry Limited (now Boral Masonry Ltd) v Australian Competition and Consumer Commission* [2003] HCA 5

- a) those factors that suggest PNO is not subject to effective constraints from competitors or customers
- b) those factors that suggest PNO is likely to face some level of constraint in its pricing and output decisions
- c) the implications for PNO's incentives resulting from it not being vertically integrated in the provision of coal mining or export services
- d) whether the Port is likely to be capacity constrained over the term of the existing declaration
- e) the significance for PNO's incentives related to whether it has the ability to price discriminate in the terms and conditions of access it sets for various users of the Service
- f) how the factors outlined in a) to e) above are likely to effect the terms and conditions of access PNO is likely to set with and without declaration of the Service.

7.86 Each of these considerations is discussed in detail below.

Factors suggesting PNO is not subject to effective constraints

- 7.87 The Port is the only one coal miners in the Newcastle catchment that can be effectively used to export coal into relevant overseas markets. For users that have already sunk costs in coal exploration/mining in the Newcastle catchment, PNO is not likely to be directly constrained in its pricing by the existence of another nearby port able to export coal for these users. There is also no reasonable prospect of entry by another port operator in the near future that is able to act as an alternative for these miners.
- 7.88 The Council has also considered if PNO is, or could be, effectively constrained by any countervailing bargaining power of users of the Port. Typically, a user's ability to apply countervailing bargaining power comes from its ability to credibly threaten to use alternative "outside options" if a supplier seeks to set unfavourable terms for it. As indicated above, the Council accepts that users who have already sunk costs into coal exploration/mining are unlikely to have viable outside options they can credibly threaten to turn to if PNO offers them unfavourable terms and conditions of access. As noted in paragraphs 7.97 to 7.101 below, however, users that have not already sunk costs into particular coal exploration/mining activities may have alternative investment options available to them. Further, other users of the Service (such as those seeking to engage in container transportation services) may have alternative ports they can turn to in the event they are dissatisfied with terms and conditions of access for the Service.
- 7.89 Overall, PNO has control over a natural bottleneck facility in relation to the export of coal from the Newcastle catchment. This gives it a degree of market power over miners seeking to export coal through the Port who have already sunk costs in the provision of coal exploration/mining in the Newcastle catchment. In contrast,

however, some other users of the Port may be able to utilise other port options such that PNO has a lesser degree of market power when seeking to provide services to them.

Factors suggesting PNO is likely to face some level of competitive constraint

- 7.90 The factors outlined above suggest PNO is likely to have some degree of market power over the provision of the Service to those miners that have already sunk costs to invest in exploring/mining in the Newcastle catchment. This is because these miners are, in a sense, captive to PNO if they wish to export coal into overseas markets. In these circumstances, one might be concerned that a profit-maximising operator of the Port would have the ability and incentive to raise prices and reduce output in a way that enabled it to earn monopoly profits. Further, to the extent existing miners are captive to using the Service to export coal through the Port, one might be concerned that PNO would “hold-up” existing miners.¹⁹⁹
- 7.91 Against this, however, the Council considers there are important factors that are likely to apply some level of constraint on the pricing and output decision of the Port with respect to miners of export coal.

PNO signed a 98-year lease and will be wary about developing a reputation for “hold-up”

- 7.92 PNO signed a 98-year lease for the Port in 2014, and would be likely to price in a way that has regard to its ability to maximise its expected profits over the term of the lease. Where PNO prices in a way that reduces future investment in coal mining activity in the Newcastle catchment, this may reduce future profits it can earn from its operation of the Port. As noted by NERA:

... PNO will be cognisant that substantial future revenues from the shipping channel service depend largely on continued coal exports. ... the continuation of coal exports from the Newcastle catchment represents an important source of future income for PNO, which is a fact it will not ignore in its present decision making. [para 13]

- 7.93 The consequence of this is that pricing today which might maximise its short-term profits (by, for instance, expropriating or “holding-up” those miners that have already sunk costs in coal exploration/mining) would risk sending a signal to potential investors that it might act in the same way after they make sunk investments in the future. Where investors fear PNO might act in this way in the future, they may be less likely to invest in coal exploration/mining activity in the Newcastle catchment. In turn, this may reduce PNO’s profits over the longer term.
- 7.94 Importantly, it is necessary to distinguish between those miners that have already sunk costs in coal exploration/mining in the Newcastle catchment, and those that

¹⁹⁹ Hold-up involves pricing in a way that provided an existing miner only with sufficient scope to recover future incremental costs (so that they would be incentivised not to shut down); but not provide sufficient scope for them to additionally recover previously incurred sunk costs. In the short-term, incremental costs are likely to be variable costs; in the longer-term, they may involve investments in additional (and potentially sunk) capital costs.

have not yet. While PNO may have the ability to price in a way that “holds-up” those miners that have already sunk costs in coal exploration/mining in the Newcastle catchment, it may not have an incentive to do so due to the signal this would send to those investors that have not yet made any such investments. This distinction is noted by NERA, which states:

... PNO is the owner of a 98-year lease to (primarily coal) port (sic), which is a sunk investment. In setting its prices for the shipping channel service, it will have an eye on future investment in coal mines in the Newcastle catchment. Although PNO is a monopolist in respect of existing coal mines in the Newcastle catchment, it has quite a different relationship in respect of future investors in coal mines. These investors can develop mines elsewhere, or not invest in mines at all. When considering whether to invest in the Newcastle catchment, they would consider the potential for “hold-up” by PNO once they have sunk their capital. [para 4]

Accordingly, it is important for PNO’s future coal-derived profits that it develops a reputation for not holding-up its customers. [para 5]

- 7.95 The Council considers that the desire not to create a reputation for hold-up in this way is likely to act as some level of constraint on PNO’s pricing and output decisions for the Service.
- 7.96 Importantly, many existing miners today (e.g. Glencore, Yancoal etc.) are also likely to contemplate investing in additional exploration/mining opportunities and/or expanding existing mines in the future. This reinforces the risk that opportunistic pricing of existing miners today would be likely to inhibit additional investment in mining activity in the Newcastle catchment by these miners in the future.

Potential mining investors have options outside of the Newcastle catchment

- 7.97 Prior to sinking capital costs in coal exploration/mining activities in the Newcastle catchment, investors will likely also consider other investment options available to them. In order not to discourage future mining investment in the Newcastle catchment, PNO will therefore likely need to at least ensure its terms and conditions of access do not lead potential investors to believe their expected rate of return from investing in the Newcastle catchment (including by way of bidding for tenements) will be lower than their opportunity cost of capital. In this respect, NERA notes that:

PNO will also be cognisant that potential coal mine investors have alternatives to the Newcastle catchment. These alternatives include options for developing coal mines elsewhere, or indeed not investing in coal at all. [para 14].

- 7.98 It follows, therefore, that PNO faces some level of constraint on its pricing and output decisions at the Port as it is, in effect, competing to attract coal mining activity to the Newcastle catchment region. As noted by NERA:

Although PNO is a monopolist in respect of existing coal mines in its catchment, it faces competition for future coal mines, and it is not in PNO’s interests to undermine development of those mines. [para 27]

7.99 The Council accepts that the extent to which individual miners would be prepared to consider investment opportunities outside of the Newcastle catchment may vary. For instance, as noted in paragraph 7.279 below, Yancoal appears to countenance the possibility that significant increases in charges for the Service at the Port will make tenements in the Newcastle catchment materially less attractive such that investment will instead occur in tenements in other coal regions. As noted in paragraph 7.277 below, however, NCIG suggests that the market for investment in the Newcastle catchment is distinct from investment in coal mines elsewhere in Australia; and that a large number of market participants in the tenements market are based solely in the Newcastle catchment.

7.100 Matters of degree are often involved in assessing competition and market power. The extent to which PNO is constrained by potential miners facing alternative investment opportunities can vary from miner to miner. As noted by NERA:

There is scope for some potential investors to prefer the Newcastle catchment all else being equal, because of economies of scope and potentially also scale, if those buyers have established operations close to them. However, in general, prior to investing capital into a mine, potential owners of tenements have geographic options. [para 23]

7.101 While the Council does not consider PNO is likely to be constrained in its pricing and output decisions to the same extent that it would be if there were alternative ports offering equivalent service to coal exporters, it does consider there are some constraints on its pricing to existing miners created by the need to attract mining investment for the remaining 93 years of its lease at the Port.

There are likely to be some limited regulatory constraints on PNO in the absence of regulation

7.102 The Council has considered if regulatory constraints other than the actuality or threat of declaration will provide an effective constraint on PNO's market power.

7.103 PNO submits its ability and incentive to price in a way that may impact competition in the relevant dependent markets is constrained by:

- a) contractual requirements preventing it from discriminating between port users and imposing stewardship obligations
- b) reporting requirements imposed by the *Ports and Maritime Administration Regulation 2012 (NSW) (PAMA Act)*
- c) the threat of review by NSW's Independent Pricing and Regulatory Tribunal (**IPART**).²⁰⁰

7.104 In contrast, Glencore submits that PNO's contractual obligations to the State do not act as a significant constraint on prices. Glencore also submits that the threat of alternative regulatory oversight is also weak as the existing NSW monitoring regime

²⁰⁰ PNO's July 2018 Submission pp 20-24.

provides no effective constraint on pricing practices and would be unlikely to meet the requirements for certification under the National Access Regime.²⁰¹

7.105 The Council acknowledges that various approaches to the regulation of port services exist in Australia. In some states, a certified effective access regime is established (as in the South Australian Ports and Dalrymple Bay Coal Terminal access regimes). In Victoria, a different approach was adopted with a regulatory regime requiring the port operator to comply with a legislated pricing order that directly regulates the pricing of prescribed port services, with the regulator (the Essential Services Commission) responsible for monitoring compliance. To varying degrees, these regimes provide direct regulatory constraint.

7.106 The PAMA Act and PAMA Regulations do provide a degree of transparency over the charges levied by PNO and a price monitoring framework. This occurs by imposing obligations on PNO to publish its charges, and to notify the Minister and publish notice of any changes to port charges. PNO is also required to annually report certain information to the relevant Minister. These requirements may provide some very limited constraint of PNO's pricing practices by promoting transparency. However, the PAMA Act and PAMA Regulations do not act to directly limit or regulate the level at which prices may be set. Compared to the regulatory approaches set out in paragraph 7.105 above, the PAMA Act and PAMA Regulations establish a very light-handed form of regulation. The resultant regulatory constraint is at the lighter end of the regulatory spectrum.

7.107 Further, the PAMA Act and PAMA Regulations are not certified as effective regimes under Part IIIA and there is no other direct regulatory constraint that acts to set or limit the prices PNO may charge for users to access the Service. Therefore, while the PAMA legislation may provide some very limited constraint on PNO's behaviour, the effect of this constraint falls well short of that which would result from an access regime capable of certification; and it is not a substitute for the type of access regulation contemplated by the National Access Regime.

7.108 The Council acknowledges the submissions from PNO that the lease arrangements between the State of NSW and PNO include provisions designed to 'constrain' the behaviour of PNO. The Council considers that these are effectively private contractual arrangements between the two parties, and that any third party with concerns about PNO's behaviour would have to rely on the State of NSW taking action in order to obtain redress. The Council would expect that taking such steps would entail a significant time and cost commitment by the State. While the Council acknowledges that the lease arrangements may allow for some influence over PNO by the State, they are not a substitute for the access arrangements contemplated by the National Access Regime, and would not limit any effects on competition from PNO's actions.

²⁰¹ Glencore's August 2018 Submission pp 22-24.

7.109 The Council is mindful, however, that the NSW Government has a clear interest in the continued development and operation of coal mining in the Newcastle catchment. This is especially the case given the significant value of the coal export industry to the NSW economy; and the value the NSW Government is able to extract from the sale of tenements to potential coal explorers/miners in the Newcastle catchment. Further, and as noted in paragraph 9.4, Yancoal and NCIG submit that coal royalties amounted to \$1.776 billion in the 2018 NSW state budget.

7.110 On balance, therefore, the Council expects that the NSW Government would be likely to intervene if PNO imposed excessive price increases or other access limitations that had the potential to have a material adverse impact on competition in the dependent markets; or otherwise harm the public interest. Such an intervention might be via the terms of PNO's lease, under the terms of the PAMA Act (by referral to IPART); or by introducing new statutory restrictions. As noted by the Council in its 2015 Determination:

It is ... highly unlikely that an attempt by PNO to impose price increases that result in the closure of a non-trivial proportion of the Hunter Valley's coal producers would fail to prompt a response from the relevant government agencies.²⁰²

PNO's lack of vertical integration has important implications for its incentives

7.111 Where the provider of a natural monopoly bottleneck service is vertically integrated into related markets, it can have an incentive to deny access to competitors in related markets, or to allow access on terms and conditions that inhibit the ability of rivals to compete in these markets. This is noted in the PC 2013 Review:

... denial of access can be used to protect a monopoly position in an upstream or downstream market, in particular where that allows the service provider to increase total profits across its operations. [p. 84].

7.112 Where such a provider is not vertically integrated, however, it is far less likely to have an incentive to deny access to its services. As noted by the Productivity Commission:

Where a service provider is not competing in upstream or downstream markets, it will usually have little incentive to deny access. Rather, it will have a commercial incentive to allow competition in dependent markets to maximise its own profits. [p. 84]

²⁰² 2015 Determination at paragraph 4.101.

7.113 Non-vertically integrated service providers benefit from greater levels of competition in related markets because demand for their services depends on demand in related markets. Where there is less effective competition in related markets, the quantity of the Service demanded at the Port is likely to be lower at any given price PNO charges for its services, and its expected levels of profit will be reduced. This is consistent with the findings of the 1993 Hilmer report that:

Where the owner of the “essential facility” is not competing in upstream or downstream markets, the owner of the facility will usually have little incentive to deny access, for maximising competition in vertically related markets maximises its own profits. [pp. 240-241]

PNO is not vertically integrated into coal exploration/mining activities

7.114 It has been suggested that PNO may have a vertical interest in markets relating to the export of coal due to the connection between PNO and CM Energy Shipping, which owns and operates bulk transport vessels. The Council does not consider that this relationship constitutes a vertical interest likely to have any material impact on PNO’s operation of the Service due to the actual corporate structure through which the two are (distantly) connected; and the Council’s observations of the frequency of CM Energy Shipping bulk vessel visits to the Port.

7.115 As noted in paragraphs 7.35 and 7.43 above, PNO has also confirmed that it is not vertically integrated into the provision of coal exploration and mining activities.

7.116 As set out at paragraphs 7.36 and 7.37, PNO is jointly owned by TIF and CM Port, which hold equal governance rights. CM Port is a publicly listed company in which CMG (through direct and indirect interests) controls a 62% interest. CMG also holds a controlling stake in CM Energy Shipping, which owns bulk carrier vessels. There has not been any suggestion that TIF has any vertical interest in any relevant dependent market. A simplified illustration of the ownership structure is illustrated below:

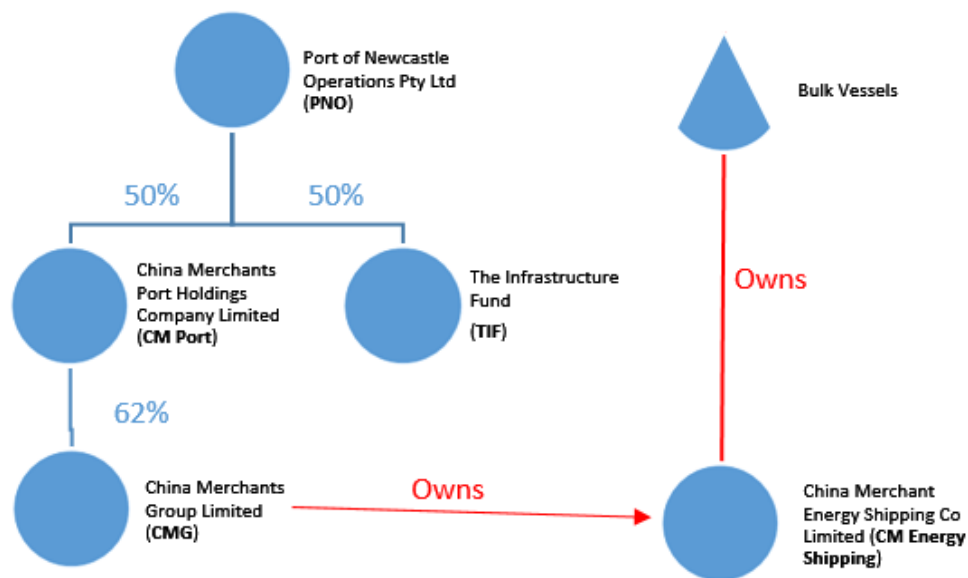


Figure 2 – Simplified ownership structure between PNO and CM Energy Shipping²⁰³

7.117 The Council considers that the links between PNO and CM Energy Shipping are limited and indirect. The Council considers it highly unlikely that CM Port would seek to impose more favourable terms of access for CM Energy shipping bulk vessels than are offered to other operators. Further, if CM Port did seek to preference CM Energy Shipping vessels, it is unlikely that TIF, which also owns 50% of PNO, would not allow PNO to act in this manner. The Council also notes that this conclusion was accepted by the Tribunal in *re Glencore*.²⁰⁴

7.118 The Council has also examined bulk carrier vessel arrival records for the Port over the period 1 January 2014 to 27 May 2019, provided by the NSW Port Authority.²⁰⁵ These records show the following vessels owned by CM Energy Shipping visited the Port in that period:

- a) Pacific Valor on 18/2/2016
- b) Pacific Creation on 15/4/2018
- c) Pacific Argosy on 11/7/2018
- d) Pacific Talisman on 3/1/2019
- e) Pacific Spirit on 12/1/2019.

²⁰³ Prepared by the Council reflecting submissions from PNO, see paragraphs 7.36 and 7.37,

²⁰⁴ *Re Glencore* at paragraphs 149 to 150.

²⁰⁵ These records have been published on the Council's website.

7.119 In 2014, 2015 and 2017, no CM Energy vessels visited the Port. In 2016, there was one CM Energy Shipping vessel visit to the Port out of 2,301 total visits in that year. In 2018, were two CM Energy Shipping vessels visited the Port out of 2,337 Port visits in that year. In 2019, there have been two CM Energy Shipping vessel visits to the Port out of the 904 visits recorded from 1 January to 27 May. The Council considers that the presence of CM Energy Vessels, which reached a peak of 0.2% of the bulk vessel visits recorded in the 2019 part year, is insignificant and adds weight to the view that PNO would be unlikely to provide less favourable access terms to non-CM Energy vessels.

7.120 As a consequence of this, the Council considers that PNO has:

- a) little incentive to deny access to coal miners seeking to use the Service in order to export coal
- b) a commercial incentive for dependent markets to be competitive in order to maximise demand for the Service. This is especially the case given export markets for coal are likely to be effectively competitive (see paragraphs 7.212 to 7.214 below); and the Port is unlikely to face capacity constraints over the term of the existing declaration (see paragraph 7.326 below).

7.121 This view is consistent with the observations of NERA, which states:

... PNO wants to encourage coal mine investment in the Newcastle catchment area. Because tenements are (critical) inputs into coal mine investments, PNO will therefore want the tenements market to be competitive. If the tenements market was not competitive:

- a. Tenements might not be allocated to the most efficient miners. This would reduce coal volumes across the Port, as those miners might not be able to economically produce as much coal as more efficient miners could; and
- b. There would be fewer tenements transacted, and so fewer mines developed, reducing coal volumes across the Port. [para 10]

Container markets

7.122 A number of interested parties have also suggested that PNO may be vertically integrated in the Container Port market due to its connection with Sinotrans.

7.123 Sinotrans occupies a similar position to CM Energy Shipping (discussed at 7.116) in the string of entities behind PNO. PNO submits that “CMG is a large consolidated group with a number of discrete business units, one of which, Sinotrans & CSC Holdings Limited, has a controlling interest in Sinotrans Container Lines Co Ltd”²⁰⁶. Sinotrans operates container liners on routes between East and South East Asia and Port Melbourne, Port Botany and Port of Brisbane. A simplified illustration of this is provided below:

²⁰⁶ PNO’s September 2018 Submission p 15.

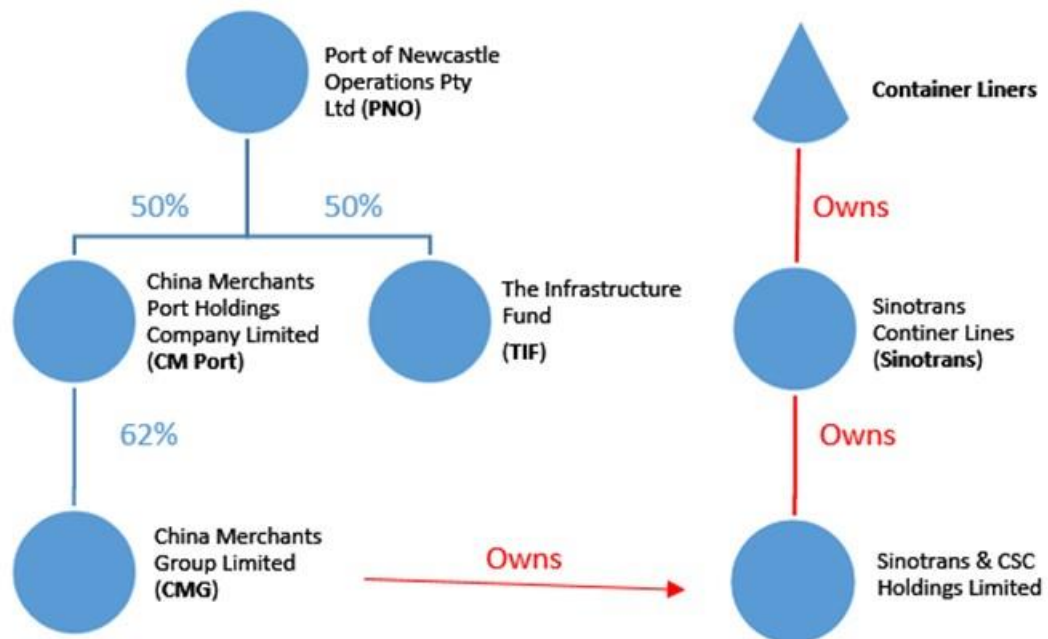


Figure 3 – Simplified ownership structure between PNO and Sinotrans²⁰⁷

7.124 The Council considers that the links between PNO and Sinotrans are limited and indirect. As such, the Council does not consider the limited connection between PNO and Sinotrans constitutes a relevant vertical interest.

7.125 The Council also notes that PNO competes with other ports in the container port market which would also constrain its capacity to provide favourable treatment to one liner over another it did in fact have a relevant vertical interest in one or more container liners.

7.126 The Council also notes that some parties have argued that PNO will be incentivised to “cross-subsidise” its operations in container port markets via increased charges for coal exporters seeking to acquire the Service.

7.127 The Council considers that to the extent PNO is able to set different prices for users of the Service operating in container transport markets compared to users competing in coal export markets, it may have an incentive to do so. However, it does not consider that this would rise to the level of “cross-subsidising”, where cross-subsidisation would involve setting below-incremental cost pricing for container port services.²⁰⁸ To the extent the Port is operating significantly below its full capacity (see below), and container and coal export services are not substitutable with each other from a consumer perspective, PNO is likely to

²⁰⁷ Prepared by the Council reflecting submissions from PNO, see paragraphs 7.36 and 7.37,

²⁰⁸ See ACCC, *Tests for assessing cross-subsidy*, June 2014, section 1.2.

separately set terms and conditions of access for container and for coal export users that individually maximise its profits for each set of customers. As noted by NERA:

If containerised demand is more price elastic than coal demand, then PNO could have this incentive [to price discriminate in favour of containerised services]. However, this would not affect PNO's profit maximising price to coal exporters. [para 18]

The Port is unlikely to be capacity constrained over the Relevant Term of the declaration

7.128 Expected changes in the Port's capacity utilisation during the Relevant Term may impact on PNO's incentives to provide access. For instance, if the Port is likely to become capacity constrained over the Relevant Term, it may have altered incentives to provide access to certain types of users (such as those that are likely to generate higher levels of profit for it), or to price discriminate between them. In contrast, where the Port is unlikely to be capacity constrained over the Relevant Term, it is unlikely to have an incentive to deny access, or provide preferential treatment, to particular categories of users.

7.129 The Council has had regard to the likely impact that coal export growth and the possible increase in container liner and cruise ship visit frequency at the Port may have on throughput. As a preliminary point, the Port primarily handles the bulk shipping of coal, measured in million tonnes per annum (**mtpa**), whereas containerised cargo passing through the Port is measured in twenty-foot equivalent units (**TEU**), with the mass of a laden one TEU container varying considerably. To enable aggregation and comparison of throughput against the Port's capacity, the Council has given consideration to 'vessel visits' per annum as a common metric when considering both bulk and other forms of cargo throughput (such as containers).

7.130 PNO submits that Hunter Valley coal export volumes, which account for the significant majority of throughput at the Port, have grown from 67.8 mtpa in 2000 to 159 mtpa in 2017; and are forecast to increase further to 168 mtpa in 2021.²⁰⁹ Synergies' August Report submits that Wood Mackenzie forecasts suggest that export volumes are expected to increase to approximately 214 mtpa in 2021; and largely stabilise around 210 mtpa until 2030, given current coal prices.²¹⁰

7.131 In terms of total vessel visits, PNO submits that in 2017 it handled 2,326 vessel visits and is forecast to receive 3,228 non-container-ship vessel visits plus 438 container vessel visits in 2031.²¹¹

7.132 PNO submits that it has modelled its current channel capacity in excess of 328 mtpa or 5,000 vessel visits per annum and, as such, is not currently capacity constrained

²⁰⁹ PNO's July 2018 Submission pp 22, 23

²¹⁰ Synergies' August 2018 Report pp 22, 23.

²¹¹ PNO's September 2018 Submission p 14

or likely to become so by 2031.²¹² The extent to which the Port is unlikely to be capacity constrained is illustrated in Figure 4 below.

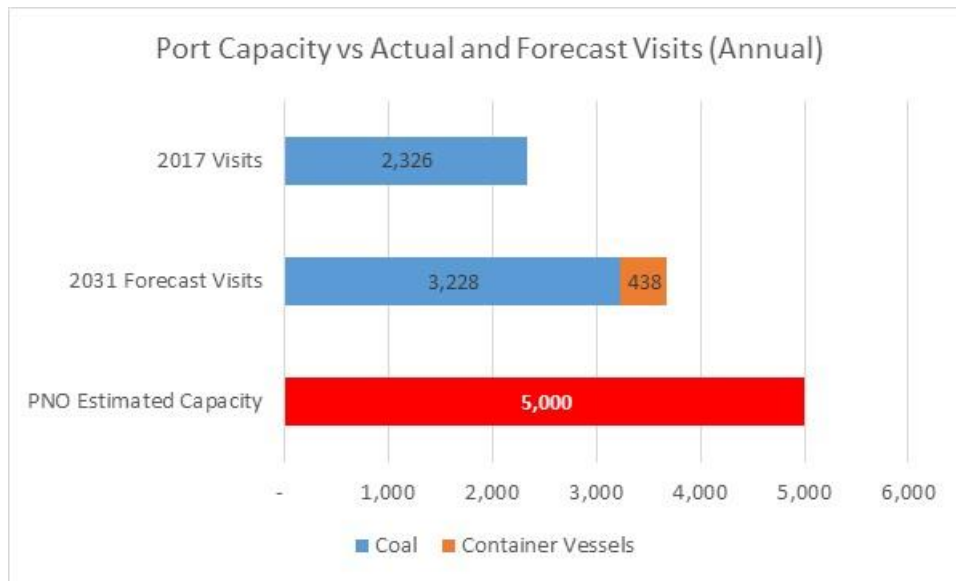


Figure 4 – Comparison of actual and forecast vessel visits at the Port to expected vessel capacity²¹³

7.133 In relation to coal exports, PNO further submits that nameplate terminal capacity is currently 211 mtpa and below rail contracted track capacity is currently 192.5 mtpa.

7.134 PNO currently handles a modest level of container trade at the Port and has made public submissions that it is interested in significantly expanding its container capabilities. PNO submits that it has developed a concept proposal for a container terminal development at the Port (**the Container Terminal**) contingent on the removal of a container trade restraint which is currently being investigated by the ACCC. PNO submits that in 2017, its combined container imports and exports totalled only 9,496 TEU across 81 general cargo vessel visits due to the limited types of ships that are able to be served at the Port.²¹⁴ In contrast, PNO submits that in year one of Container Terminal operations (i.e. if the Container Terminal investment proceeds), projected container throughput would rise to 76,638 TEU across 77 container vessel visits.²¹⁵ If the Container Terminal commences operation on 1 July 2020,²¹⁶ projected throughput would rise further to 408,057 TEU across 422 container vessel visits in the year ending 30 June 2031.

²¹² PNO's July 2018 Submission p 34 and PNO's September 2018 Submission p 14.

²¹³ Prepared by the Council reflecting submissions from PNO, see paragraphs 7.36 and 7.37,

²¹⁴ PNO notes that these vessels would have transported containers in addition to other cargoes on their visits.

²¹⁵ PNO's September 2018 Submission p 11.

²¹⁶ PNO submits that 1 July 2020 is likely to be the earliest that operations commence if the

7.135 The Council also notes that a cruise ship terminal was being developed at the Port with completion anticipated in 2019 until funding was withdrawn.²¹⁷ Between October 2017 and April 2018, 10 cruise ships were scheduled to visit the Port²¹⁸, growing to 16 cruise ships scheduled to visit the Port between October 2018 and April 2019.²¹⁹ The Council considers that the likely impact of the cruise terminal on cruise vessel visits is unclear, but notes suggestions that the terminal could support a doubling of annual cruise vessel visits.²²⁰ PNO has subsequently stated that the impact of NSW withdrawing funding for the cruise terminal is unlikely to affect cruise ship volumes.²²¹ The Council has considered the cruise ship projections provided by PNO before NSW withdrew funding for the cruise terminal, since any possible impact of increased cruise ship visits would be more pronounced in that scenario.

7.136 The Council is also mindful of the possible development of a Liquefied Natural Gas (LNG) import terminal at the Port.²²² However, ships accessing such a facility are unlikely to require use of the Service and it is unclear whether the terminal will be developed in the Relevant Term. The Council does not, therefore, consider the possibility of such a facility is a relevant factor in its revocation recommendation decision.

7.137 The throughput forecasts and Port capacity estimates put to the Council suggest that the Port's capacity utilisation will increase during the Relevant Term and it may be operating at approximately 75% of its total capacity by 2031 if the Container Terminal is developed. Nevertheless, the capacity of the Port (including potential expansion options) is likely to be sufficient for future growth in throughput during

container trade restriction were removed). Ibid.

²¹⁷ PNO. *Newcastle Cruise Terminal*. <https://www.portofnewcastle.com.au/Projects-and-Development/Newcastle-Cruise-Terminal.aspx>.

ABC. *Crucial funding pulled for Newcastle Cruise terminal*.

<https://www.abc.net.au/radio/newcastle/programs/drive/crucial-funding-lost-for-newcastle-cruise-terminal/11040112>.

²¹⁸ PNO. *Port of Newcastle launches 2017-18 cruise season*.

<https://www.portofnewcastle.com.au/News-and-Media/Items/2017/Port-of-Newcastle-launches-2017-18-cruise-season.aspx>.

²¹⁹ PNO. *Cruise Schedule*. <https://www.portofnewcastle.com.au/CARGOES/Cruise/Cruise-Schedule.aspx>.

²²⁰ Newcastle Herald. *Newcastle cruise ship tourism could double after terminal opens*. 28 November 2017. <https://www.theherald.com.au/story/5084739/newcastle-aims-for-double-the-cruise-traffic/>.

²²¹ ABC. *Crucial funding pulled for Newcastle Cruise terminal*.

<https://www.abc.net.au/radio/newcastle/programs/drive/crucial-funding-lost-for-newcastle-cruise-terminal/11040112>.

²²² The Sydney Morning Herald. *Newcastle port could be home to \$500 million gas import terminal*. 5 December 2018. <https://www.smh.com.au/business/companies/newcastle-port-could-be-home-to-500-million-gas-import-terminal-20181205-p50kc9.html>.

the Relevant Term, including where the expansion of cruise ship and container vessel visits are at the upper end of likely levels. As such, the Council does not consider that the Port is likely to be capacity constrained during the Relevant Term and therefore changes in capacity utilisation are unlikely to rise to a level that would influence PNO's incentives to provide access with or without declaration.

7.138 The Council has discussed the impact that growth in vessel visits from container liners and cruise ships would have on pushing the Port towards its throughput capacity because the manner in which a monopolist of a service operating at or approaching full capacity can differ from that of a monopolist with significant excess capacity. In considering the extent of PNO's excess capacity that is likely to exist during the Relevant Term, the use of the Service by any type of vessel (and expended increases in their frequency) is relevant. However, the consideration of certain vessels, such as cruise ships, in this context does not necessarily mean that the markets serviced by those ships warrant consideration by the Council as dependant markets where there is no suggestion that their competitive environment is likely to be impacted by declaration (or its revocation).

7.139 The Council accepts that PNO is seeking to diversify the businesses through which the Port earns its revenues, but does not consider that this diversification provides an incentive for PNO to act in a manner that would lessen competition within any dependant market. Where PNO is unlikely to be capacity constrained in the Relevant Period and has no relevant vertical interests in a market where it does not face competition from another port, the Council considers that PNO will be incentivised to act in a manner which maximises its profits from each of these dependent markets.

7.140 Overall, the Council considers that the possible development of a container and/or cruise terminal is unlikely to increase throughput to a level that fully utilises available capacity and will account for a relatively small proportion of total throughput (and most likely revenue) in the Relevant Term. In these circumstances, the Council does not consider that the possible developments outlined above are likely to incentivise PNO to discriminate in the terms of access offered to different user groups in order to cross-subsidise access for the benefit of more price sensitive users where such discrimination would lead to a reduction in demand in either market.

PNO appears to have engaged in only limited price discrimination to date

7.141 Price discrimination occurs where a firm charges different prices for different units of a good or service, either to the same or different customers, and the difference in charges is not due to differences in the cost of providing these units.²²³

²²³ See Tirole, J, *The Theory of Industrial Organisation*, 5th edition, 1992 at pps. 133 – 134.

7.142 To the extent that PNO is able to price discriminate between different users of the Service, this would:

- a) Potentially enable it to favour one group of users over another. This might involve it charging, for instance, higher prices for users seeking to export coal through the Port compared to users seeking to import or export containers. Alternatively, it might enable it to charge different miners of coal different prices for the Service (or indeed the same coal miner different prices for different coal it was exporting from different mines). This could be significant as it could, theoretically, enable PNO to hold-up miners that had previously sunk costs in coal exploration and mining; while entering into more favourable terms for those miners seeking to undertake future exploration/mining activities
- b) Potentially provide it with an incentive to price in a way that increased usage of the Port relative to what would be expected where it couldn't price discriminate. As noted by NERA:

If PNO could perfectly price discriminate, then volume would not reduce at all compared to the competitive benchmark. Other forms of price discrimination, if feasible, would result in smaller volume reductions than if there was no ability to price discriminate. [para 12]

The PAMA Act appears to allow PNO to price discriminate

7.143 Section 67 of the PAMA Act provides that PNO may enter into individual negotiated agreements with persons liable to pay any kind of charge under Part 5, which includes the Navigation Service Charge (Part 5, Div 2) and the Wharfage Charge (Part 5, Div 5).

7.144 In its July 2018 Submission, PNO submitted that at that time it had individually negotiated agreements (of the type contemplated by section 67 of the PAMA Act) with visiting cruise ships, but not in respect of other vessels.

7.145 Separately, the Council notes that the Port advertises its fees for accessing the Service in a 'Schedule of Service Charges' which is available on its website.²²⁴ This pricing schedule imposes different charges depending on the cargo being carried, vessel type and berths used.²²⁵ This pricing regime, in effect, allows PNO to price discriminate between markets that rely on access to the Service (intermarket price discrimination).

²²⁴ PNO 'Schedule of Service Charges Effective from 1 January 2019'
<https://www.portofnewcastle.com.au/Resources/Documents/Port-of-Newcastle-Schedule-of-Port-Pricing-2019.pdf>.

²²⁵ Ibid pp 3, 4.

PNO appears to have engaged in only limited price discrimination between different coal miners

7.146 While PNO appears to charge different amounts for different types of user of the Service, it submitted that (as at July 2018) it did not price discriminate between different coal vessels.²²⁶ Further, its Schedule of Service Charges provides for the same Navigation Service Charge, Wharfage Charge and Port Security Charge rates to be imposed on all coal vessels, regardless of the operator or whose coal is being carried.

7.147 The Council considers that while PNO could enter into individual contracts for different coal miners seeking to use the Service by virtue of section 67 of the PAMA Act, it does not appear to have done so to date. The one exception to this is the charges determined by the ACCC in the Glencore-PNO Arbitration (which were determined after PNO's July 2018 Submission was provided to the Council).

7.148 The Council also notes Yancoal's submission that it has tried to negotiate with PNO unsuccessfully for terms equivalent to those determined in the Glencore-PNO Arbitration. The Council is not aware of Yancoal requesting the ACCC arbitrate an access dispute between it and PNO.

7.149 Depending on the outcome of any appeal processes in relation to the Glencore-PNO Arbitration, it appears possible that some coal miners will be charged different prices for the Service. That said, it is also possible that the Tribunal may determine charges in the appeal of the ACCC Determination that are consistent with those set by PNO for other users of the Service.

7.150 Whether PNO would seek to engage in future price discrimination between different coal miners seeking to acquire the Service is unclear. Importantly, it is unclear how well PNO would be able to separately identify different miners in order to charge different amounts to them. In this respect, a key requirement in order for a firm to be able to successfully price discriminate is that it must be able to identify different customers (or customer groups) in order to set different prices for them.

7.151 In the case of coal, the Council is not satisfied that PNO is able to price discriminate between mines based on its own observations to a significant extent. Once mined, coal from the Newcastle catchment is often stored at a coal loading facility used by several mines.²²⁷ It is then transported to the Port and loaded onto the vessel at one of three coal loading terminals. Each of these coal loading terminals has at least two rail receival facilities.²²⁸ The Council understands that some coal is paid on a delivered basis with coal producers directly chartering the vessel and therefore paying the Navigation Service Charge.²²⁹ However, PNO's customers are usually the

²²⁶ PNO's July 2018 Submission p 7.

²²⁷ Glencore's August 2018 Submission p 7.

²²⁸ Ibid pp 7-14.

²²⁹ Yancoal' August 2018 Submission p. 13.

ship owners and agents, not individual mines. Mr Dowzer's affidavit (see paragraph 7.40) suggests PNO is able to approximate who owns what coal on certain vessels. However, the Council is not satisfied that PNO will have sufficient visibility over the source of coal loaded onto most vessels to be able to set charges so as to expropriate profits from individual coal producers.

7.152 While perfect price discrimination between different coal miners may be practically impossible, Synergies's April 2019 Report submits that even in the absence of transparency around ownership of the coal that is loaded onto vessels using the Service, it would be open to PNO to engage in third degree price discrimination.²³⁰ It claims this could be achieved, for example, by offering differing levels of rebates to different users of the Service.

7.153 Whether or not PNO is able to separately identify which coal belongs to which miner so as to charge different prices for the Service for them when coal is exported through the Port, PNO has not sought to price discriminate in this way to date. Further, the Council has been provided with no evidence that suggests PNO intends to price discriminate in this way in the future.

7.154 Based on the evidence before it at this point in time, the Council is not persuaded that PNO will engage in extensive price discrimination between different coal miners seeking to acquire the Service (except to the extent created by resolution of any appeal in relation to the ACCC Determination). If, however, PNO were to engage in extensive price discrimination in the future, this would be likely to ensure volumes through the Port were more closely aligned with those expected in competitive markets for the Service.

In a future with declaration, negotiations over terms and conditions occur against a backdrop of potential arbitration

7.155 In a future with declaration of the Service, access seekers will be free to negotiate terms and conditions of access to the Service with PNO. If parties are unable to reach commercial agreement, a party will be able to seek arbitration by the ACCC of terms and conditions of access. In this respect, the ability of parties to seek arbitration of a dispute over the terms and conditions of access provides a backdrop that will act to help frame negotiations between PNO and users of the Service.

7.156 At the arbitration stage, the ACCC may, but need not, require the provision of access by the service provider. If it does require the provision of access, the ACCC may set terms and conditions of access, and may deal with any matter relating to access to the service. In making its final determination, the ACCC must take account of the factors set out in section 44X(1) of the CCA and any other matters it considers

²³⁰ Third degree price discrimination refers to a situation where different prices are charged to different *groups* of consumers; whereas perfect price discrimination involves charging each individual user a different price based on their individual willingness to pay for the relevant good or service.

relevant.²³¹ In the event a party to the ACCC final determination is dissatisfied with the determination, the party is able to seek review of the determination before the Tribunal.²³²

7.157 Under the existing declaration, only Glencore has sought ACCC arbitration of an access dispute with PNO. As noted above, while the ACCC has determined a set of access charges using its arbitration powers under Part IIIA of the CCA, its determination is presently the subject of review before the Tribunal. At this point, it is unclear precisely what terms and conditions of access might result for Glencore to PNO's service at the end of all possible appeal processes.

7.158 Further, access disputes considered by the ACCC are bilateral in nature, and it is open to the ACCC to determine different terms and conditions of access to the Service for different users of the Service. It is also possible under the pricing methodology adopted in the ACCC Determination that different prices could be set for the Service in the future if changes in future events suggest different assumptions may be appropriate to adopt in its pricing approach.

7.159 For all these reasons, it is difficult to predict precisely what terms and conditions of access might be set for the Service in a future with declaration of the Service. While terms and conditions of Glencore's access determined by the ACCC in the Glencore-PNO Arbitration provide an important indication of the methodology the ACCC will likely use if asked to arbitrate a dispute in the future, there is still some uncertainty regarding future arbitrated prices.

7.160 Despite this uncertainty, the Council considers the matters considered by the ACCC in the Glencore-PNO Arbitration provide some indication of the possible charges that might emerge in a future with declaration of the Service. In this respect, the Navigation Service Charge determined by the ACCC for the Service is approximately \$0.61 per GT. Separately, as part of the arbitration dispute process the Navigation Service Charge argued by:

- a) Glencore to be consistent with the ACCC's approach was approximately \$0.41 per GT
- b) PNO to be consistent with the ACCC's approach was approximately \$1.36 per GT.

7.161 For the purposes of its consideration of whether it should recommend revocation of the Service, the Council considers it is reasonable to use the range of charges over which the parties are in dispute (i.e. approximately \$0.41 to \$1.36 per GT) as a broad indication of the types of outcome possible under an ACCC arbitrated dispute in a future with declaration of the Service. However, it is possible that fees could be

²³¹ These include, amongst other things, the objects of Part IIIA, the legitimate business interests of the provider and the provider's investment in the facility, the public interest, the interests of all persons who have rights to use the service, the costs of access, and the economically efficient operation of the facility.

²³² Section 44ZP(1), CCA.

set at any point above, below or within this range. Further, the Council expects that any prices determined via arbitration are likely to frame subsequent negotiations between PNO and users of the Service. In this respect, users of the Service may settle for paying charges that are slightly above those determined via arbitrations in order to avoid the costs of access dispute processes and potential appeals of any arbitral determinations.

7.162 The Council also notes that none of PNO, Glencore or the ACCC proposed to alter the Wharfage Charge from its 2018 pricing schedule level of \$0.0746 per revenue tonne.²³³

In a future without declaration, negotiations over terms and conditions will be had without the possibility of arbitration

7.163 In a future without declaration of the service, PNO and users of the Service will continue to negotiate terms and conditions of access to the service. Unlike a future with declaration, however, these negotiations will not occur against the backdrop of parties being able to refer an access dispute to the ACCC for determination (and against any rights of appeal that exist with respect to such arbitral decisions).

7.164 In this instance, PNO will be able to set prices without facing competitive constraint from alternative suppliers able to provide port services to miners in the Newcastle catchment. However, PNO will face some level of constraint in its pricing due to the factors outlined in paragraphs 7.90 to 7.110 above.

7.165 In these circumstances, it is again difficult to precisely determine what prices might result from commercial negotiations in a future without declaration of the Service. That said, the Council notes that following privatisation of the Port in 2014 (but prior to declaration of the service), PNO increased its Navigation Service charge for coal vessels by approximately 40% to \$0.69 per GT (which, in 2018 dollar terms, is approximately \$0.73 per GT – 19.9% higher than that determined by the ACCC in the Glencore-PNO arbitration). As noted in paragraph 6.21 above, NCIG suggests that past pricing behaviour by PNO prior to declaration of the Service provides some insight into the likely pricing that would occur without declaration of the Service.

²³³ ACCC Determination Statement of Reasons p 7.

7.166 The Council has had regard to submissions made by Synergies (on behalf of Clifford Chance for Glencore) that PNO might have an incentive to charge prices up to \$12.50 per GT if the export coal price is \$75 or above (and even more if export coal prices on world markets rise to higher levels).²³⁴ The Council is not persuaded that prices at this level are likely in a future without declaration of the Service. This is because Synergies' modelling of potential future prices relies on an overly simplistic analysis of PNO's future pricing incentives, as discussed in paragraphs 7.75 to 7.76 above. As noted by NERA:

... it is important for PNO's future coal-derived profits that it develops a reputation for *not* holding-up its customers. Therefore, PNO would not price in the way posited by Synergies, because this would easily create a reputation for hold-up, and so would deter future investment in the Newcastle catchment. [para 5].

7.167 Further, the potential price increases modelled by Synergies are over 20 times those previously set by PNO in the absence of declaration of the Service. The Council considers such price increases are implausibly high, and has been provided with no evidence to suggest PNO has any intention to price at these kinds of levels in a future without declaration of the Service. The relative size of the different potential price levels for the Navigation Service charge are depicted in Figure 5 below.

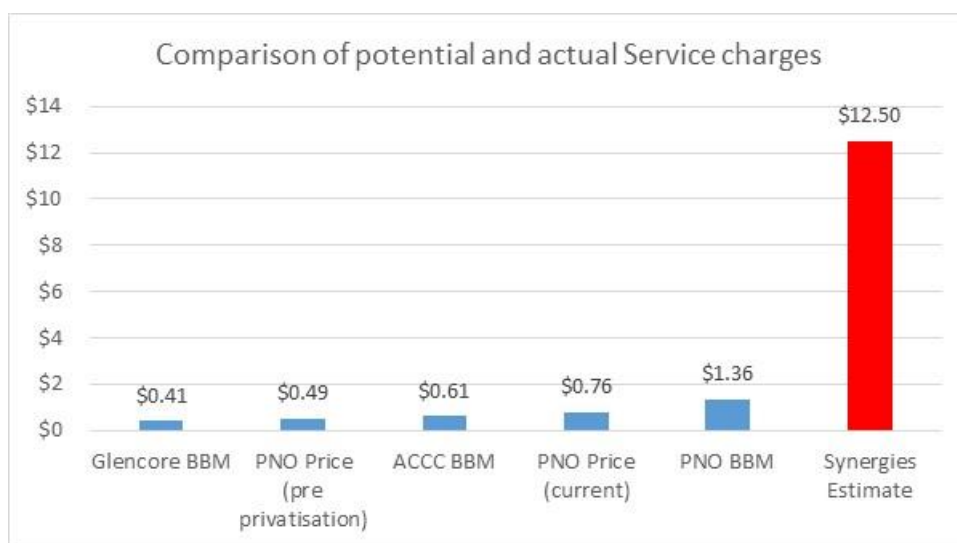


Figure 5 – Range of Navigation Service Charges in dispute versus Synergies' proposed charge

7.168 On balance, the Council considers it is likely (but not certain) that PNO would charge higher prices for the Service in a future without declaration of the Service than those likely to occur in a future with declaration. However, it is unclear precisely how much higher prices might be in a future without declaration of the Service. That said, the prices set by PNO in the absence of declaration of the Service were

²³⁴ Synergies' February 2019 Report pp 19-20.

approximately 19.9 per cent higher than those set by the ACCC in the Glencore-PNO Arbitration. To the extent PNO is unable to price discriminate between different access seekers using the Service to export coal, a price increase in a future without declaration of the Service may lead to small reductions in the volume of coal being exported through the Port. As discussed further in paragraph 7.328 below, it might also mean some marginal mining opportunities that would be profitable in a future with declaration may not be profitable in a future without.

Dependent markets

7.169 The Council must consider whether access (or increased access) to the service, on reasonable terms and conditions, as a result of the declaration would promote a material increase in competition in at least one market other than the market for the service, whether or not that market is in Australia.

7.170 In making this assessment, the Council's focus is on the promotion of competition in other markets. The other markets are commonly referred to as 'dependent markets'. Criterion (a) will be satisfied if access (or increased access), on reasonable terms and conditions, as a result of declaration would promote a material increase in competition in one or more dependent markets.

7.171 This assessment is undertaken by comparing competition in a dependent market in a future scenario in which the service is declared (with access or increased access granted on reasonable terms and conditions) against one in which there is no declaration. If the Council is not satisfied that declaration promotes a material increase in competition in at least one dependent market, the Council will not consider criterion (a) to be satisfied.

Dependent markets previously identified

7.172 The Minister, the Tribunal and the Federal Court have all previously accepted the following dependent markets in their consideration of declaration of the Service:

- (a) a coal export market (the **coal export market**)
- (b) markets for the acquisition and disposal of exploration and/or mining authorities (the **tenements market**)
- (c) markets for the provision of infrastructure connected with mining operations, including rail, road, power and water (the **infrastructure market**)
- (d) markets for services such as geological and drilling services, construction, operation and maintenance (the **specialist services market**)
- (e) a market for the provision of shipping services involving shipping agents and vessel operators, of which ships exporting coal from the Port of Newcastle are a part (the **bulk shipping market**).²³⁵

²³⁵ Then Acting Treasurer, Senator the Hon. Mathias Cormann, *Decisions and Statement of Reasons Concerning Glencore Coal Pty Ltd's Application for Declaration of the Shipping Channel Service*

7.173 When considering shipping markets such as the bulk shipping market in its 2015 Final Recommendation, the Council noted the limited substitution possible between bulk and containerised shipping.²³⁶ In the context of the 2015 Final Recommendation, the Council considered the relevant product dimension of the bulk shipping market was bulk shipping services (including, but not limited to, coal).

7.174 As it was accepted that the last four dependent markets identified at paragraph 7.172 are effectively derivative markets of the coal export market,²³⁷ it appears to the Council that the bulk shipping market is limited to bulk goods.²³⁸

Submissions provided to the Council

7.175 PNO's July 2018 Submission states that criterion (a) should be assessed with regard to the same dependent markets considered for the original declaration application (i.e. those listed at paragraph 7.172), although it considers that the last four dependent markets listed are each derivative markets of the coal export market.²³⁹

7.176 Most of the interested party submissions provided to the Council also accept the dependent markets listed in paragraph 7.172. Glencore refers to these markets in its August 2018 Submission and notes that it considers coal loading terminals, while part of the Port's infrastructure, are likely to be separate markets.²⁴⁰ Glencore did not provide further information on this point.

7.177 Glencore's August 2018 Submission also states that in the revocation context, criterion (a) cannot be determined by an enquiry into whether dependent markets are (or are likely to be) effectively competitive because the purpose of declaration in the first place is to promote a material increase in competition in the dependent markets and it is to be expected that these markets would become effectively competitive following declaration.²⁴¹

7.178 Shipping Australia's August 2018 Submission suggests that declaration of the Service is likely to have an impact in a 'container port market', noting that PNO conducted a series of public consultations in February 2018 regarding its intention to develop a container terminal.²⁴²

at the Port of Newcastle, 8 January 2016, pp 2, 3; Re Glencore paragraphs 37, 38; PNO v Tribunal paragraphs [20] and [22].

²³⁶ 2015 Final Recommendation p 31

²³⁷ *Re Glencore* paragraphs 126 & 139.

²³⁸ Noting that coal is shipped as bulk freight from the Port rather than containerised freight, the Council considers that the Minister and the Tribunal had would not have considered containerised freight to fall within the bulk shipping market when concluding that it is derivative from the coal export market.

²³⁹ PNO's July 2018 Submission p 16.

²⁴⁰ Glencore's August 2018 Submission p 19.

²⁴¹ *Ibid* p 6

²⁴² Shipping Australia's August Submission pp 5, 6.

7.179 Yancoal²⁴³ and NCIG²⁴⁴ make similar submissions that the five dependent markets identified at paragraph 7.172 may be appropriate product market definitions, subject to their submissions that there are likely to be separate thermal and metallurgical coal markets, and separate markets for coal authorities as distinct from non-coal authorities.

7.180 PWCS submits that it operates in a market which is dependent on the Service but does not identify the dimensions of this market.²⁴⁵

Dependent markets considered by the Council

7.181 The Tribunal and Federal Court have previously accepted that the bulk shipping market, the tenements market, the infrastructure market and the specialist services market are derivative markets of the coal export market. The Council also notes that several interested party submissions state that there has been no material change in market conditions or facts since Declaration.²⁴⁶ Several interested parties have focused their discussion of criterion (a) on the impact that declaration may have in the tenements market.

7.182 The Tribunal did not consider it necessary to address the impacts suggested in the markets identified as being derivative of the coal export market in *Re Glencore*. The Tribunal noted that the impact of increased access on the coal export market is not such as to satisfy the Tribunal that it would promote a material increase in competition in that market and it is difficult to see how there would be flow-on effects in the derivative markets.²⁴⁷

7.183 In its 2015 Final Recommendation, the Council recognised the bulk shipping market as a dependent market noting that there is a distinction between bulk and containerised shipping services.²⁴⁸ The Council remains of this view in its current consideration of dependent markets.

7.184 Interested parties have commented that the tenements market has not previously been examined in great detail and may be the dependent market most likely to see an increase in competition as a result of declaration. The Council remains of the view that the tenements market is a derivative of the coal export market but considers it appropriate to examine the tenements market in greater detail given the submissions received.

7.185 Noting that PNO has expressed its intention to develop a dedicated container terminal at the Port which could significantly impact east coast containerised freight

²⁴³ Yancoal's August 2018 Submission, pp 10-11.

²⁴⁴ NCIG's August 2018 Submission p.10

²⁴⁵ PWCS' August 2018 Submission p.3.

²⁴⁶ See, for example, Glencore's August 2018 Submission p.5, NSWMC's August 2018 Submission p. 2, Anglo American's August 2018 Submission p. 3. NGIC's August 2018 Submission, p. 3

²⁴⁷ *Re Glencore* paragraph 139

²⁴⁸ 2015 Final Recommendation paragraph 4.66.

markets, the Council also considers it appropriate to have regard to a 'container port market' as an additional discrete dependent market.

7.186 The Council considers that the dependent markets relevant to its assessment of criterion (a) are:

- (a) the coal export market;
- (b) the tenements market; and
- (c) the container port market.

The Council is not aware of any other dependent market in which competition might be materially promoted as a result of declaration of the Service without also observing a material increase in competition in one of these three dependent markets.

7.187 The Council accepts that the coal export market, the tenements market and the container port market are each likely to be functionally separate from the market for the Service. While these dependent markets are related to the market for the Service, the shipping channel service is distinct from the exploration, production and sale of coal; and the import and export of shipping containers. The Council has received no evidence to suggest that there is integrated competition across levels of the supply chain that would make distinct functional markets inappropriate.

7.188 As noted at paragraph 7.135, the Council has considered a possible rise in cruise ship visits to inform its view of PNO's incentives, but does not propose to undertake a detailed examination of a possible 'cruise ship market' in circumstances where there has been no suggestion that declaration would increase competition in such a market.

Effect of declaration on competition in the coal export market

Submissions

7.189 PNO submits:

- (a) The coal export market is a large, global and highly competitive market which will remain competitive with or without Declaration of the Service. Any dependent markets, similarly, are effectively competitive without declaration
- (b) Port charges account for a small percentage of the total cost of coal and would remain so even if port charges were to increase significantly. As such, port charges comprise too small a component of the total delivered cost of coal to create any material uncertainty or impact on competition in relevant dependent markets. PNO estimates port charges to account for less than 1% of the delivered cost of coal exported from the port and 0.43% of the per tonne price paid by a buyer²⁴⁹

²⁴⁹ PNO's August 2018 Submission pp 25-28.

- (c) Market participants (namely, coal producers) face much greater uncertainty from other sources than they do in relation to future prices to use the Service. In particular, current port charges and uncertainties around future port charges are dwarfed by volatile global coal export market conditions, landside and sea freight costs and mine operating costs²⁵⁰
- (d) The ‘hold-up’ problem identified by the ACCC (see paragraph 7.195) will not arise because the risks to returns from investing in coal mines are subject to greater sources of uncertainty (such as coal prices). There is no basis to assume that access terms will be more favourable for users with declaration than without and PNO is not able to price discriminate between mines²⁵¹
- (e) Even if prices to use the Service were set in a manner that may affect the volume of coal exported through the port, this alone is not sufficient to satisfy criterion (a). The promotion of a ‘material increase in competition’ requires both that the structure of the market or conduct of the market participants is changed in a way that can be expected to materially enhance competition, and that volume and/or quality of output is likely to increase. It is likely that only a significant impact on volumes would have this effect.²⁵²

7.190 Glencore submits that if declaration is revoked, coal producers will lack certainty regarding prices at the Port and will need to have regard to the risk of significant future price increases. The critical issue is not the relative uncertainty around future port charges (absent declaration) but that in the face of industry wide risks, an additional risk specific to the Newcastle catchment area will detract from the attractiveness of investing in that area.²⁵³ This would reduce investment in new coal mining projects in the Newcastle area which will be of greatest consequence to small coal producers and marginal coal projects.²⁵⁴ This would limit the scope for effective competition in local, dependent markets.²⁵⁵

7.191 Yancoal notes that if the Declaration is revoked there will be a distortion in a number of dependent markets as it is likely that Glencore will have the benefit of ACCC arbitrated terms (which would continue to apply if a final determination is made by the ACCC before the Declaration is revoked)^{256, 257}.

²⁵⁰ Ibid pp 29-32.

²⁵¹ PNO’s September 2018 Submission p. 2.

²⁵² PNO’s July 2018 Submission, pp 20, 37.

²⁵³ Glencore’s August 2018 Submission pp 24, 28.

²⁵⁴ Ibid pp 26, 27; Synergies’ August 2018 Report pp 53-61.

²⁵⁵ Glencore’s August 2018 Submission pp-27-28.

²⁵⁶ Yancoal’s August 2018 Submission pp 15, 16.

²⁵⁷ It is not necessary for the arbitration to conclude before any revocation. Further, arbitration does not automatically cease if there is a revocation. The arbitration panel must make a decision on the case before them - see s.44V – subject to the exceptions listed in s.44V. Those exceptions would potentially allow the arbitration panel to discontinue the arbitration in the

- 7.192 Synergies' August Report submits that the coal export market should be divided into separate markets for thermal and metallurgical (coking) coal on the basis that these two grades of coal serve separate purposes (with thermal coal used for energy production and in industrial applications; whereas metallurgical coal is used in steel production) and the markets for each operate largely independently. Synergies submits that the thermal coal market is the most significant for consideration of a coal export market as most of the coal exported from the Port (85-90%) is thermal coal. Synergies also submits that the functional dimension for coal export markets is the sale of coal products for export and the geographic dimension is global in nature.²⁵⁸
- 7.193 As noted at paragraph 7.179, Yancoal and NCIG also submit that there are likely to be separate thermal and metallurgical coal markets.
- 7.194 Anglo American submits that revocation of the Declaration would lead to reduced investment and economic activity, reduced employment in the Hunter Valley and a reduction in coal exports.²⁵⁹
- 7.195 The ACCC submits that the primary economic concern arises in situations where, absent regulated access, there are few limits on the ability of an owner of monopoly infrastructure to raise the charge for services, or otherwise impose terms and conditions of access that are other than 'reasonable'. This has two main potential effects. First, production in dependent markets may decrease in both the short and long term, with the result that some firms may exit the market. Second, users of the monopoly service are subject to the threat of 'hold-up'; that once an investment is made the monopoly service provider will seek to change the terms and conditions, including price, in its favour. Fearing this, customers will be reluctant to invest, or will make less desirable investments so that there will be potential dampening or chilling of investment incentives by customers who are dependent on the service. Declaration would enhance the conditions or environment for improving competition in dependent markets because commercial negotiations would be conducted with the knowledge that arbitration is available if negotiated agreement cannot be reached. It is more likely that 'reasonable terms and conditions' for using the service would be offered and agreed to in such a scenario.²⁶⁰
- 7.196 PNO's September 2018 submission (accompanied by a report prepared by ResourcefulNæss Consulting titled 'Effect of Port Charges on Incentives to Invest in Coal' [the **ResourcefulNæss Report**] and two reports by HoustonKemp titled 'Effect of Declaration on incentives to invest in coal mines' [**HoustonKemp's Incentives Report**] and 'Effect of declaration on competition for coal authorities' [**HoustonKemp's Tenements Report**]) submits that declaration will not have any

event of a revocation but it does not require it.

²⁵⁸ Synergies' August Report pp 36-38.

²⁵⁹ Anglo American's August 2018 Submission p 4.

²⁶⁰ ACCC's August 2018 Submission p 5.

material impact on investment incentives in new coal mining projects in the Port's catchment area for the following reasons.

- (a) The expected return from mining investments and the risks associated with investing in coal mines will not be discernibly different with or without investment because port charges comprise such a small part of the cost of supplying coal²⁶¹
- (b) There are far greater sources of uncertainty (such as coal price and exchange rate fluctuations) impacting the risk around realising returns from coal mining investments which are likely to form the dominate considerations in investment risk appraisals. As such, there is no basis to assume that that access terms will be more favourable for users with declaration of the Service compared to without declaration²⁶²
- (c) PNO is not able to set terms and conditions of access that discriminate between mines, so the 'hold-up problem' described by the ACCC will not arise²⁶³
- (d) Port charges are an immaterial cost of operating or developing a coal mine and are not a determinant of investment decisions to open or expand coal mines.²⁶⁴

7.197 NCIG's October 2018 Submission states that:

- (a) PNO's analysis ignores the differential effect that port charges will have on different users, noting that new and smaller mining and exploration companies (which are closer to being commercially unviable than larger miners) are more likely to reduce their scale or exit the market in response to the future price increases that are possible if PNO is not constrained by the Declaration. This reduces the effectiveness of these businesses as competitors²⁶⁵
- (b) If PNO's proposed container terminal is developed, PNO would then hold a monopoly position serving the Hunter Valley coal chain but face competition from other ports in its facilitating containerised trade. This scenario would impose a strong incentive for PNO to apply discriminatory pricing to shift costs towards coal services and provide preferential access to capacity (through preferential scheduling) to those services where the port competes with others (such as containers and bulk grain).²⁶⁶

²⁶¹ PNO's September 2018 Submission p 2;

²⁶² Ibid

²⁶³ Ibid

²⁶⁴ Ibid; ResourcefulNæss Report.

²⁶⁵ NCIG's October 2018 Submission pp 3, 6 and 7.

²⁶⁶ Ibid p 9.

7.198 Yancoal's October 2018 Submission states that PNO's submissions have improperly focused on PNO's current pricing and responds to the reports prepared by ResourcefulNæss Consulting and HoustonKemp Economists as follows.

- (a) In response to the ResourcefulNæss Consulting report, Yancoal submits that its own experience is that infrastructure and coal supply chain costs are considered as part of investment decisions. The experience of a single consultant in transactions involving large coal producers during high coal prices is not persuasive of how declaration impacts investment. Much of the consultant's experience relates to Rio Tinto which would see port charges as less material to anticipated project profit margins than would be the case for small producers with smaller scale or lower margin projects²⁶⁷
- (b) In response to HoustonKemp's Incentives Report, Yancoal submits that the only basis for concluding the hold-up problem will not arise is a comparison of current prices to a spot estimate of average profit margin at a single point in time, which Yancoal says is simplistic. The report ignores the fact that PNO can raise price to all users in a way that causes investment hold-up to at least some users, noting that lower margin producers (which are often newer companies) will be more sensitive to such increases. Coal companies earning/anticipating positive profits may still become concerned about making further investments in the Hunter Valley and instead choose other projects that would not be impacted by PNO future pricing uncertainty. The report ignores the fact that coal prices, freight rates and foreign exchange rates are generally cyclical, predictable and able to be mitigated whereas likely future price increases imposed by PNO without declaration of the Service cannot be estimated or mitigated and are unlikely to be reversed once imposed.²⁶⁸

7.199 Glencore's October 2018 Submission responds to PNO's September 2018 Submission and accompanying reports as follows:

- (a) Just because coal prices have improved, does not mean that they will remain at current levels²⁶⁹
- (b) Any mining company in Australia would take prudent steps to prepare for risks in mining and exports in Australia which include all aspects of a company's cost base and there is no basis to claim that rail and port charges are not matters taken into consideration by mining companies when they invest in mining projects. In the view of actual mining companies, these charges are significant²⁷⁰

²⁶⁷ Yancoal's October 2018 Submission p 5.

²⁶⁸ Ibid p 6, 7.

²⁶⁹ Glencore's October 2018 Submission p 7.

²⁷⁰ Ibid pp 7, 8.

- (c) Because demand and supply changes that occur over time are outside of a company's control, companies such as Glencore have to focus on infrastructure costs²⁷¹
- (d) Take or pay and rail and port infrastructure charges are important components of new (and additional investment in) mining projects. Smaller miners using the Wiggins Island Coal Terminal faced insolvency due to such commitments²⁷²
- (e) Drawing on its submission that PNO is able to make quite accurate assessments of what coal was in which coal vessels chartered or otherwise shipping Glencore coal (see paragraph 7.40), Glencore submits that the risk of regulatory hold-up that the ACCC noted is real and not hypothetical²⁷³
- (f) As a result of having benefitted from the ACCC's arbitration determination, Glencore will be able to offer its customers a more efficient and competitive offering than its competitors, such as Yancoal.²⁷⁴

7.200 If it were accepted that there are no vertical integration issues at this time (which Glencore does not accept), PNO has no control over its shareholders such that there is no certainty that it will not become vertically integrated in a relevant market in the future.²⁷⁵

The Council does not consider it likely that declaration would promote a material increase in competition in the coal export market

7.201 In order to export coal mined in the Newcastle catchment into overseas markets, miners need to ensure their coal can be transported from their mine(s) to overseas destinations. A number of key services are needed to achieve this, including acquiring access to rail transport; shipping services; and the Service at the Port. As noted in paragraph 7.87 above, the Council accepts that coal miners operating in the Newcastle catchment face no effective alternative for port services other than those provided by PNO at the Port.

7.202 This means that PNO is unlikely to be constrained by the existence of an alternative port able to provide a substitute for the Service to coal miners that have already sunk costs in coal exploration/mining in the Newcastle catchment. However, as noted in paragraphs 7.87 to 7.110, there are a number of other factors that limit its ability and incentive to take advantage of any market power it might have with respect to the terms and conditions of access for these miners.

²⁷¹ Ibid.

²⁷² Ibid and Tim Buckley, Renew Economy, *Stranded assets: Australia's biggest coal project already at risk* 17 April 2014, <https://reneweconomy.com.au/stranded-assets-australias-biggest-coal-project-already-at-risk-10350/>.

²⁷³ Glencore's October 2018 Submission p 10.

²⁷⁴ Ibid p 11.

²⁷⁵ Ibid p 12.

7.203 The Council has considered whether it is likely, in these circumstances, that access (or increased access) to the Service on reasonable terms and conditions, as a result of declaration of the Service, would promote a material increase in competition in a coal export market. It has done this by:

- (a) Outlining those findings from the Minister's consideration of whether to declare the Service in 2015 that the Council considers still remain relevant today
- (b) Describing key characteristics of the coal export market it has considered
- (c) Considering whether PNO is likely to have an incentive to inhibit the ability of coal miners in the Newcastle catchment to compete in this market
- (d) Analysing whether declaration of the Service would likely to promote a material increase in competition in the coal export market.

7.204 Consideration of these factors leads the Council to conclude it is unlikely that declaration of the Service is likely to promote a material increase in competition in the coal export market.

Many findings from the Minister's 2015 remain relevant today

7.205 In 2015, the Minister was not satisfied that declaring access to the Service would promote a material increase in competition in any of the five dependent markets identified in paragraph 7.172 because:

- (a) there was insufficient evidence that the identified dependent markets are not effectively competitive
- (b) the navigation charges represent a small fraction of the overall cost of producing coal, and even if the charges were to increase significantly in the future, they will remain a minor cost element
- (c) coal producers manage a range of uncertainties in their businesses, many of which are likely to be far greater than that which exists in relation to navigation charges
- (d) PNO was granted a 98-year lease on the Port and is heavily reliant upon coal as the largest share of its throughput
- (e) PNO has contractual obligations with the State of NSW to maintain the Port as a major seaborne gateway
- (f) PNO is not vertically integrated into any dependent market in a way that affects its business decisions.

7.206 The Minister concluded that the terms of access to the Service provided by PNO were not a material factor in whether dependent markets will remain effectively competitive in the future. The Minister also observed that PNO is heavily reliant on coal exports for its revenue and does not have an incentive to diminish the long-term output of the Hunter Valley coal industry.

7.207 In *Re Glencore*, the Tribunal stated that it had the same view as the Minister on these points. Further, it stated that if it were wrong about the correct approach to section 44H(4)(a) (criterion (a), as it then stood), it would not be satisfied that increased access would promote a material increase in competition in the coal export market.²⁷⁶

7.208 In this respect, the Tribunal concluded:

If it were wrong about the correct approach to s 44H(4)(a) as addressed in Issue 1, it would not be satisfied that increased access would promote a material increase in competition in the coal export market. If that market would not be promoted in that way, it follows that the other four dependent markets would also not be promoted with a material increase in competition in any of them.²⁷⁷

7.209 Further, Glencore argued before the Tribunal that the absence of declaration created uncertainty in dependant coal markets arising from PNO's 'unfettered monopoly power to increase prices', and this would have an impact on the state of competition in a way that satisfied criterion (a). It referred to the Hilmer Report (at p 241) in support of this argument. The Tribunal responded:

... but at that point the Report says that where the essential facility is not vertically integrated, the question of "access pricing" is substantially similar to other monopoly pricing issues, and may be subject, where appropriate, to the prices monitoring or surveillance process.²⁷⁸

Coal export markets are likely to be effectively competitive at present

7.210 In *Fortescue Metals Group Limited*²⁷⁹, the Tribunal held that access is unlikely to promote competition in a dependant market if it is already effectively competitive (at [1068]). It follows, therefore, that if the coal export markets is likely to be effectively competitive without declaration of the Service, then the inquiry regarding whether declaration would promote a material increase in competition in this market would likely end at this point.

7.211 In 2015, in circumstances without declaration of the Service, the Council concluded that the coal export market was effectively competitive. At the time, it noted that:

- (a) Coal from the Hunter Valley is predominantly exported, and Glencore submitted that there was in excess of 35 customers from 16 countries for Hunter Valley coal
- (b) Glencore estimated that 70% of exports go to Japan, Korea and Taiwan, with a further 20% exported to China

²⁷⁶ *Re Glencore* paragraph 157.

²⁷⁷ *Re Glencore* paragraph 157

²⁷⁸ *Re Glencore* paragraph 133

²⁷⁹ [2010] ACompT 2.

- (c) Glencore submitted that in the Hunter Valley there are more than 30 operating coal mines, operated by 11 coal producers (as well as other coal projects in various stages of exploration and development)
- (d) Glencore estimated that Hunter Valley coal production accounts for around 40% of Australia's black coal production
- (e) A number of parties had submitted that coal is an internationally-traded commodity, and prices are set by reference to international spot prices.

7.212 The Council does not consider the features of the coal export market to have changed significantly since it was considered by the Council in 2015. Coal continues to be traded and shipped internationally; and Australian coal exporters participate in this international trade and compete against coal produced and sold through other ports in Australia and overseas. In this respect, there are currently several companies participating in the coal export market which are supplying coal to a wide range of global purchasers; and that the nature of the competitive interactions between participants in the coal export market has not changed significantly despite PNO's acquisition of the Port, and subsequent increases in the price of the Service since 2015.

7.213 The Council has not received any submissions during this consideration that suggest the coal export market is not currently effectively competitive. Instead, a number of interested parties made submissions to the effect that they do not consider there to have been a material change in circumstances since the Declaration was made.²⁸⁰ The Council takes these submissions to indicate that competitive conditions have not changed significantly in the coal export market since the Declaration was made.

7.214 In this context, export coal miners from the Newcastle catchment are likely to be "price takers" – that is, decisions by individual coal miners regarding how much coal they will export in any given period are unlikely to materially affect prices for coal in overseas export markets. It is also highly unlikely that changes in the price of the Service within the range considered in paragraph 7.160 above in any given period are likely to alter export prices for coal.

7.215 It follows, therefore, that the Council does not consider there is likely to be a difference in the state of competition in the coal export market with or without declaration of the Service in the Relevant Term such that criterion (a) would be met in relation to this dependant market.

7.216 Consistent with its view in 2015, the Council considers the geographic scope of the coal export market for Australian exporters extends beyond Australia and into at least the Asia-Pacific region. However, as the Council's current assessment does not

²⁸⁰ See, for example, Glencore's August 2018 Submission p.5, NSWMC's August 2018 Submission p. 2, Anglo American's August 2018 Submission p. 3. NGIC's August 2018 Submission, p. 3

turn on the geographic dimension of this market, the Council does not propose to define the geographic boundaries with further precision.²⁸¹

7.217 The Council also acknowledges that coal is not a homogenous commodity and the differences in the grade of coal (i.e. thermal vs metallurgical) may impact its suitability and thus substitutability for particular purposes. In the current matter, the Council has focused its consideration of the coal export market on thermal coal, since this represents the significant majority of coal exported from the Port. However, as the Council's conclusions regarding the coal export market do not turn on the product dimension of this market, the Council does not propose to define the product boundaries with further precision.²⁸²

PNO is unlikely to have an incentive to diminish competition in coal export markets

7.218 As noted in paragraphs 7.112 to 7.113 above, where a service provider is not vertically integrated into a related market, it will usually have little incentive to deny access to its services; and will instead have a commercial incentive for dependent markets to be effectively competitive. Given PNO is not vertically integrated into the coal export market, the Council considers that PNO:

- a) has little incentive to deny access to coal miners seeking to use the Service in order to compete in the coal export market
- b) is likely to have a commercial incentive for the coal export market to be effectively competitive in order to maximise demand for the Service. This is especially the case given the Port is unlikely to face capacity constraints over the Relevant Term of the Declaration.

7.219 The Council's views on this apply irrespective of whether PNO is able to price discriminate between miners seeking to export coal through the Port. To the extent PNO is able to price discriminate between different coal miners, the Council considers PNO will not wish to price to individual miners in a way that inhibits their ability to compete in the coal export market. To the extent it did price them out of competing in this market, PNO would effectively be shooting itself in the foot, as it would be unable to earn any revenue or profits from coal being exported by these miners.

7.220 Further, the Council does not consider that price discrimination necessarily harms competition in a dependent market, or that it would reduce volumes served by the Port over time. It can, as noted above, improve efficiency in some circumstances. While such price discrimination may enable the Port to capture more of the gains from trade from individual users, this may be consistent with greater levels of mining investment in the Newcastle catchment.

²⁸¹ 2015 Final Recommendation p 29.

²⁸² Ibid pp 29, 30.

7.221 In contrast, if PNO was unable to price discriminate between different miners seeking to export coal through the Port in a future without declaration of the Service, the Council considers that PNO would be likely to set a uniform charge across all miners that it believed would maximise its profits over the long-term. The Council also considers that this is likely (but not certain) to involve higher charges for the Service in a future without declaration compared to what might be set in a future with declaration for the reasons set out in paragraphs 7.155 to 7.168 above. In turn, this may have the effect of making some marginal coal exploration/mining activities that would have been profitable in a future with declaration of the Service unprofitable in a future without. However:

- a) For the reasons set out in paragraphs 7.222 to 7.227 below, the Council does not consider this effect is likely to be significant
- b) For the reasons set out in paragraphs 7.210 to 7.215 above, the Council does not expect declaration would promote a material increase in competition in the coal export market as it considers the market is likely already effectively competitive, and will remain so with or without declaration of the Service.

The relative significance of port charges to prices in coal export markets

7.222 As noted above, the ACCC determined a charge of approximately \$0.61 per GT²⁸³ for the Navigation Service in the Glencore-PNO arbitration; and maintained a charge of \$0.0746 per revenue tonne (t)²⁸⁴ for the Wharfage charge²⁸⁵. However, the ACCC Determination is the subject of an appeal process before the Tribunal; and during the arbitration process, the ACCC received submissions from the parties that the appropriate Navigation Service Charge using the ACCC's BBM pricing methodology lay in a range between approximately \$0.41 per GT and \$1.36 per GT. The Council considers this provides a broad indication of the range within which prices may ultimately be determined in a future with declaration of the Service.

7.223 In contrast, in the absence of declaration of the Service, PNO had increased its Navigation Service Charges by 40% to \$0.69 per GT (or \$0.73 per GT in \$2018); and that its current charge has subsequently risen to approximately \$0.76 per GT. While Synergies has in submissions following the SOPV argued it would be profitable for PNO to increase this charge to \$12.50/GT if coal export prices are \$75 in global markets, the Council does not consider this estimate to be plausible for the reasons set out in paragraphs 7.166 to 7.167 above.

7.224 In this context, the Navigation Service Charge at the Port is likely to represent only a small proportion of the price of coal on international spot markets with and without

²⁸³ Gross Tonnage is a measure of a ship's internal volume.

²⁸⁴ Revenue tonnage is a measure of cargo, rated by weight or volume (whichever is larger).

²⁸⁵ PNO, *Port of Newcastle Schedule of Service Charges Effective from 1 January 2018*, <https://www.portofnewcastle.com.au/Resources/Documents/Port-of-Newcastle-Schedule-of-Port-Pricing-2018.pdf>.

declaration of the Service; and the overall cost of production of coal exported from the Newcastle catchment.

7.225 In this respect, PNO's analysis of the relative impact of its charges notes the spot price of coal in 2017 was AU\$88.42 per tonne. Further, it estimates that coal producers' costs are approximately \$43.02/t on average; meaning that an average Hunter Valley coal miner earns a margin of \$45.39 per tonne.²⁸⁶ The relative size of the Navigation Service Charge under a range of scenarios to PNO's estimates of global prices; average coal production costs; and margins earned by the average coal miner is depicted in Figure 6 below.



Figure 6 – Comparison of Navigation Service Charge to PNO's estimates of average coal production costs and spot prices in 2017 in the coal export market

7.226 While parties may dispute the exact size of average production costs for miners, the Council considers that the likely range of charges for services at the Port represent only a small proportion of the international spot prices for coal. This would be the case even if prices rose to \$1.64 per GT, as Synergies' submitted in August 2018²⁸⁷ could be argued by PNO to be consistent with the ACCC's BBM pricing methodology²⁸⁸. This proportion will be even smaller if the spot price for coal rises from \$88/t to expected levels of \$100/t by 2020²⁸⁹. In this regard, while some submissions argue that the international coal price may fall in the future, Synergies' August Report states that prior analysis prepared by Wood Mackenzie suggests that

²⁸⁶ PNO's July 2018 Submission pp 25-28.

²⁸⁷ Synergies' August Report, p 23.

²⁸⁸ ACCC Final Determination Statement of Reasons – 18 September 2018 (public version) p 7.

²⁸⁹ Ibid.

coal prices are likely to rise to \$100/t in 2020; and increase modestly over the coming decade.²⁹⁰

7.227 As indicated in paragraphs 7.155 to 7.168 above, the Council accepts it is likely (but not certain) that charges for the Service will be higher in a future without declaration of the Service, although it is unclear precisely how much higher (if at all). In this respect, the ACCC Determination set prices for the Navigation Service Charge that were approximately 19.9 per cent (in 2018 dollar terms) below those otherwise charged by PNO. While differences in charges for the Service of this order might make a difference at the margin for some miners contemplating investing in exploration/mining of coal in the Newcastle catchment, it is highly unlikely that this would lead to such a material impact on coal mining so as to promote a material increase in competition in coal export markets. This is especially the case given:

- a) The coal export market is already effectively competitive; and coal miners in the Newcastle catchment are highly likely to be price takers in this market
- b) Charges at the Port are likely to remain a small proportion of international spot prices for coal with and without declaration of the Service.

Uncertainty and investment incentives

7.228 While some interested parties accept existing charges for the Service are a small proportion of coal export prices, a number of interested parties have identified the uncertainty around future price increases for the Service in a future without declaration as a reason why the declaration ought not be revoked. In this context, it is argued that the risk of increases in Port charges adds an extra element of uncertainty for prospective miners in the Newcastle catchment which will likely lead to less investment in the future.

7.229 There is likely to be a certain level of uncertainty with regard to future Port charges in a future without declaration of the Service. While there is still ongoing uncertainty regarding charges likely to be set in a future with declaration due to the ongoing appeal process in relation to the ACCC Determination, the Council also accepts that access prices for users of the Service will, in the long-term, likely be more certain in a future with declaration of the Service. The Council accepts this may have an effect at the margin on some discrete decisions regarding future investment in the Newcastle catchment. However, the Council expects any such impact on future investment will be:

- a) Minimal given charges at the Port are likely to remain a small proportion of international spot prices for coal with and without declaration of the Service. Further, charges for the Service are likely to remain a small proportion of the average margins earned by coal miners above their production costs in a future with or without declaration of the Service

²⁹⁰ Ibid.

- b) Tempered by the incentive PNO would have not to materially reduce mining activity in the Newcastle catchment for the reasons expressed in paragraphs 7.218 to 7.219 above
- c) Potentially able to be mitigated to some extent by users seeking to enter long-term contracts with PNO regarding the size of future Navigation Service Charges prior to making investments
- d) Unlikely in any case to materially affect competition in the otherwise effectively competitive coal export market.

7.230 Coal producers and exporters face significant uncertainty from other factors that are more likely to influence their future coal mining activities in the Newcastle catchment. For instance, they face considerable uncertainty resulting from the magnitude and timing of potential future changes in a number of other factors including coal prices, labour costs and taxes. The Council considers that the risks associated with uncertainty over access charges for the Service are unlikely to contribute significantly to an investor's expected valuation of future mining projects in the Newcastle catchment due to the low relative size of likely charges at the Port compared to likely prices in the coal export market.

Glencore's competitive advantage resulting from the ACCC arbitration

7.231 Arbitration (under Division 3 of Part IIIA of the CCA) is a dispute resolution mechanism between named parties which can be undertaken confidentially or publicly. It is not a regime whereby the ACCC has general price or terms oversight, or the ability to unilaterally set terms of access for all access seekers. There is no requirement that all access seekers be afforded the same terms of access, and price discrimination is expressly permitted where it aids efficiency in accordance with the pricing principles in section 44ZZCA.

7.232 The Council does not consider that PNO has historically price discriminated between different coal producers. However, the Council notes that the ACCC Determination set terms for Glencore's access to the Service, including price, which differ from (and are more favourable than) those available to Glencore's competitors. The Council is mindful that in a future with declaration of the Service, Glencore's competitors will retain the ability to notify the ACCC of any access dispute that might arise and themselves obtain access to terms considered reasonable by the ACCC. This is in contrast to a future without declaration, where the terms granted to Glencore through the ACCC's arbitration would endure (unless revoked or amended through appeal) while its competitors' capacity to obtain equivalent terms through an arbitration process would cease.

7.233 PNO and Glencore have applied to the Tribunal for review of the ACCC's arbitrated terms and as such it remains uncertain whether Glencore will have access to the Service on terms that differ from those available to any other user of the Service. The Tribunal's review of the arbitrated terms provided to Glencore may continue regardless of whether the declaration applies to the Service.

- 7.234 During the course of this revocation inquiry (and since the Glencore-PNO Arbitration Determination was made by the ACCC in October 2018), any other user of the Service that was unable to negotiate commercial access terms with PNO could have applied to the ACCC for an arbitrated outcome. To date, no other party has lodged an access dispute with the ACCC in relation to the Service. Further, there is no guarantee that the same terms would be granted by the ACCC in any such arbitration dispute, in which case differing terms could apply as between Glencore and any subsequent applicant(s).
- 7.235 The Council considers that, in both the future with and without declaration of the Service, it is possible that Glencore might have access to the Service on terms that differ from those available to its competitors. However, to the extent that charges similar (or equal) to those in the Glencore-PNO Arbitration are upheld, it is more likely that Glencore will have access to the Service on more favourable terms than those available to its competitors in a future without declaration of the Service.
- 7.236 However, for the reasons set out in paragraphs 7.222 to 7.227, the Council does not consider that the difference in charges for the Service with and without declaration of the Service is likely to have a material impact on competition in the coal export market. Given the coal export market is likely to be effectively competitive with or without declaration of the Service, it is unlikely that declaration would be likely to materially increase competition in the coal export market due to any advantage conferred on Glencore as a result of it having charges determined via the ACCC Determination. Finally, if the possibility of Glencore retaining such an advantage was a significant concern to market participants, then they could have addressed this by negotiating with PNO to seek terms similar to those available to Glencore; and failing which, they could have notified an access dispute to the ACCC under section 44S of the CCA.

Effect of the proposed container terminal and/or increased cruise ship visits

- 7.237 The Council has considered whether the proposal to develop a container terminal at the Port, and the possibility of increased cruise ship visits (that may result with or without the proposed cruise terminal), are likely to change PNO's strategy in relation to the coal export market. In particular, the Council has considered whether PNO may offer more favourable pricing or access terms to non-coal users of the Port or seek to subsidise access for such users at the expense of coal export market participants (who are likely to be relatively less responsive to changes in port charges).
- 7.238 As noted in paragraph 7.127, the Council considers to the extent PNO is able to set different prices for users of the Service operating in container transport markets compared to users competing in coal export markets, it may have an incentive to do so. However, it does not believe that this would rise to the level of "cross-subsidising", where cross-subsidisation would involve setting below-incremental cost pricing for container port services. To the extent the Port is operating significantly below its full capacity, and container and coal export services are not

substitutable with each other from a consumer perspective, PNO is likely to separately set terms and conditions of access for container and coal export users that individually maximise its profits for each set of customers in a future without declaration of the Service. The Council does not expect this would have any effect on competition in coal export markets.

No material increase in competition in the coal export market

7.239 Taking into account the various factors outlined above, the Council is not satisfied that access or increased access to the Service, on reasonable terms and conditions, as a result of declaration would promote a material increase in competition in the coal export market.

Effect of declaration on competition in the tenements market

7.240 A ‘tenement’ or ‘exploration authority’ is the right under licence to carry out prospecting, exploration or mining activity in respect of a specific piece of land. Such licences are required because all mineral resources in Australia are owned by the Crown.

7.241 In NSW, all exploration and mining activity must be conducted in accordance with an authority issued under the *Mining Act 1992 (NSW)*.²⁹¹

7.242 Acquiring rights to mineral deposits generally begins with acquiring an ‘exploration licence’, which grants an exclusive right to search for specific resources in a defined area. An exploration licence enables the licence holder to explore areas where mineral and petroleum resources may be present, to establish the quality and quantity of those resources, and to investigate the viability of extracting the resource).²⁹² If valuable minerals have been discovered, the owner of the exploration licence may then apply for a production/mining lease.²⁹³ A mining lease permits the business to mine for minerals over a specific area of land.²⁹⁴ The grant of an exploration licence does not guarantee the grant of a mining lease. As part of the process of applying for a mining lease, the applicant (the exploration licence

²⁹¹ Resources and Geoscience NSW <https://www.resourcesandgeoscience.nsw.gov.au/miners-and-explorers/applications-and-approvals/mining-and-exploration-in-nsw/coal-and-mineral-titles>

²⁹² Resources and Geoscience NSW ‘Exploration licences and regulation’ <https://resourcesandgeoscience.nsw.gov.au/landholders-and-community/minerals-and-coal/exploration>

²⁹³ NSW Department of Planning and Environment, *Exploration Licences and Regulation*, <https://www.resourcesandgeoscience.nsw.gov.au/landholders-and-community/minerals-and-coal/exploration>.

²⁹⁴ Resources and Geoscience NSW ‘Mining leases and regulation’ <https://resourcesandgeoscience.nsw.gov.au/landholders-and-community/minerals-and-coal/mining>.

holder) must go through a separate assessment process (including an environmental impact assessment and extensive public consultation).²⁹⁵

7.243 Prior to December 2015, all applicants for coal exploration licences in NSW were required to seek the approval of the NSW Minister for Resources before lodging an application. As observed by the NSW Independent Commission Against Corruption (IACA), the processes for allocating exploration licences were opaque and vulnerable to lobbying, with the Minister having a considerably wide discretion to decide whether to allow or refuse the application to be made. An applicant could obtain the licence through a direct allocation from the Minister, or via a competitive process. In response to the IACA Report and on the recommendations of several committees,²⁹⁶ the NSW Government introduced a new system at the end of 2015 which changed the processes for the allocation, granting and renewal of coal tenements. As a result of the reform, the whole state of NSW is declared a 'controlled release area' for coal,²⁹⁷ and coal is declared a 'controlled release mineral'. As well as abolishing direct allocation as a way of obtaining a coal exploration licence, the reform introduced two new ways of acquiring exploration licences from the Government. These are described below.

Strategic Release

7.244 The first of these processes is called the 'Strategic Release' framework. The framework seeks to deliver greater transparency and control over the release of exploration areas and the granting of exploration licences, and achieve economic and adequate returns for state owned resources.²⁹⁸ Unlike previous allocation processes which only required consideration of a much narrower range of issues, this process explicitly considers a broad range of matters upfront (the geological, social, environmental and economic considerations). Under the framework, the process is overseen by an Advisory Body for Strategic Release (an inter-agency group, with an independent Chair). The Advisory Body considers the potential release areas based on an Initial Resource Assessment, and subsequently, a Preliminary Regional Issues Assessment. The last step also includes community consultation – this is a new requirement introduced by the reform, which recognises competing uses of land, and seeks to balance these interests.²⁹⁹

²⁹⁵ Resources and Geoscience NSW <https://www.resourcesandgeoscience.nsw.gov.au/miners-and-explorers/programs-and-initiatives/strategic-release-framework-for-coal-and-petroleum-exploration>

²⁹⁶ These include the Coal Exploration Steering Group, and NSW Chief Scientist and Engineer on Coal Seam Gas (CSG) activities in NSW.

²⁹⁷ Section 368A(3), *Mining Act 199 (NSW)*.

²⁹⁸ Resources and Geoscience NSW <https://www.resourcesandgeoscience.nsw.gov.au/miners-and-explorers/programs-and-initiatives/strategic-release-framework-for-coal-and-petroleum-exploration>

²⁹⁹ Ibid.

- 7.245 Following the above-mentioned processes, the Advisory Body may then make a recommendation to the NSW Minister for Resources for an area to be released for exploration. The recommendations are also considered by the Cabinet. If approved, the Minister will release the area for exploration, and the decision will be published in the Government Gazette and advertised through media channels, and companies will be invited to apply for an exploration licence in that area.³⁰⁰
- 7.246 A single exploration licence may be issued for any given defined area. Which company (if any) receives the exploration licence for an area is decided by a blind auction process, with an undisclosed reserve price set by the Advisory Body. Pre-qualification minimum standards apply to interested businesses and must be met for those businesses to qualify to place a bid.³⁰¹
- 7.247 If the reserve price is met, then the highest bidder will be recommended by the Advisory Body to the Minister for Resources, who will seek Cabinet's endorsement for that company to be granted an exploration licence.³⁰²
- 7.248 If the reserve price is not met, a second auction will take place with the reserve price disclosed to all pre-qualified bidders.³⁰³
- 7.249 The Council is not aware of any exploration licences being made available through the Strategic Release Framework since it was introduced in December 2015³⁰⁴.

Operational Allocation

- 7.250 The second new method of obtaining an exploration licence from the NSW Government is through an 'Operational Allocation'. The Operational Allocation framework allows existing companies that currently hold an exploration licence or mining lease to apply for an additional exploration title to avoid sterilisation of resources, support better mine design, or expand existing mining operations.³⁰⁵ This framework recognises the commitment that these miners and explorers have already made in NSW. The maximum land area that can be covered under any operational allocation licence is 33% of the land area of the existing exploration

³⁰⁰ NSW Government. *Strategic Release Framework for Coal and Petroleum Exploration*. Pp 3 – 5. https://www.resourcesandgeoscience.nsw.gov.au/_data/assets/pdf_file/0004/753160/Strategic-Release-Framework-OVERVIEW_APPROVED.pdf.

³⁰¹ Ibid p 8.

³⁰² Ibid p 9

³⁰³ NSW Government. *Strategic Release Framework for Coal and Petroleum Exploration*. <https://www.resourcesandgeoscience.nsw.gov.au/miners-and-explorers/programs-and-initiatives/strategic-release-framework-for-coal-and-petroleum-exploration>

³⁰⁴ The Framework was introduced through *Mining and Petroleum Legislation Amendment (Grant of Coal and Petroleum Prospecting Titles) Act 2015 (NSW)*, which amended *Mining Act 1992 (NSW)*.

³⁰⁵ NSW Government. *Guidelines for exploration licence applications for operational allocation purposes*, available at <https://www.resourcesandgeoscience.nsw.gov.au/miners-and-explorers/programs-and-initiatives/operational-allocation-guidelines>

licence or mining lease to which it relates. This limit ensures that the operational allocation licence mechanism is not a 'land grab', and at the same time, provides a practical way for existing licence holders to gain extra title to support operations.

- 7.251 Any request for an exploration licence to be issued for an operational allocation purpose will be subject to a market-interest test. This will test for valid interest in the site through an expression of interest process that includes notification in the Gazette, and invites any other interested potential operator to express their interest. Where no market interest is identified (i.e. no other operator expresses interest in the site during the market-interest test period), then the allocation may be awarded to the applicant (subject to the applicant meeting other qualification criteria).³⁰⁶
- 7.252 Where more than one party demonstrates interest in an area where an exploration licence was sought through operational allocation, the details of the application will be referred to the Advisory Body for Strategic Release to consider the most appropriate process.³⁰⁷ For example, an area adjacent to an existing miner's operations may attract the interest of several miners, in which case that area would be identified to the Advisory Body for Strategic Release. It may then consider if that area should comprise part of a larger area that may be put to market through a strategic release.
- 7.253 Operational allocations will be subject to financial contributions calculated on the tonnage of saleable coal.³⁰⁸
- 7.254 Aside from acquiring exploration licences from the NSW Government, companies that hold exploration licences and/or mining leases may be acquired by operators with an interest in mining or exploring areas governed by those licences. For example, a company that is interested in further exploring or mining a particular area may seek to acquire another company which holds an exploration licence for that area.
- 7.255 A market for the acquisition and disposal of exploration and/or mining authorities (i.e. the 'tenements market') was previously accepted as a dependent market of the Service by the Council, the Minister, the Tribunal and the Federal Court in their previous considerations of whether to declare the Service.

³⁰⁶ NSW Government. *Guidelines for coal exploration licence application for operational allocation purposes*. Pp 1, 2, available at https://www.resourcesandgeoscience.nsw.gov.au/_data/assets/pdf_file/0010/587170/Guidelines-for-coal-exploration-licence-applications-for-operation-allocation-purposes.pdf

³⁰⁷ Any referral to the Advisory Board for Strategic Release does not guarantee that the area will be allocated or released for a competitive process.

³⁰⁸ Ibid p 3.

Submissions

Before the SOPV was issued

7.256 The economic arguments put by the ACCC and summarised at paragraph 7.195 are also relevant to the tenements market.

7.257 Synergies' August 2018 Report submits that the tenements market is best defined as 'the market for prospecting, exploring and developing coal deposits within the Newcastle catchment area (at its broadest level)'.³⁰⁹ Synergies considers that the product dimension of the tenements market should be described as the rights to explore a specific coal deposit, with different markets existing for predominately thermal and predominately coking coal deposits.³¹⁰

7.258 Yancoal's August 2018 Submission states that separate markets exist for coal and non-coal tenements and the geographic dimension of the exploration and/or mining authorities market is likely to be narrow and confined to the Hunter Valley region. This is because a coal tenement in the Hunter Valley region would not be equivalent to a tenement in other locations due to limits on intra-regional substitutability. Yancoal submits that substitution between regions is limited because of material differences in coal quality between coal basins; significant differences in infrastructure costs; and different regulatory environments for mining developments and approvals. For existing Hunter Valley producers, coal authorities in that region will be far more attractive than coal authorities in other regions because of the producer's ability to use existing contracted capacity (at coal terminals and on the rail network) and to redeploy employees and contractors between mines.³¹¹

7.259 NCIG's August 2018 Submission similarly submits that the geographic boundary of the tenements market (which it calls the 'Authorities market') is the Hunter Valley region.³¹²

7.260 Glencore's August 2018 Submission states that tenements will typically hold less attractive resources than existing coal production areas and have a higher risk and cost profile. These comparatively marginal projects are more likely to be taken on by smaller coal producers which typically face relatively higher marginal costs. As such, participants in the tenements market are likely to be the most affected by the higher costs and risks associated with access through the Port if the Service is not subject to Declaration.³¹³

³⁰⁹ Ibid p 40.

³¹⁰ Ibid p 42.

³¹¹ Yancoal's August 2018 Submission pp 11-12.

³¹² NCIG's August 2018 Submission p 10.

³¹³ Glencore's August 2018 Submission pp 27, 28.

- 7.261 Glencore submits that revocation of the declaration will impact on competition in the ‘tenements’ market. In particular, the higher costs and risks resulting from the unregulated port monopolist will reduce the prospective economic viability of new mines and reduce business’ incentives to invest in the exploration and development of coal reserves in the Newcastle Catchment. There will consequently be a reduction in the number of parties willing to bid on tenements and a material risk that sellers of tenements will face less competition among buyers resulting in lower prices and reduced activity in the tenements market. Glencore will have a particular advantage as the only producer with long term certainty of access and price at the Port. Small companies are likely to be less vigorous and effective competitors.³¹⁴
- 7.262 Synergies’ August Report submits that smaller coal producers will be at a comparative disadvantage to the major operators as they are less well placed to withstand the consequences of a lack of investor confidence and a reduction in, or increased cost of, available financing for their projects.³¹⁵ Synergies submits that there is already concern about the effectiveness of existing competition in the coal tenements market, with the NSW Government recently reforming its permit allocation process to promote competition for access to coal exploration areas. Synergies submits that this reform has the potential to improve competition in the tenements market, but this potential is unlikely to be realised if higher port charges lead to materially lower interest in exploration and leads to a limited number of bidders that are willing to vigorously compete in the market.³¹⁶
- 7.263 Glencore submits that the Council cannot be satisfied that criterion (a) is not satisfied in respect of the dependent ‘mining tenements market’. In particular, revocation of the declaration will reduce incentives for exploration investments and lead to concentration on the buyer side for mining tenements in the Newcastle catchment area with the effect of materially reducing competition in the coal tenements market.³¹⁷
- 7.264 Yancoal’s August 2018 submission states that if the Declaration is revoked there will be a distortion in a number of dependent markets because Glencore will have the benefit of ACCC arbitrated terms (which would continue to apply if a final determination is made by the ACCC before the Declaration is revoked).³¹⁸ This effect would make coal authorities more valuable to Glencore and place Glencore in an

³¹⁴ Ibid p 28.

³¹⁵ Synergies’ August Report p 65.

³¹⁶ Ibid pp 63, 67.

³¹⁷ Glencore’s August 2018 Submission p.3

³¹⁸ It is not necessary for the arbitration to conclude before any revocation. Further, arbitration does not automatically cease if there is a revocation. The arbitration panel must make a decision on the case before them - see s.44V – subject to the exceptions listed in s.44V of the CCA. Those exceptions would potentially allow the arbitration panel to discontinue the arbitration in the event of a revocation but it does not require it.

advantageous position compared to other potential acquirers in the tenements market.³¹⁹

7.265 PNO submits that the geographic dimension of the tenements market (it refers to this as the ‘market for acquisition and disposal of exploration and/or mining authorities’) is not limited to the Hunter Valley.³²⁰ HoustonKemp’s Tenements Report supports this view, stating that buyers of coal authorities in the Hunter Valley face a vast array of choices about where to acquire rights to potential resources. There are no special circumstances in the Hunter Valley that would mean opportunities in other areas, such as central Queensland or elsewhere, are not close substitutes. Therefore, the actions of PNO are very unlikely to be material to competition in this broader market for coal authorities.³²¹ PNO submits there would be no material difference in the investment incentives in new coal mining projects (at any stage of their development) with or without declaration of the Service.³²²

7.266 HoustonKemp’s Tenements Report also responds to Glencore’s (on the basis of Synergies’ August Report) and Yancoal’s submissions that the geographic dimension of the tenements market is the Hunter Valley at its widest, and potentially narrower.³²³

7.267 In response to Glencore’s characterisation of the market, HoustonKemp submits that, based on the Tribunal’s finding in *Fortescue Metals*³²⁴, Synergies err in applying a hypothetical monopsonist test in a hypothetical environment in which there are no potential buyers of tenements outside the Hunter Valley competing with its hypothetical Hunter Valley based monopsonist. If a hypothetical monopsonist buying coal authorities in the Hunter Valley were to try to force the price of tenements below their inherent value, it would be outbid by buyers outside the Hunter Valley. HoustonKemp also submits that differences in the availability of infrastructure (e.g. sites with a single infrastructure path vs infrastructure alternatives) may increase the fundamental value of coal authorities (due to potentially lower transportation costs from sites with infrastructure alternatives) when sending resultant coal to market, but does not actually impact on the scope for potential buyers to compete with a hypothetical monopsonist in the Hunter Valley.³²⁵

7.268 In response to Yancoal’s characterisation of the market, HoustonKemp submits that differences in infrastructure costs and regulatory environments between regions

³¹⁹ Yancoal’s August 2018 Submission p 12.

³²⁰ PNO’s September 2018 Submission p 3.

³²¹ HoustonKemp’s Tenements Report p 5.

³²² Ibid p 8

³²³ Ibid pp 6-8

³²⁴ Fortescue Metals Group Limited [2010] ACompT 2, 30 June 2010, p258, paragraphs [1118]-[1119].

³²⁵ HoustonKemp’s Tenement Report’ p 7.

may affect the value of tenements, but have no impact on the substitutability of any particular coal tenement with any other. In response to Yancoal's argument that Hunter Valley coal producers can reallocate rail/terminal capacity and labour resources within the Hunter Valley in a manner that is not possible in other regions, HoustonKemp submits that such a benefit assumes that coal miners have contracted for rail capacity, terminal capacity and/or staffing levels which exceed the requirements of their existing mines (which HoustonKemp submits is unlikely over the medium to long term over which coal authorities are acquired and developed). HoustonKemp submits that this does not actually amount to the synergies submitted by Yancoal and does not constrain substitution of coal authorities between regions to the degree submitted by Yancoal.³²⁶ In relation to the product dimension of the market, HoustonKemp submits that it shares Yancoal's view that a distinction should be drawn between the markets for coal tenements and non-coal tenements, but does not consider that a distinction should be drawn between tenements markets for different grades/types of coal. HoustonKemp observes that, broadly, the same miners operate in the Hunter Valley (primarily thermal and semi-soft coking coal) and in Queensland (which has more of other types of metallurgical coal) and that many mines in both regions produce a mix of thermal and coking coal, suggesting that the expertise and equipment required to extract both types of coal is the same.³²⁷

7.269 Yancoal's October 2018 Submission notes that the investment hold-up issues (previously considered in the context of the coal export market) are of particular concern for smaller and more marginal producers. Yancoal submits that it is the newer and smaller entrants that are typically active and provide vigorous competition in the tenements market because these smaller companies take on the risk involved in acquiring exploration acreage, and undertaking exploration and appraisal work. As a result, Yancoal submits that the impact on competition in the tenements market of a number of more marginal producers exiting or ceasing to make investments is very significant, even if there is a lesser impact in coal export markets.³²⁸

7.270 Glencore's October 2018 submission suggests that other stakeholders may not have provided submissions to the Council because they fear retribution from PNO if they publicly oppose it.³²⁹

7.271 The report prepared by Synergies dated 5 October 2018 (**Synergies' October Report**) submits that HoustonKemp's Tenement Report misapplies the hypothetical monopsony test and the correct application is as applied in Synergies' August report. The fundamental issue in applying the hypothetical monopsonist test in present circumstances is assuming the absence of any other existing or proposed

³²⁶ Ibid p 8.

³²⁷ Ibid.

³²⁸ Yancoal's October 2018 Submission p 7.

³²⁹ Glencore October 2018 submission p 11.

facility for the export of coal means that the seller of coal tenements has no other option than to sell to the monopsonist buyer linked to the Port of Newcastle.³³⁰ In relation to the product dimension, Synergies agrees with HoustonKemp's assessment that it is not critical for a product dimension to distinguish between thermal and coking coal, but considers it sensible to restrict the market to resources that the seller of tenements is selling.³³¹

Responding to the SOPV

7.272 The ACCC submits that the Council draws upon its pricing analysis to conclude that any uncertainty about PNO's Navigation Service Charge is and will remain unsubstantial, with or without declaration. This argument assumes that the shipping channel costs will remain a relatively small proportion of overall costs. However, this assumption cannot be made in a scenario without declaration, where PNO has unfettered market power.³³²

7.273 The ACCC submits that greater consideration should also be given to the effect of price increases than simply comparing the price of service to the current coal price. The ACCC considers that the threat of the continued future expropriation of miners' profits by PNO is likely to have a dampening or chilling effect on future investment in Hunter Valley coal mines, which in turn will damage the competitive environment of dependant markets.³³³

7.274 In response to the Council's observation that if the ACCC's arbitration had conferred Glencore with a material advantage, then other operators would have undertaken arbitration themselves, the ACCC submits that the Glencore arbitration only finished in late 2018 and firms with existing long term contracts may not be able to seek arbitration until those contracts expire. Over the longer term, most firms would seek to even the playing-field with Glencore.³³⁴

7.275 The ACCC accepts the Council's view that a mere redistribution of gains does not necessarily satisfy criterion (a). It submits, however, that consideration should also be given to the impact of distribution issues by examining their long term impacts. Repeated loss of gains from users to the monopolist is likely to contribute to the hold-up problem in other markets.³³⁵

7.276 Bloomfield submits:

- a) Because the Bloomfield Group has all of its production in the Hunter Valley Coal Chain, it has no ability to reasonably reduce its exposure to possible Port price

³³⁰ Synergies' October 2018 Report p 3

³³¹ Ibid p 13.

³³² ACCC's SOPV Submission p 5.

³³³ Ibid.

³³⁴ Ibid.

³³⁵ Ibid.

risks by reallocating its capital and production profile to other states and countries, should PNO port charges increase sufficiently to make the price of its coal globally uncompetitive³³⁶

- b) As a relatively small producer, Bloomfield has previously relied on those more directly impacted by PNO's pricing and with more substantial resources to lead and pursue declaration or arbitration against PNO. As a small mining company, it has been prudent and commercially rational for Bloomfield to await the outcome of the lengthy and costly dispute between Glencore and PNO. Bloomfield recognises that the outcome of the Glencore/PNO arbitration may have flow-on effects to the broader NSW coal mining industry, in that other parties may in the future be able to rely on the work done and framework established³³⁷
- c) Bloomfield considers that the NCC has not given sufficient weight to the risk of investing and acquiring tenements by businesses, such as Bloomfield, if PNO has the unconstrained ability to increase channel charges³³⁸
- d) PNO's past pricing behaviour indicates that its charges can be significant, unpredictable, and unrelated to coal market forecasts, economic factors or supply chain constraints. The additional risk that would be imparted if declaration is revoked would provide larger mining companies with a relative advantage over smaller operators due to their greater financial capacity that allows big companies to better absorb an unforeseen and inmitigable cost increase. For example, small miners which only operate in the Hunter Valley coal chain have fewer risk mitigation options than larger miners which can rebalance their operations in favour of other regions. Small operators and start-ups will be at a comparative disadvantage compared to larger established operators in preparing to absorb an unpredictable out of market cost increase. The additional uncertainty that results from the removal of declaration is material and would result in a significant decrease in competition in the tenements market as Bloomfield, and companies like it, may choose not to risk their capital and/or be able to source project financing from external parties because of increased uncertainty in projected costs.³³⁹

7.277 NCIG disagrees that the coal tenements market is a derivative market of the broader coal export market, which potentially implies that no effect on competition could be seen to arise if competition in the coal export market was not also affected. Distinct geological, commercial and regulatory conditions mean that the market for investment in tenements in the Newcastle Catchment is distinct from investment in coal mines elsewhere in Australia or globally. Further, a large number

³³⁶ Bloomfield's SOPV Submission p 2.

³³⁷ Ibid pp 2, 3.

³³⁸ Ibid p 3.

³³⁹ Ibid pp 3, 4.

of market participants in the tenements market are based solely or principally in the Newcastle Catchment – this is a narrower group than the market participants in coal export markets.³⁴⁰

7.278 PWCS submits that in assessing the quantum of Port prices, potential prices should be compared to potential industry profits (and not total costs, as the Council has done) for new and prospective supply chain participants.³⁴¹

7.279 Yancoal submits that the Council's underappraisal of the magnitude of price rises that may eventuate in the absence of declaration has led it to undervalue the role of uncertainty about future price increases in the absence of declaration.³⁴² At a minimum, when potential buyers undertake a discounted cash flow analysis in seeking to value a tenement, they will need to account for the potential for very significant increases (even the clearly profitable \$10-15 price rise modelled by Synergies above accounts for up to a third of PNO's estimate of the average margin of a coal producer, and therefore would be anticipated to make more marginal operators uneconomic. Yancoal submits this will clearly prevent some efficient transactions and investments in the coal tenements market from occurring.³⁴³ Consequently it is not the case that the investment decision for a coal tenement in the Newcastle catchment has to be on the 'knife's edge' relative to an alternative coal tenement in another market. Rather, the magnitude of the likely price rises in the absence of declaration will make tenements in the Newcastle catchment materially less attractive such that investment will instead occur in tenements in other coal regions.³⁴⁴

7.280 Yancoal disagrees with the Council's inferences in relation to why Glencore is the only miner that has utilised the ACCC arbitration framework enabled by the declaration. Synergies submits that the NCC fails to appreciate that any attempt by a user to seek arbitration would be met with the same delays and challenges brought against Glencore by PNO, with a view to seeking to prevent there being an arbitrated outcome before a decision is made in relation to revocation. In other words, any attempt to seek an arbitration now would involve substantial expense and would be unlikely to achieve anything if there is a decision to revoke (which the NCC is currently proposing). For that reason, Yancoal, which has already sent a request to negotiate to PNO, has not yet sought arbitration. The possibility of significant price rises is of a significant concern to Yancoal, but given the timelines for an arbitrated outcome (once all legal challenges PNO could bring are taken into account) relative to the timelines for a decision on revocation – Yancoal (and other

³⁴⁰ NCIG's SOPV Submission pp 3, 4.

³⁴¹ PWCS' SOPV Submission p 2.

³⁴² Yancoal' SOPV Submission pp 7, 8.

³⁴³ Ibid p 12.

³⁴⁴ Ibid.

users) have little option but to wait until either the revocation application is rejected or there is greater certainty that that will occur.³⁴⁵

7.281 Yancoal submits that it is not necessary for PNO to be able to price discriminate between coal producers in order to impose economic hold-up. Not all coal producers have the same level of profitability – so the hold-up problem is best thought of in these circumstances as being that where PNO has the right to set new prices each year, the profit maximising price in a future year will be a price at or above the point at which a particular producer's mine is no longer profitable (even if numerous other mines remain profitable so that any reduction in PNO's revenue through loss of volume is more than offset by the additional charges based on the remaining throughput, i.e. the rise is profit maximising for PNO). The risk of economic hold-up will have a strong chilling effect in the coal tenements market. Even though demand for the channel service from existing producers is highly price inelastic, for potential tenement purchasers who can simply decide not to invest in a tenement (without the asset stranding or take or pay liability tail an existing producer would experience), it would be anticipated there would be an immediate response and reduction in demand for and competition for tenements.³⁴⁶

7.282 Synergies submits that:

- a) The NCC assumes that other market participants share its 'benign' view as to the extent to which PNO will increase its prices in the absence of declaration. As demonstrated by the submissions provided, however, such views are not widely held by those who will be affected by such prices. Investors in tenement markets who are more worried about significant cost increases in the absence of declaration are likely to change their investment decisions accordingly. The Council should not consider that all investors share its benign view about the extent to which PNO may increase its prices if it is unconstrained by declaration³⁴⁷
- b) The matter of risk and its impact in the tenements market is largely a matter of whether or not the costs imposed by that risk can be mitigated and also whether there is any upside potential to offset downside risk.³⁴⁸

Where risks cannot be mitigated or entail no meaningful upside potential and so reduce the expected economic viability of new mining ventures, then this will result in reduced demand for, and competition for, mining tenements.³⁴⁹

It is almost certain that port charges will increase over time (while the quantum of increases is uncertain). The main problem with risk arises where there is no

³⁴⁵ Ibid pp 12, 13.

³⁴⁶ Ibid p 13.

³⁴⁷ Synergies' February 2019 Report p 11.

³⁴⁸ Ibid p 29.

³⁴⁹ Ibid pp 29, 30.

offsetting upside potential. In this case, there is most likely to be a Service charge that does not entail any offsetting benefit to the user. This contrasts to other risks, such as price changes, where there is scope to manage that risk (e.g. through hedging arrangements) and the risk involves both upside and downside changes.³⁵⁰

The NCC's view does not adequately distinguish between those risk factors that are able to be mitigated or entail some upside potential and those which cannot be mitigated or have no upside potential for the user.³⁵¹

Synergies notes that QCA considered this to be an important distinction when assessing the impact of risk associated with pricing uncertainty and its impact on competition in the coal tenements market.³⁵²

- c) The SOPV considered the hold-up problem in terms of the potential for PNO to hold up individual mining investments and was dismissed by the NCC on the basis that PNO could not adequately price discriminate between individual mines. The NCC did not consider the hold-up problem in the absence of price discrimination.³⁵³

While the ability to price discriminate will assist in allowing a service provider, such as PNO, to increase prices in a targeted way to expropriate a user's profit margin after its investment is sunk, some level of profit expropriation is possible through the application of general price increases. This is particularly relevant for coal mines where, once investment in the mine is sunk, coal volumes (particularly for non-marginal producers) are relatively insensitive to changes in port prices.³⁵⁴

The NCC similarly did not consider the hold-up problem in the absence of declaration, only under the present circumstances.

- d) The NCC states that in 2015 it considered the tenements market was and would remain effectively competitive with or without declaration of the Service, but has not undertaken any analysis on the current extent of competition in the tenements market, either in 2015 or 2018.³⁵⁵

Having a large number of companies holding tenement licences the Newcastle catchment is not a robust indication of the state of competition in the market. Factors suggested by Synergies in its 2018 reports suggesting the market is not highly competitive have not been addressed by the NCC.³⁵⁶

³⁵⁰ Ibid p 30

³⁵¹ Ibid

³⁵² Ibid p 31.

³⁵³ Ibid p 35.

³⁵⁴ Ibid.

³⁵⁵ Ibid p 34.

³⁵⁶ Ibid.

Synergies also notes that, with regard to the NSW government reforms to the tenement bidding process, a regulatory change that is expected to reduce expected returns from coal tenements is likely to adversely impact on competition in the tenements market by reducing the incentive for bidders to participate and vigorously compete in the tenements market.³⁵⁷

7.283 PNO submits that:

- a) Production and investment decisions by coal miners in the Hunter Valley are affected by a number of factors, including export coal prices and foreign exchange rates. The impact of fluctuations in these factors (which will persist with or without declaration) on mining profitability and investment dwarfs PNO's charges and any uncertainty in their magnitude over the term.³⁵⁸

For example, while PNO's aggregate charges have increased by \$0.19 per revenue tonne over the past five years, the three-month average thermal coal, high-quality metallurgical coal and standard coal prices have varied by almost AU\$50, AU\$159 and AU\$96 per revenue tonne, respectively.³⁵⁹

- b) The NCC's analysis of regulatory constraints in the SOPV focusses on existing regulations under the PAMA Act and the contractual arrangements between NSW and PNO, concluding that they do not impose a significant limitation on PNO's behaviour. PNO disagrees with this conclusion.³⁶⁰
- c) The existing regulatory arrangements, including those imposed under contract, constrain PNO's ability to set the terms of access to the Service. Moreover, these regulatory arrangements are not static. PNO expects and is mindful that, if it imposed excessive price increases or other access limitations that had the potential to have a material adverse impact on competition in the dependent markets or otherwise harm the public interest, the NSW Government would intervene, either via the terms of PNO's lease, under the terms of the PAMA Act (by referral to IPART), or by introducing new statutory restrictions.³⁶¹
- d) The State has a clear incentive (and regulatory and legislative power) to protect the public interest and intervene in the event PNO's conduct posed a threat to the competitiveness of relevant markets or the public interest. This background threat of further regulation or intervention acts as a material constraint on PNO's pricing behaviour, and will continue to do so without declaration.³⁶²
- e) Coal producers are aware it is not in PNO's commercial interests to increase prices to the point where it reduces production and investment, leaving PNO

³⁵⁷ Ibid pp 34, 35.

³⁵⁸ PNO's SOPV Submission p 7.

³⁵⁹ Ibid pp 7, 8.

³⁶⁰ Ibid pp 8, 9.

³⁶¹ Ibid p 9.

³⁶² Ibid p 9.

with even greater surplus capacity. It is in PNO's commercial interests to encourage increased production and new investment in the Hunter Valley. Coal producers are also aware excessive price increases that had the ability to materially impact on competition in dependent markets would not be countenanced by the NSW Government.³⁶³

NERA's Report

7.284 In terms of the effect of declaration on competition in the tenements market, NERA observes that:

- a) Synergies (and others) view competition in the tenements market through the prism of competition for a single specific tenement in one location (e.g. the Newcastle catchment area)³⁶⁴
- b) Any such competition would, however, occur within a broader field of rivalry as a potential investor could choose to invest in coal exploration (or indeed other activities) in other geographic regions.³⁶⁵

7.285 This leads NERA to state that:

If an owner of a coal tenement in the Newcastle catchment raised prices above the competitive level potential investors could in general look elsewhere ... Accordingly we consider the geographic scope of the tenements market to be at least as wide as Australia, and potentially as broad as the Asia Pacific.³⁶⁶

7.286 In reaching its conclusions, NERA distinguishes between existing and potential future miners:

Although PNO is a monopolist in respect of existing coal mines in its catchment, it faces competition for future coal mines, and it is not in PNO's interests to undermine development of those mines.³⁶⁷

7.287 Importantly, NERA argues that the desire to attract future investment in the Newcastle catchment area will have some constraining effect on its dealings with existing miners:

³⁶³ Ibid p 9.

³⁶⁴ NERA's Report p 4

³⁶⁵ Ibid

³⁶⁶ Ibid at [24].

³⁶⁷ Ibid at [27].

PNO would not exercise market power in the complementary shipping channel market in a way that would reduce competition in the tenements market ... PNO has an incentive to account for the effects that its shipping channel pricing would have on coal mine investors, if that effect would lead to a reduction of future shipping channel revenues. In other words, PNO does not have an incentive to materially reduce the attraction of mining in the Newcastle catchment, and accordingly would not behave in a way that would reduce competition in the tenements market.³⁶⁸

7.288 NERA further considers, however, what implications would follow for competition in the tenements market if PNO did instead raise prices in a way that decreased the attractiveness of mining in the Newcastle catchment. In this respect, it observes that:

- a) While an increase in PNO's charges may reduce the attractiveness of mining tenements, this would not reflect a reduction in competition *per se*³⁶⁹
- b) Even if this did remove smaller higher-cost miners from the market (and lead them not to bid for particular tenements in the future), this would not be likely to change who wins any competitive bidding process compared to a situation where PNO's prices were set at a competitive level:

... a competitive tenements market is one in which the tenements are allocated to the most efficient miners/explorers. Even if the value of tenements was reduced because of PNO's pricing, the tenements are likely to be allocated to the most efficient miners/explorers.³⁷⁰

Responding to NERA's Report

7.289 PWCS's NERA Submission states:

- a) It is likely to be profit maximising for PNO to set a high (monopoly) price even though that may prevent some new coal mines being developed or existing coal mines being expanded. As such, the presence of an unregulated monopolist at the end of a supply chain will necessarily discourage investment in upstream and downstream markets, including the coal tenements market. In turn, this will reduce dynamic efficiency and competition in those upstream markets and is contrary to the public interest³⁷¹
- b) The fact that the thermal coal export market may be global does not mean the tenements market is also global. The Hunter Valley produces a particular type/quality of thermal coal and, to a lesser extent, a very specific type of coking coal (semi-soft). Tenements in other areas have geological differences and are not completely substitutable for Hunter Valley tenements. There are

³⁶⁸ Ibid at [28].

³⁶⁹ Ibid at [30].

³⁷⁰ Ibid at [39].

³⁷¹ PWCS' NERA Submission pp 1, 2.

also significant differences in the infrastructure and cost of infrastructure services in other coal basins. Buyers and sellers of Hunter Valley coal tenements are not necessarily the same buyers and sellers of tenements in other geographic regions³⁷²

- c) PWCS disagrees with NERA's statement that 'trading in tenements is rare'. In the mining sector tenements are not just traded directly, but (more commonly) through corporate activity such as the acquisition of companies, farm-ins to tenements and other joint venture changes. These transactions must be considered in assessing how the tenements market works.³⁷³

7.290 NSWMC's NERA Submission states:

- a) NERA's analysis does not take into account that the Hunter Valley catchment area has the world's best thermal coal and other investment locations are not directly substitutable for this quality of thermal coal³⁷⁴
- b) QCA found, in similar circumstances to those being considered by the Council, that the monopoly position of the terminal owner would materially impact investment incentives and that declaration promotes competition in other markets, including the mining tenements market that is in the catchment of the relevant infrastructure
- c) NSWMC sees no factual basis to suggest that mining companies located in the Hunter Valley would contemplate there being a broader Asia Pacific market for coal tenements to supply customers in the Asia Pacific. There are considerable and different risks in investing in mining tenements in other countries as compared to the Hunter Valley. NSWMC maintains that the Hunter Valley is the relevant geographic dimension of the tenements market.³⁷⁵

7.291 Malabar's NERA Submission states:

- a) A key element in making substantial acquisitions and investments in NSW is the confidence that Malabar and its stakeholders have in the regulatory and competitive investment climate in NSW³⁷⁶
- b) Based on PNO's past actions Malabar expects that, absent declaration, PNO will continually increase charges to the point that coal mines in the Hunter Valley start to fall³⁷⁷

³⁷² Ibid pp 2, 3.

³⁷³ Ibid p 3.

³⁷⁴ NSWMC's NERA Submission p 7.

³⁷⁵ Ibid p 8.

³⁷⁶ Malabar's NERA Submission p 2.

³⁷⁷ Ibid.

- c) NERA's report does not address the issue that if PNO's prices rise to a level where higher cost miners cease applying for tenements the value is reduced, irrespective of the efficiency of the miner³⁷⁸
- d) The heightened risk of PNO increasing its fees in the absence of declaration makes it more difficult to raise the funds required to develop new projects³⁷⁹
- e) The CCA is intended to ensure competitive markets in Australia for the benefit of Australian consumers; this is at odds with NERA's suggestion that the tenement market could be global or at least as wide as the Asia Pacific region. Malabar and companies like it have neither the scale nor desire to operate outside Australia.³⁸⁰

7.292 Bloomfield submits that NERA observes that tenements are likely still to be allocated to the most efficient miners/explorers if the value of tenements was reduced as a result of PNO's pricing. This does not address the practical valuation and uncertainty concern that miners would have in the absence of declaration. If PNO is unconstrained, there is no alternative to PNO, no possibility of forecasting their future pricing or tying their pricing to a best estimate of cost plus a reasonable margin, then how could anyone (however efficient) prudently invest in new NSW mining tenements at all? ³⁸¹

7.293 Glencore submits that NERA's approach to defining the coal tenement markets is inadequate for a competition assessment. Under NERA's approach, it is hard to see how the tenement market could be limited to any particular commodity or geography globally – such an approach cannot be correct. NERA has also avoided the question of the options available to sellers of tenements and failed to apply a SSNIP test.³⁸²

7.294 Synergies submits:

- a) The Hypothetical monopsonist test is not applied properly by NERA in its discussion of the tenement market³⁸³
- b) Other parts of the Asia Pacific region have very different characteristics to those in the Newcastle catchment. Indonesian tenements, for example, produce low energy coal in a politically unstable, developing nation. Chinese tenements also produce a significantly different coal type, with investment opportunities limited by a restricted foreign investment policy. As a result, the investors in the various different countries are expected to be markedly different, such that it is unlikely to be the case that many potential buyers of tenements in the

³⁷⁸ Ibid.

³⁷⁹ Ibid.

³⁸⁰ Ibid p 3.

³⁸¹ Bloomfield's NERA Submission p 2.

³⁸² Glencore's NERA Submission p 3.

³⁸³ Synergies' April 2019 Report pp 16-19.

Newcastle catchment would also seek to invest in other Asia Pacific countries. In particular, junior Australian miners/explorers may be unlikely to have the resources or mandate to participate in these other markets³⁸⁴

- c) Synergies does not agree with NERA's suggestion that there is limited potential for competition in the coal tenements market. While the NSW Government is yet to release new exploration permits under the Strategic Release framework, it is anticipated that the market may evolve similarly to that in Queensland, where the Queensland Government periodically releases exploration areas for tender. A competitive process is held for the allocation of those permits, with allocations based on established criteria including the bidder's technical credibility and planned exploration program. Therefore, Synergies considers that there is considerable scope for future improved competition in the coal tenements market as a result of the NSW Government's recent reforms³⁸⁵
- d) Standard auction theory shows that a reduction in the number of bidders for tenements would lead to lower acquisition prices, and a lessening of competition in the tenements market.³⁸⁶

The expectation that PNO has an ability and an incentive to impose significantly higher charges would increase the expected cost and risk of operating coal mines and lower the expected returns of coal mining projects in the Newcastle catchment. An increase in the PNO charge would lower the expected net present value of a mining project to which a tenement relates.³⁸⁷

Lower anticipated returns will, in and of themselves, be expected to reduce the value of tenements. However, the higher expected costs and risks of operating coal mines will also be likely to reduce the number of parties willing to bid on tenements, with a particular impact on smaller companies or on companies with a lower risk appetite. An expected reduction in the number of potential buyers of tenements will lessen rivalry for the acquisition of tenements, which Synergies consider will further lower the value of tenements.³⁸⁸

The Council does not consider it likely that declaration would promote a material increase in competition in the market(s) for tenements

7.295 In order to supply coal from the Hunter Valley into the coal export market, a prospective miner must first acquire a tenement relevant to the area it wishes to mine. To the extent that tenements are allocated via the NSW Government tender

³⁸⁴ Synergies' April 2019 Report p 17.

³⁸⁵ Synergies' April 2019 Report p 20.

³⁸⁶ Synergies' April 2019 Report p 4.

³⁸⁷ Synergies' April 2019 Report pps 21 – 23.

³⁸⁸ Synergies' April 2019 Report p 21.

processes as described in paragraphs 7.224 to 7.252 above, prospective miners may seek to compete by bidding against each other for such tenements. Prospective miners may also compete against each other to acquire tenements from existing holders in secondary markets, as described in paragraph 7.254 above.

7.296 In the current matter, a number of interested parties have defined the tenements market narrowly, limiting it to the Newcastle catchment (or the Hunter Valley region within the Newcastle catchment). Interested parties have focused their submissions regarding whether criterion (a) is satisfied by declaration of the Service on the impact declaration would have in the market for tenements in the Newcastle catchment. The key contention raised by these parties is that in a future without declaration of the Service, potential acquirers of tenements in the Newcastle catchment face the prospect of both significantly higher charges for the Service at the Port (and significantly greater uncertainty regarding how much higher PNO might raise prices), compared to a future with declaration of the Service. The consequence of this, they argue, is that potential acquirers of tenements will either be prepared to bid less for them or, in the case of some mining opportunities likely to involve higher production costs, not be prepared to bid for them at all. It is argued this will particularly effect smaller miners' ability to compete for particular tenements in an adverse way; and may lead to a reduction in bidders for some tenements available in the future. It is suggested this would amount to a lessening of competition for tenements compared to that which would exist in a future with declaration of the Service.

7.297 In order to assess whether declaration is likely to promote a material increase in competition in the market(s) for tenements, the Council:

- a) Characterises the product and geographic dimensions of the market(s) for tenements relating to the Newcastle catchment
- b) Considers the effectiveness of competition for tenements in the Newcastle catchment
- c) Clarifies the nature of the "competition problem" some interested parties are concerned about in relation to tenements in the Newcastle catchment
- d) Considers the incentives PNO has with respect to competition in the market(s) for tenements in the Newcastle catchment
- e) Analyses whether the relative level of (and certainty associated with) charges for the Service in a future with declaration of the Service is likely to lead to a material increase in competition in the market(s) for tenements in the Newcastle catchment, compared to a future without declaration of the Service.

7.298 Consideration of these factors leads the Council to conclude it is unlikely that declaration of the Service would promote a material increase in competition in the market(s) for tenements in the Newcastle catchment.

Characterisation of the market(s) for exploration and/or mining tenements

- 7.299 In order to determine an appropriate characterisation of the market(s) for exploration and/or mining tenements, the Council has sought first to understand the likely source of constraint on sellers of these tenements in the Newcastle catchment.
- 7.300 In its 2015 Final Recommendation, the Council considered that the geographic scope of the tenements market may extend beyond the Hunter Valley and could be at least national in scope.³⁸⁹ This conclusion was drawn on the basis that parties seeking coal exploration and/or mining authorities may be able to consider alternative investment options in several different regions. However, the Council acknowledged that it did not have the information before it to precisely define the market at that time. It also observed that it did not need to precisely define the tenements market to reach the conclusions it ultimately did in its recommendation to the Minister.
- 7.301 For the purpose of the SOPV, the Council took a narrow view of the geographic and product dimensions of the tenements market. It did so on the basis that if declaration of the Service would unlikely to promote a material increase in competition in a narrowly defined tenements market, then it would be unlikely to promote a material increase in competition in a more broadly defined market. The Council's SOPV took the geographic dimension of the tenements market to be the Newcastle catchment.
- 7.302 In contrast, the NERA Report suggests that the geographic dimension of the market would be likely to align with that of the coal export market, which is most likely global and at least as broad as the Asia-Pacific region. As a result, NERA considers the geographic scope of the tenements market is likely to be at least as wide as Australia, and potentially as broad as the Asia Pacific.³⁹⁰
- 7.303 As noted above, several interested parties took issue with the geographic dimension applied by NERA; and the manner in which that approach was arrived at.
- 7.304 Consistent with its views in 2015, the Council considers it is possible that the tenements market extends beyond the Newcastle catchment. To that end, the Council is aware of numerous companies that hold coal exploration licences and/or mining leases across geographical locations, including the Newcastle catchment, Queensland, New Zealand and elsewhere. However, for the purpose of this Recommendation, it is not necessary to precisely determine the geographic scope of the tenements market in order to assess whether declaration would be likely to promote a material increase in competition in this market. The Council remains of the view that if declaration did not promote a material increase in competition where a narrow geographic view of the market is applied, it is even less likely that declaration would promote a material increase in competition in a more broadly defined geographic market. As such, the Council has continued to analyse whether

³⁸⁹ 2015 Recommendation at paragraph 4.69.

³⁹⁰ NERA Report p 4.

declaration would be likely to promote a material increase in competition in a more narrowly defined market for tenements in the Newcastle catchment.

7.305 The Council considers that coal and other minerals are not generally substitutable and may require separate experience and equipment to explore and extract.³⁹¹ The Council considers that buyers seeking coal tenements are likely to be distinct from those seeking tenements for other forms of minerals; and as such the market for coal tenements does not include tenements for other forms of minerals.

7.306 Interested party submissions were divided as to whether separate markets exist for thermal and metallurgical coal tenements. Consistent with its approach to the geographic dimension of the market, the Council has taken a narrow view of the relevant product dimension and focused on thermal coal, which is the prevalent type of coal in the Newcastle catchment area.

7.307 For the purpose of this assessment, therefore, the Council has assessed the 'tenements market' as the market for the acquisition and disposal of exploration and/or mining authorities in relation to thermal coal in the Newcastle catchment area.

The tenements markets is a derivative of the coal export market

7.308 In *Re: Glencore*, the Tribunal observed that the market for the acquisition and disposal of exploration and/or mining authorities was a derivative of the coal export market:

It was accepted that, in a practical sense, the coal export market (using the Service as the gateway means of shipping coal from the Hunter Valley) was an appropriate starting point. The other markets are, in turn, derivative from that market. [para 126]

7.309 The Tribunal also observed that, if it found declaration would be unlikely to promote a material increase in the coal export market, it was difficult to see how declaration would be likely to promote a material increase in competition in the market for the acquisition and disposal of exploration and/or mining authorities:

... does not consider it necessary to address the impacts asserted in relation to derivative markets. If the impact of increased access on the coal export market is not such as to satisfy the Tribunal that it would promote a material increase in competition in that market, it is difficult to see how there would be the flow-on effects on the derivate markets ... [para 139]

7.310 Further, the Tribunal found that if it were wrong about the correct approach to section 44H(4)(a) (criterion (a), as it then stood), which is to say the correct approach was effectively in line with the current criterion (a) test, the Tribunal would not be satisfied that access or increased access would promote a material increase in competition in the coal export market and:

³⁹¹ However, there are companies who holdings of exploration tenements are not limited to coal.

*... If [the coal export market] would not be promoted in that way, it follows that the other four dependent markets would also not be promoted with a material increase in competition in any of them.*³⁹²

7.311 The Council agrees with this view. Given its findings in relation to the coal export market set out in paragraphs 7.210 to 7.238 above, the Council therefore considers that declaration is unlikely to promote a material increase in competition in the market(s) for thermal coal tenements in the Newcastle catchment. It also follows that submissions summarised in the 'coal export market' section of this report have also been taken into account by the Council in the context of the tenements market.

7.312 Notwithstanding this conclusion, the Council has opted to address below a number of specific issues raised by interested parties specifically in relation to the tenements market(s).

The market(s) for tenements in the Newcastle catchment exhibits signs of being effectively competitive

7.313 In 2015, the Council considered that the tenements market was and would remain effectively competitive with or without declaration of the Service.

7.314 Consistent with the 'List of Coal exploration licences – Newcastle catchment' provided as Annexure B to Synergies' August 2018 Report, there continue to be a large number of companies holding tenement licences operating in the Gunnedah Basin, Hunter Valley Basin and Western Basin within the Newcastle Catchment. The parent companies of these licence holders include Peabody, Bickham Coal Company, Malabar Coal, Idemitsu, Korea Resources Corporation, BHP, South 32, Yancoal, Glencore and Whitehaven.

7.315 The large number of licence holders suggests that the holding of tenements in the Newcastle catchment is not significantly concentrated in the hands of only one or two market participants. There appear to also be a number of holders of existing licences that have significant market capitalisations, including multi-nationals with diversified operations. In this respect, the Council is conscious of the large number of coal exploration licences held by companies with parent companies that would be regarded as large and well established, such as Yancoal, Centennial Coal, Glencore, South 32, BHP and Whitehaven.³⁹³ These are signs that point to a market that may already be competitive.

7.316 Synergies submitted that there have been concerns about the effectiveness of existing competition in the coal tenements market; and the potential for reforms aimed at improving competition.³⁹⁴ The Council notes from the link provided in that

³⁹² *Re Glencore*, paragraph [157].

³⁹³ Glencore's August 2018 Submission, Annexure B, pp 99, 100.

³⁹⁴ Synergies' August 2018 Submission pp 65, 67.

submission,³⁹⁵ and from the information set out in paragraphs 7.243 to 7.253 above, that these reforms have changed the process for obtaining tenement rights in NSW.

7.317 At this time, it appears that while the new reforms have addressed the issue of transparency in the market, access to coal exploration licences (and by extension, mining licenses) have become more tightly controlled as coal in NSW becomes a ‘controlled release mineral’. Further, any land to be released for coal exploration under the NSW Government’s Strategic Release framework must go through a stringent assessment process, taking into account a wide range of competing considerations including community interests which were not previously required to be considered. While applicants could apply for coal exploration licences through operational allocation, that path is generally available only to holder of an existing exploration licence or mining lease (unless there is market interest).³⁹⁶ To date, no land has been released for coal exploration under Strategic Release.

7.318 Going forward, the Council expects that if more tenements are released for auction under Strategic Release by the NSW Government, this should have the effect of making the allocation of future tenements more transparent, and enable greater competition amongst a large pool of potential investors seeking to acquire tenements in the Newcastle catchment (which will not necessarily be limited to existing investors in the Newcastle catchment). This improvement in the effectiveness of competition for future tenements made available under Strategic Release will exist in a future with or without declaration of the Service, and represents a potential improvement in the environment for competition in the market(s) for tenements in the Newcastle catchment since 2015.

The nature of the competition problem identified by some interested parties

7.319 While some interested parties suggest the geographic dimension of the market(s) for tenements relevant to this matter should be narrowed only to cover those relating to the Newcastle catchment (or even narrower, the Hunter Valley region), the nature of the competition problem they describe appears to be even more narrow in focus. That is, for instance, the concern described in Glencore’s August 2018 Submission (summarised in paragraph 7.261 above) relating to the ability of potential miners/investors to compete for future tenements due to the level of (and uncertainty associated with) charges for the Service in a future without declaration of the Service. In this respect, NERA notes that:

³⁹⁵ NSW Government, ‘Strategic Statement on NSW Coal’

https://www.resourcesandenergy.nsw.gov.au/__data/assets/pdf_file/0006/521637/Strategic-statement-on-NSW-coal.pdf

³⁹⁶ As discussed in para 7.251 above, an operational allocation is subject to a market-interest test. If any other party (including a non-holder of tenements) expresses interest, the land the subject of the application could be referred for consideration of a possible release under the Strategic Release process.

From the perspective of any potential tenement investor, each tenement is specific to one location. Therefore it is true that there could be competition for a specific tenement, which Synergies, among others, evaluate in their assessment of competition in the tenements market. [para 21]

7.320 The competition problem they consider likely to be caused in a future without declaration of the Service is that prospective investors in mining tenements will have less confidence regarding charges that might be set by PNO for the Service; and that these charges will be higher in a future without declaration of the Service. They consider this will lead to less prospective investors being prepared to bid for tenements that may become available for acquisition, thereby reducing competition for these tenements.

7.321 The NSW Government is yet to release new exploration permits under the Strategic Release framework (although it may seek to do so in the future). Further, the secondary market(s) for tenements in the Newcastle catchment does not appear to be particularly fluid. While submissions from some interested parties suggest secondary trading in tenements in the Newcastle catchment can occur (including via corporate activity such as the acquisition of companies or buying and selling of shares), the Council is not aware of frequent and regular trading of tenements or of interests in tenements on a day-to-day basis.

7.322 This suggests that, at best, the nature of the competition problem identified by some interested parties is likely to occur only on a periodic basis, and on a tenement-by-tenement basis.

7.323 The Council also considers, consistent with NERA's views, that competition for individual tenements cannot be considered in isolation of competition in a broader tenements market (or indeed competition for the market for export coal more generally):

... this competition for a specific development tenement is in most cases likely to occur within a broader field of rivalry for coal tenements located across a geography that is wider than the Newcastle catchment. This is because a tenement's ultimate value is derived from its sole use as an input into the production of supply for the coal export market. [para 21]

7.324 While the Council has continued to assess the geographic dimension of the tenements market as covering the Newcastle catchment, it has also focussed its attention on whether declaration would be likely to promote a material increase in competition for individual tenements when they become available for acquisition (either via a NSW Government allocation process; or in secondary markets for trade of tenements).

PNO has no incentive to inhibit competition between bidders for tenements

7.325 As noted in paragraphs 7.112 to 7.113 above, where a service provider is not vertically integrated into a related market, it will usually have little incentive to deny access to its services; and will instead have a commercial incentive for dependent

markets to be effectively competitive. Given PNO is not vertically integrated into the market(s) for tenements in the Newcastle catchment, the Council considers that PNO has:

- a) little incentive to deny access to potential investors contemplating bidding for tenements in the Newcastle catchment
- b) a commercial incentive for the market(s) for tenements in the Newcastle catchment to be effectively competitive.

7.326 Further, the Council considers that PNO is likely to prefer that the most efficient miners/investors are successful in bidding for tenements. Where more efficient miners of coal are successful in acquiring tenements, it is likely more value will be created by their mining activity in the Newcastle catchment. In turn, this should maximise demand for the Service at any given price set at the Port; and the profits PNO can make from its long-term lease of the Port. This is especially the case given the Port is unlikely to face capacity constraints over the Relevant Term of the declaration.

7.327 The Council's views on this apply irrespective of whether PNO is able to price discriminate between different miners seeking to export coal through the Port. While the Council considers PNO would be unlikely to wish to discriminate between different miners bidding for a particular tenement opportunity for the reasons expressed at paragraph 7.325 above; it may have an incentive to lower prices for all bidders for a marginally-profitable tenement that might only be profitable at lower charges for the Service if it had the capacity to do. In the unlikely event PNO was able to effectively price discriminate in this fashion, the Council does not consider this would harm competition (either for the particular tenement involved; or more broadly in the coal export market). Further, price discrimination can, as noted above, improve efficiency in some circumstances. That said, for the reasons set out in paragraphs 7.150 to 7.154 the Council is not convinced PNO has the ability to price discriminate in this way; and notes it has not in the past sought to discriminate in its charges for individual miners at the Port.

7.328 In contrast, if PNO was unable to price discriminate between different miners seeking to export coal through the Port in a future without declaration of the Service, the Council accepts that PNO would set a uniform charge across all miners at any point in time that it believed would maximise its profits over the long-term. The Council also accepts that this is likely (but not certain) to involve a higher charge for services at the Port in a future without declaration than might exist in a future with declaration for the reasons set out in paragraphs 7.155 to 7.168 above. In turn, this may have the effect of making some marginal coal exploration/mining activities that would have been profitable in a future with declaration unprofitable in a future without declaration. It may also mean that some higher cost/less efficient miners consider particular tenement opportunities do not represent profitable opportunities for them, and choose not to participate in bidding for certain individual tenement opportunities. However:

- a) For the reasons expressed in paragraphs 7.329 to 7.336 below, the Council does not accept that a higher price for the Service would necessarily result in a lessening of competition in a dependant market *per se*.
- b) Further, a reduction in the number of competitors for a tenement is not the same as a decrease in competition for that tenement – this is especially the case if those parties no longer seeking to bid for the tenement are less efficient or higher cost explorers/miners of coal.
- c) In any case, for the reasons set out in paragraphs 7.222 to 7.227 above, the Council does not consider this effect is likely to be significant.
- d) Further, for the reasons set out in paragraphs 7.308 to 7.312 above, the Council does not expect declaration would promote a material increase in competition in the market(s) for tenements in the Newcastle catchment as it considers the coal export market is likely already effectively competitive and will remain so with or without declaration of the Service.

A higher price for the Service does not equate to a lessening of competition for tenements

7.329 As noted in paragraph 7.168 above, the Council considers it likely (but not certain) that charges for the Service will be higher in a future without declaration of the Service compared to a future with it. However, the Council does not expect PNO would wish to charge different prices to different miners or investors seeking to bid for individual tenements.

7.330 The Council does not believe that setting the same higher charges for all miners or investors for a particular tenement opportunity would necessarily amount to a lessening of competition in the market(s) for tenements in the Newcastle catchment.

7.331 To the extent individual miners or investors face the same higher charge, it is unlikely to influence their ability to compete with each other on their merits for an individual tenement opportunity. That is, while higher charges for the Service in a future without declaration may reduce the expected net present value of a mining project to which a tenement relates, this does not mean it would reduce the ability of individual miners to compete against each other for that tenement on their merits.

7.332 In this respect, the Council notes the observation of the Tribunal in *Re Glencore* that:

As Hilmer pointed out, unless there is vertical integration the position is that competition in upstream and downstream markets is not necessarily affected. The reason is that the effect of monopoly pricing is simply to raise the price of one of myriad input prices. When one of an industry's costs goes up, there is no presumption of an adverse effect on competition. [para [133]

7.333 In that respect, charges at the Port are akin to any other form of input cost potential miners face when seeking to invest in the Newcastle catchment. Just as the risk of an equal increase in fuel or electricity costs for all miners would not affect their ability to compete on their merits against each other for a particular tenement; neither should the risk of uniformly higher charges for the Service impact on the respective ability of potential miners to compete on their merits for that tenement.

7.334 As noted by the Tribunal in *Re Telstra Corporation Ltd (No. 3)* [2007]:

Competition is a process rather than a situation ... It is the way in which firms interact, and respond to each other, to ensure they best achieve their individual objectives.³⁹⁷

7.335 To the extent that all firms competing for an individual tenement faced uniformly higher prices for the Service in a future without declaration of the Service, this should not inhibit the ability of these firms to compete against each other on the merits of their own efficiencies. As noted by NERA:

... a competitive tenements market is one in which the tenements are allocated to the most efficient miners/explorers. Even if the value of tenements was reduced because of PNO's pricing, the tenements are likely to be allocated to the most efficient miners/explorers. [para 39]

7.336 In this sense, higher charges at the Port would not, of themselves, lead to a lessening of the *process* of potential bidders competing against each other, on the basis of their own individual efficiencies and merits, to acquire tenements. Further, one should expect that the process of bidding for tenements in this context should continue to lead to tenements being acquired by those who are most efficient at (and therefore willing to offer the highest price for) exploring/mining these tenements.

A reduction in the number of bidders for a tenement does not equate to a lessening of competition for tenements

7.337 The Council has also considered submissions that the risk of higher (and more uncertain) charges for the Service might disproportionately effect smaller, higher cost miners from bidding for future tenements. The Council also notes submissions that this may lead to less bidders in markets for future tenements, with a consequent reduction in competitive tension in bidding processes.

7.338 The Council is not persuaded that any such consequence in a future without declaration of the Service would be likely to be material, or amount to a decrease in competition in the market(s) for tenements. This is because if less efficient miners drop out of bidding processes and are unable to acquire particular tenements, this would be consistent with the process of competition in competitive markets for tenements. In this respect, the Council notes the findings of the Tribunal in *Re Telstra Corporation Ltd (No. 3)* [2007]:

³⁹⁷ *Re Telstra Corporation Ltd (No. 3)* [2007], ACompT 3, at [97].

... we believe it is important not to confuse the objective of promoting competition with the outcome of ensuring the greatest number of competitors. That is, the Act aims to promote competition because of the benefits that result from the process of competition, such as lower prices for consumers and the displacement of inefficient suppliers by efficient suppliers of services.³⁹⁸

7.339 Synergies submitted that auction theory suggests a reduction in the number of bidders would be expected to reduce the sale price for the auctioned item, with reference to a research paper by staff of the Productivity Commission. The Council accepts that a consequence of possible (but not certain) higher prices for the Service in a future without declaration of the Service is that some potential explorers/miners of coal in the Newcastle catchment may not bid for certain tenements that come up for sale in the future; and/or that the NSW government may receive less in future sales of tenements. However, it does not expect this consequence would be significant, for the reasons set out in paragraphs 7.222 to 7.227. Further, it does not consider a possible (but not certain) higher price for the Service in a future without declaration of the Service would prevent prospective bidders for tenements from competing on their relative merits in bidding processes for these tenements. This point is implicit in the quote from the research paper by staff of the Productivity Commission quoted by Synergies:

As the number of bidders increases, bidders generally need to bid closer to their own valuations to win an auction. Consider the situation in which a particular bidder has the highest valuation; a new competitor may have a valuation higher than those of the other existing bidders. ***The entry of this new competitor does not affect the outcome that the highest-valuation bidder wins***; however, it may increase the second highest valuation among bidders and therefore the required payment for the winner. Consequently, the price is expected to rise with an increased number of bidders.³⁹⁹
[emphasis added]

It is unclear whether Glencore will have a competitive advantage in the tenements market as a result of the Glencore arbitration

7.340 As noted in paragraph 7.227 above, the Navigation Service Charge currently set by PNO is approximately 19.9% higher than determined by the ACCC in the Glencore-PNO Arbitration.

7.341 Submissions have suggested that the access terms available to Glencore as a result of the ACCC's arbitration make tenements relatively more valuable to Glencore; and therefore provide it with an advantage over its competitors in the tenements market.

³⁹⁸ *Re Telstra Corporation Ltd (No. 3) [2007]*, ACompT 3, at [99].

³⁹⁹ Chan, C., Laplagne, P. and Appels, D. (2003). *The Role of Auctions in Allocating Public Resources*, Productivity Commission Staff Research Paper, Productivity Commission, pp. 18-19.

- 7.342 In the future with declaration of the Service, Glencore's competitors will retain the ability to notify the ACCC of any access dispute that might arise in their negotiation with PNO and themselves obtain access to terms considered reasonable by the ACCC in the context of those disputes. To the extent the ACCC arbitrated similar terms and conditions of access to any access seeker that notified an access dispute to it, this should ensure any party seeking arbitration by the ACCC should not face a competitive disadvantage relative to Glencore when bidding for future tenements.
- 7.343 This is in contrast to the future without declaration, where the terms granted to Glencore through the ACCC Determination might endure (unless revoked or amended through ongoing and/or future appeal processes before the Tribunal and the courts), while its competitors' capacity to obtain equivalent terms through an arbitration process would cease.
- 7.344 PNO and Glencore have applied to the Tribunal for review of the ACCC's arbitrated terms and the Tribunal has heard the matter but not published its decision. As such it remains uncertain whether Glencore will ultimately have access to the Service on terms that differ from those available to any other user of the Service. The Tribunal's review of the ACCC Determination (and the terms provided in that Determination to Glencore) will continue regardless of whether the declaration of the Service is revoked.
- 7.345 The Council also notes that during the course of this revocation inquiry (and since the ACCC Determination in October 2018), any other user of the Service could have applied to the ACCC for arbitration of the terms and conditions of access to the Service. To date, no other party has notified any access dispute to the ACCC in relation to the Service. Further, there is no guarantee that they would obtain the same terms as granted by the ACCC in the Glencore-PNO access dispute or as ultimately determined by the Tribunal in its current review, in which case differing terms of access to PNO's service could apply as between Glencore and any subsequent arbitration applicant(s).
- 7.346 The Council is not persuaded that the possibility of different terms being set for Glencore as compared to other users of the Service is likely, in this instance, to materially inhibit competition in the market(s) for tenements in a future without declaration of the Service. As noted in paragraph 3.9 above, PNO requested on 2 July 2018 that the Council make a recommendation to the designated Minister that declaration of the Service be revoked. The Council subsequently published notice of PNO's request and supporting submission in the Australian newspaper on 11 July 2018; and received submissions on this matter from a range of interested parties in early August 2018. The ACCC subsequently made its determination in the Glencore-PNO Arbitration on 18 September 2018, and determined charges that would apply until 7 July 2031.
- 7.347 As noted elsewhere in this Recommendation, the Council considers it is possible (but not certain) that charges for the Service would be higher in a future without declaration of the Service compared to a future with. To the extent Glencore is

afforded a lower price for the Service in a future without declaration of the Service than its rivals by virtue of whatever price may be determined by the Tribunal at the end of its review of the ACCC Determination, this may mean particular tenements that come up for sale in the future are of more value to Glencore than its rivals. However, it is unclear whether any final charges determined by the Tribunal will be significantly different to those charged by PNO to Glencore's rivals in a future without declaration of the Service; and that charges at the Port remain a small proportion of the price for coal on world markets. Further, Glencore has already incurred significant costs in participating in the arbitration process to this point, and that would offset any benefit it might attain from any future arbitrated terms; and Yancoal has indicated these costs have been a substantial deterrent to it seeking arbitration by the ACCC to date (see paragraph 10.76 below).

7.348 Other users of the Service have had almost 10 months since the ACCC Determination to notify the ACCC of an access dispute in circumstances where they were aware the Council may recommend revocation of the Service declaration. These parties have also known there was a reasonable possibility the Council might make such a recommendation following the release of the SOPV in December of last year. Despite this, other users of the Service have not sought to protect themselves against the risk of any harm to their ability to compete for tenements due to the potential that arbitrated terms and conditions of access might be lower for Glencore than for themselves by notifying the ACCC of an access dispute.

7.349 Some users of the Service have indicated they have not been minded to notify the ACCC of an access dispute at this point due to the significant costs and risk of litigation associated with arbitration procedures (as evidenced by the litigious nature of the Glencore-PNO Arbitration).

7.350 The Council considers the factors outlined in paragraphs 7.348 and 7.349 above suggest that users of the Service other than Glencore do not consider that the risk of any disadvantage they may suffer vis-à-vis Glencore's arbitrated terms provided for by the ACCC is sufficiently great so as to outweigh the potential costs of notifying the ACCC of an access dispute and seeking arbitrated terms and conditions of access to the Service. Implicitly, this appears to suggest they may consider any competitive benefit resulting from attaining ACCC arbitrated terms and conditions of access is not likely to warrant the costs involved for them in seeking arbitration by the ACCC of their terms and conditions of access to the Service.

No material increase in competition in the tenements market

7.351 Taking into account the various factors outlined above, the Council is not satisfied that access or increased access to the Service, on reasonable terms and conditions, as a result of declaration would promote a material increase in competition in the tenements market.

Effect of declaration on competition in container port market

7.352 In its 2015 Final Recommendation, the Council noted the limited substitution possible between bulk and containerised shipping.⁴⁰⁰ Beyond this, a market for containerised freight has not previously been considered by the Council, the Tribunal or the Minister in the context of the Service.

7.353 In the current matter, PNO proposes to build a container terminal at the Port, and has considered whether declaration is likely to have any effect on competition in the container port market.

Submissions provided to the Council

Before the SOPV was issued

7.354 PNO submits that, based on information provided by the Port Authority of NSW, in 2017 the Port's combined container imports and exports totalled 9,496 TEU.⁴⁰¹ PNO submits that there are currently no dedicated container vessels calling at the Port. Containers that are currently handled are carried on multi-cargo vessels that often load or discharge containers in addition to others forms of cargo at the Port.⁴⁰²

7.355 PNO submits that it currently holds development approval for a 350,000 TEU container terminal at its Mayfield site, but has developed a concept proposal for a container terminal at this site which would have the potential to process 2 million TEU per annum. PNO submits that development of such a container terminal 'is contingent on the removal of the existing restraint on competition for container trade between the ports in NSW (which is currently under investigation by the ACCC)⁴⁰³ (the **Container Restraint**) and would require further planning and development approvals. PNO submits that it does not currently know if or when the Container Restraint will be removed and, consequently, is not able to estimate if or when a container terminal might commence operation at the Port, except that operations could commence 12-18 months after the removal of the Container

⁴⁰⁰ 2015 Final Recommendation p 31.

⁴⁰¹ Ibid p 15.

⁴⁰² Ibid.

⁴⁰³ The ACCC clarifies that when the NSW Government privatised Port Botany and Port Kembla in May 2013 agreements known as 'Commitment Deed' were entered into, obliging the State of NSW to compensate the operators of Port Botany and Port Kembla if container traffic at the Port of Newcastle is above a minimal specified cap. A further deed was signed when the Port of Newcastle was privatised, requiring PNO to reimburse the State of NSW for any compensation paid under the Commitment Deeds. ACCC Media Release, 10 December 2018, 'ACCC takes action against NSW Ports' <https://www.accc.gov.au/media-release/accc-takes-action-against-nsw-ports>.

Restraint.⁴⁰⁴ In its September 2018 Submission, PNO states that it is unlikely that a container terminal could commence operation before July 2020.⁴⁰⁵

7.356 In the event the Container Terminal were to be built, PNO submits that its current projected throughput in year one of the Container Terminal's operation is 76,638 TEU and 77 container vessel visits. It further projects throughput in year 11 (likely ending 30 June 2031 at the earliest) would be 408,057 TEU and 422 container ship visits.⁴⁰⁶

7.357 PNO submits that charges for the Service (i.e. the Navigation Service Charge levied on the vessel and a component of the Wharfage Charge [relating to the berthing box]) would be \$18.16 per TEU, which PNO submits is an insignificant component of the cost of transporting containers.⁴⁰⁷ PNO's September 2018 Submission estimates charges for the Service to account for 2.3% of the import and export cost of one TEU through the Port (based on \$100 in port charges as a component of \$4,350 total import/export costs). On 15 October 2018, PNO provided the Council with an updated estimate based on analysis undertaken by the Freight and Trade Alliance which estimates PNO's component of port charges (i.e. Navigation, Wharfage and Security) to account for 2.8% of the cost of importing one TEU and 3.2% of the cost of exporting one TEU.⁴⁰⁸ PNO also notes that the total cost of importing or exporting a one TEU container at the Port is highly variable and will be impacted by a range of factors.⁴⁰⁹

7.358 PNO's submissions regarding vertical integration in dependent markets (see paragraph 7.43) are relevant in the context of the container port market.

7.359 Shipping Australia submits that declaration of the Service would assist PNO in attracting container ships to the Port by providing a measure of price certainty that will assist in developing trade. In turn, this would allow PNO to better compete with the ports of Botany and Brisbane. Shipping Australia submits that revoking the Declaration would have a material negative effect on the competitiveness of the Port in the container shipping market.⁴¹⁰

7.360 Shipping Australia submits that the prospect of a pricing restructure in which the two-tiered navigation charge is replaced with a flat-rate per GT charge for container ships could see the cost of calling at the Port increase by \$100 per unit for the first 100 containers exchanged. Shipping Australia submits that such a cost would prove significant for vessels under 50,000 GT. This uncertainty around pricing could

⁴⁰⁴ PNO's September 2018 Submission pp 10, 11.

⁴⁰⁵ PNO's September 2018 Submission p 11.

⁴⁰⁶ Ibid p 11.

⁴⁰⁷ Ibid p 12.

⁴⁰⁸ Ibid p 13 and PNO's letter to the Council dated 15 October 2018. These estimates include a cost element for transporting the container from its origin to the Port

⁴⁰⁹ PNO's September 2018 Submission p 17.

⁴¹⁰ Shipping Australia's August 2018 Submission pp 4, 5.

negatively impact the competitiveness of PNO against Port Botany.⁴¹¹ Shipping Australia submits that revocation of the Declaration would have a material negative effect on the competitiveness of the Port of Newcastle against the ports of Botany and Brisbane.⁴¹²

7.361 Shipping Australia submits that PNO's plans to develop a container terminal are served by continued declaration of the navigation channel as the price certainty provided will attract vessels and cargo from Port Botany and possibly the Port of Brisbane. It submits that this will promote a material increase in competition in the container port market.⁴¹³

7.362 Synergies' August Report notes that large price increases may have a more significant impact on volumes of products other than coal and that PNO already applies different charges to coal and other products. Synergies submits that as a result of its ability to price discriminate, increasing prices for coal vessels will not affect PNO's ability to remain competitive for other trades, such as in relation to its proposed container terminal.⁴¹⁴

7.363 Yancoal submits that the same issues identified in relation to the impact of declaration on more marginal coal producers is likely to equally apply to container trade. Yancoal considers it likely that the prospect of future price increases relating to the Service, in the absence of declaration, will adversely impact one or more dependent markets relating to containerised trade.⁴¹⁵

7.364 In addition to the comments summarised at paragraph 7.42, NCIG's October 2018 Submission states that PNO would primarily compete with Port Botany and Port Kembla in the container port market and, to a lesser extent, with the Port of Melbourne and Port of Brisbane.⁴¹⁶

Responding to the SOPV

7.365 NSWMC and Synergies have made submissions noting that CMG holds a 50% interest in PNO and also has container shipping operations which could lead to vertical integration issues.⁴¹⁷ Synergies submits that PNO has many opportunities to provide advantages to its shareholder, including through reduced wharfage or reductions in other port related charges.⁴¹⁸

⁴¹¹ Ibid.

⁴¹² Ibid p 6.

⁴¹³ Shipping Australia, submission, p 5.

⁴¹⁴ Synergies' August Report p 18.

⁴¹⁵ Yancoal's October 2018 submission p 11.

⁴¹⁶ NCIG October 2018 Submission p 9.

⁴¹⁷ NSWMCs SOPV Submission pp 3, 4; Synergies' February 2019 Report p 12.

⁴¹⁸ Synergies' February 2019 Report p 19.

7.366 NSWMC's SOPV Submission raises concern over the possibility of PNO being influenced by vertical or other relationships that may see container traffic and Port operations favoured over coal exports. NSWMC submits that the existence of vertical integration alone should be a significant determinant in maintaining the Declaration from a legal and public policy perspective.⁴¹⁹

Council's view on each relevant factor

Characterisation of the market

7.367 Consistent with its 2015 Final Recommendation, the Council considers that a market for containerised shipping services should be considered separately to the bulk shipping market.

7.368 The Council characterises a container port market as the market in which ports compete to attract container shipping lines that facilitate the movement of containerised trade through the port to various import and export destinations.

7.369 The Council considers that if the Container Terminal begins operation during the Relevant Term, the Port's capacity to accept and handle containerised cargo will improve significantly from its current state. In such a scenario, the Port is likely to be regarded as a viable and attractive alternative for some importers and exporters in the Port's catchment area.

7.370 The Deloitte Report includes the following figure depicting the Port of Newcastle catchment area:

⁴¹⁹ NSWMC's SOPV Submission p 4.



Figure 7 – Comparison of actual and forecast vessel visits at the Port to expected vessel capacity⁴²⁰

7.371 The Deloitte Report estimates that:

- (a) 87% of the containerised freight imported to NSW initially arrives in Greater Sydney, 4% arrives in the Port's Catchment and 9% arrives in Southern NSW
- (b) Of that containerised freight imported to NSW, the unpack location of 61% is Greater Sydney and the unpack location of 27% is the Port's Catchment
- (c) Greater Sydney accounts for 43% of NSW's containerised export tonnage whereas the Port's Catchment accounts for 38%.⁴²¹

7.372 While submissions suggest that the Port's competitors on the east coast of Australia could span from the Port of Brisbane in the north to the Port of Melbourne to the south, the Council considers it unlikely that the Port's catchment area would significantly overlap with ports in Brisbane or Melbourne. Therefore, those ports are unlikely to be close substitutes for the majority of container freight originating from or destined for areas in the Port's catchment. The Council therefore considers it appropriate to apply a narrow geographic framework in its consideration of the container port market for the purpose of its assessment. As such, the Council has undertaken its analysis of the container port market in the context of the Port of Newcastle and Port Botany competing to receive vessels carrying containerised

⁴²⁰ Deloitte Access Economics 'NSW Container and Port Policy – Port of Newcastle'. March 2018. p X. <https://www2.deloitte.com/content/dam/Deloitte/au/Documents/Economics/deloitte-au-economics-port-newcastle-nsw%20container-port-policy-010318.pdf>

⁴²¹ Ibid.

freight originating from, or destined for, areas within their overlapping catchment areas.

7.373 If declaration of the Service is unlikely to improve competition using this narrow geographic dimension for the container port market, then the same result would ensue if a wider geographic dimension were applied (such as including Port Kembla, the Port of Brisbane and the Port of Melbourne as competing for container trade in the Port of Newcastle's catchment area).

7.374 The Council's assessment has been undertaken by considering the market in which the Port of Newcastle and Port Botany compete to attract shipping agents and vessel operators seeking to import/export containerised freight to/from Australia or interstate.

PNO is unlikely to price in a way that decreases competition in the container port market

7.375 Where a provider of a service charges higher prices, this is likely to decrease demand for its services. It may also have the effect of reducing the level of investment in dependent markets.

7.376 At this point in time, however, PNO has not commenced operating the Container Terminal at the Port. If it does, this will enable it to offer a port service to container transport service providers in competition with other ports, such as Port Botany. In this respect, PNO will effectively become a new entrant into the provision of container port services.

7.377 The consequence of this is that if PNO builds the Container Terminal, it will be seeking to attract custom away from alternative container port service providers, such as Port Botany. This is likely to provide a level of constraint on its pricing for container port services at the Port that is different to the type of constraints it faces with respect to the provision of export coal port services. Importantly, container freight is able to travel to and from a wider set of destinations due to the ability to transport containers by road as well as rail. This means that container freight service providers are not "captive" to particular ports to the same extent as export coal service providers (who are largely dependent on the existence of rail networks linking particular coal mines to particular ports). In this respect, the Council considers that a significant proportion of containerised freight originating or destined for the Port's catchment area is currently shipped through Greater Sydney.

7.378 PNO does not appear to be materially vertically-integrated into the provision of container freight transport services. As with the provision of services to coal exporters, this means PNO is unlikely to wish to deny access to different container freight service providers at the Port; or to wish to act in a way that discourages competition in any downstream container freight services.

7.379 PNO has developed its concept proposal for the Container Terminal and called for tenders while the Declaration is in place. Recent media published on the Port's website suggests that a number of container port operators placed bids to develop

and operate a container terminal at the Port.⁴²² The Council is unaware of any party which has been deterred from bidding to develop a container terminal at the Port as a result of increased uncertainty that might arise if the Service was no longer subject to declaration.

7.380 In submissions made to the Public Works Committee inquiry into the Port of Newcastle, Mr Craig Carmody, Chief Executive Officer of the Port of Newcastle, advised that PNO is able to develop the container terminal using private funds when the Container Restraint is removed.⁴²³ Mr Carmody also submitted in that inquiry that the expanded container operations that the container terminal would enable would not be commercially viable until the Container Restraint is removed.⁴²⁴

7.381 PNO has advised that it does not know if or when the Container Restraint will be removed. The Council considers that this is the dominant uncertainty impacting investment supporting the Port's participation in the container port market. The Council does not consider the possible removal of the Container Restraint to be affected by whether or not declaration applies to the Service.

7.382 On 10 December 2018, the ACCC announced that it had instituted proceedings against NSW Ports Operations Hold Co Pty Ltd and its subsidiaries, Port Botany Operations Pty Ltd and Port Kembla Operations Pty Ltd. The ACCC's 10 December 2018 Media Release states:

The NSW Government privatised Port Botany and Port Kembla in May 2013 and the agreements, known as Port Commitment Deeds, were entered into as part of the privatisation process, for a term of 50 years.

*The Botany and Kembla Port Commitment Deeds oblige the State of NSW to compensate the operators of Port Botany and Port Kembla if container traffic at the Port of Newcastle is above a minimal specified cap.*⁴²⁵

7.383 The Council considers that to the extent that Service pricing uncertainty differs in the future with the Service declared as compared to the future without declaration, PNO's commercial incentives to price competitively to win market share (discussed below) are likely to make any such difference minimal.

⁴²² Port of Newcastle. 'Port of Newcastle on track to build container terminal' 27 August 2018. <https://www.portofnewcastle.com.au/News-and-Media/Items/2018/Port-of-Newcastle-on-track-to-build-container-terminal.aspx>

⁴²³ Public Works Committee. *Inquiry into the impact of port of Newcastle sale arrangements on public works expenditure in New South Wales – Corrected*. 31 January 2019. Page 5. <https://www.parliament.nsw.gov.au/lcdocs/transcripts/2166/31%20January%202019%20-%20Corrected%20-%20Port%20of%20Newcastle%20sale%20arrangements.pdf>

⁴²⁴ Ibid pp 6, 7,

⁴²⁵ Rod Sims, ACCC. 'ACCC takes action against NSW Ports' 10 December 2018 <https://www.accc.gov.au/media-release/accc-takes-action-against-nsw-ports>.

The Container Terminal at the Port is unlikely to be capacity constrained

7.384 PNO submits that Container trade at the Port is estimated to result in 438 vessel visits per year (transporting 408,057 TEU in containerised freight) by 2031. These vessel visits would be in addition to the 3,228 non-container vessel visits in that year. PNO also submits that the proposed terminal's capacity is to exceed 2 million TEU per annum,⁴²⁶ while the Port has capacity to handle 5,000 vessel visits.⁴²⁷

7.385 Expected container volumes in 2031 are, therefore, less than 25% of the Container Terminal's proposed capacity. Further, total anticipated vessel visits (including containerised and non-container vessels) to the Port remain considerably below the Port's current capacity. PNO already imposes separate charges for containers and is likely to set fees applicable to containerised freight competitively with or without declaration so as to win market share from with Port Botany in order to support the development of its container trade.

Relative significance of port charges

7.386 The Freight and Trade Alliance estimates PNO's component of port charges (i.e. Navigation, Wharfage and Security) to account for 2.8% of the cost of importing one TEU and 3.2% of the cost of exporting one TEU if PNO sets its fees at \$77.22 per TEU and costs are otherwise on par with those applicable at Port Botany.⁴²⁸ If the port charge estimate from PNO's September 2018 Submission (i.e. \$100 per TEU) is used with the Freight and Trade Alliance cost estimates for Port Botany, the Council calculates that port charges would account for 3.6% of the cost of importing one TEU and 4.1% of the cost of exporting a one TEU container. While estimates suggest PNO's component of the cost of importing or exporting a one TEU container (2.8-3.6% and 3.2-4.1%, respectively) is larger than was the case for coal exports (where PNO's fees account for <1%), the Council considers PNO's fees represent a relatively minor cost component and would be constrained by competition from other ports in the market.

Hold-up problem

7.387 No submissions have been provided on the potential impact of the hold-up problem (discussed above) in the container port market.

No material increase in competition in the container port market

7.388 A significant proportion of containerised cargo originating from or destined for the Port's catchment area is currently shipped through Greater Sydney. The Port is not a vigorous competitor to Port Botany in the container port market at present and at

⁴²⁶ See paragraph 7.373.

⁴²⁷ See paragraph 7.132, and Port of Newcastle *Port of Newcastle on track to build container terminal* 27 August 2018. <https://www.portofnewcastle.com.au/News-and-Media/Items/2018/Port-of-Newcastle-on-track-to-build-container-terminal.aspx>

⁴²⁸ PNO's letter to the Council dated 15 October 2018.

best a weak competitive constraint. Because the limitation to the Port's capacity to compete stems from a lack of container infrastructure rather than prohibitive pricing or terms of access to the Service, the Council considers that the state of competition in the market would not be materially different with or without declaration unless a container terminal at the Port is developed, which (as noted above) is not dependent on whether the Service is declared.

7.389 If the container terminal is developed, PNO will be a new entrant in the market. This event will promote a material increase in competition in the market but is not dependent on declaration of the Service. This is because with or without declaration of the Service, PNO will have incentives in the Relevant Term to set prices for the Service competitively for containerised trade so as to gain market share from other ports.

7.390 The Council is not satisfied that increased access to the Service, on reasonable terms and conditions, as a result of declaration would promote a material increase in competition in the container port market.

Other dependent markets

7.391 The Council considers that the bulk shipping market, the infrastructure market and the specialist services market are closely tied and substantially depend on the coal export market. The Council considers that it is difficult to see how there might be flow-on effects in these markets leading to a material increase in competition in any of these markets where declaration of the Service does not lead to a material increase in competition in the coal export market.

7.392 Having reached the conclusion that declaration of the Service is unlikely to materially increase competition in the coal export market, the Council is not satisfied that increased access to the Service, on reasonable terms and conditions, as a result of the declaration would promote a material increase in competition in the bulk shipping market, the infrastructure market or the specialist services market.

No material increase in competition in any other dependent market

7.393 The Council is not satisfied that access or increased access to the Service, on reasonable terms and conditions, as a result of the declaration would promote a material increase in competition in any other dependent market.

Council's assessment of criterion (a)

7.394 The Council is not satisfied on the material before it that increased access to the Service, on reasonable terms and conditions, as a result of a declaration of the Service would promote a material increase in competition in any dependent market.

7.395 Accordingly, the Council considers that criterion (a) is not satisfied. Further, the Council is satisfied that, at the time of this Recommendation, subsection 44H(4) would prevent the Service being declared.

8 Capacity for facility to meet demand – criterion (b)

- 8.1 Subsection 44CA(1)(b) of the CCA (criterion (b)) stipulates that the facility used to provide the service could meet the total foreseeable demand in the market over the period for which the service would be declared and at the least cost compared to any two or more facilities.

Submissions

- 8.2 PNO did not make submissions explicitly addressing criterion (b), but submits that it has modelled channel capacity in excess of 328 mtpa (compared to 2017 usage of 167 mtpa) or 5,000 vessel visits (compared to 2,326 vessel visits in 2017), and there is no channel capacity constraint.⁴²⁹

- 8.3 PNO's submissions forecasting coal export growth and vessel visit growth summarised in the discussion on criterion (a) (see paragraphs 7.130 - 7.134) are also relevant to criterion (b).

- 8.4 The Council also notes PNO's website stated that:

With capacity to more than double its current trade and ship movements, the Port of Newcastle is well placed to support the predicted doubling of Australian freight over the next 20 years and beyond.⁴³⁰

- 8.5 Yancoal and NCIG submit that:

(a) the Service has natural monopoly characteristics and the capital cost of dredging an alternative channel along with the environmental and regulatory challenges of doing so are very significant,⁴³¹ and

(b) Glencore made submissions in its original declaration application that it would be impossible to economically develop another facility to provide the service, noting PNO's valuation of the channel at the time was \$2.4 billion, excluding related rail, conveyor and jetty infrastructure.⁴³²

- 8.6 Yancoal does not consider a detailed projection of foreseeable demand is necessary to conclude that demand is met at least cost by the Port's channel rather than operating two or more facilities.⁴³³

⁴²⁹ PNO's September 2018 Submission p 14.

⁴³⁰ Port of Newcastle, 'Move your Cargo' <https://www.portofnewcastle.com.au/CARGOES/Move-your-cargo.aspx>.

⁴³¹ Yancoal's August 2018 Submission p 7; NCIG's August 2018 Submission p 7.

⁴³² Ibid.

⁴³³ Yancoal's August 2018 Submission p 8.

Criterion (b) is satisfied

- 8.7 Based on the information before it, the Council considers that the Port could meet the total foreseeable demand in the market in the Relevant Term and at the least cost compared to any two or more facilities.
- 8.8 The Council's view is that criterion (b) is satisfied.

9 National significance – criterion (c)

9.1 Section 44CA(1)(c) of the CCA (criterion (c)) stipulates that the facility providing the service is of national significance, having regard to:

- (i) the size of the facility, or
- (ii) the importance of the facility to constitutional trade or commerce, or
- (iii) the importance of the facility to the national economy.

Submissions

- 9.2 PNO did not make submissions addressing criterion (c).
- 9.3 Glencore submits that the Port is the world's largest coal export port and the only economically viable means of exporting coal produced in the Hunter Valley. Glencore notes that coal exports make a significant contribution to domestic economic activity and thereby enhances the welfare of Australians.⁴³⁴
- 9.4 Yancoal and NCIG note that, unlike other declaration criteria, criterion (c) was not amended and there is no suggestion that the channel has become less significant in the last two to three years. They submit that the significant volume of coal exports through the Port and the coal royalties that are generated result in significant benefits for both state and federal gross domestic product. They note, as an example, that coal royalties accounted for \$1.776 billion in the 2018 New South Wales state budget.⁴³⁵
- 9.5 NCIG further submits that the significance of the channel is likely to increase with the potential for further developments at the Port, such as a major container terminal.⁴³⁶
- 9.6 Pacific National notes that the Port itself is categorised by COAG's Transport Infrastructure Council (TIC) as part of the National Key Freight Routes.⁴³⁷

Criterion (c) is satisfied

- 9.7 The Council considers that the facilities are of national significance in terms of their importance to constitutional trade and commerce (specifically, trade or commerce between Australia and places outside Australia) and their importance to the national economy, noting, in particular, the mass and value of trade through the facilities each year, and the economic activity generated by industries that are reliant upon the facilities.

⁴³⁴ Glencore' August 2018 Submission p 30.

⁴³⁵ Yancoal's August 2018 Submission p 8; NCIG's August 2018 Submission p 8.

⁴³⁶ NCIG's August 2018 Submission p 8

⁴³⁷ Pacific National's SOPV Submission at p 3.

- 9.8 No party submitted that the Port is not nationally significant under criterion (c). The Council considers that the conclusion on this matter is free from doubt.
- 9.9 The Council's view is that criterion (c) is satisfied, and that the Minister would arrive at this conclusion.

10 Material promotion of the public interest – criterion (d)

- 10.1 Section 44CA(1)(d) of the CCA sets out declaration criterion (d), which is ‘that access (or increased access) to the service, on reasonable terms and conditions, as a result of a declaration of the service, would promote the public interest’.
- 10.2 The public interest criterion that was in force in 2015 (i.e. ‘criterion (f)’, which was previously set out at subsections 44G(2)(f) and 44H(4)(f) of the CCA) was formulated as a negative test, i.e. the Council considering a declaration application had to be satisfied that access (or increased access) to the service would not be contrary to the public interest.

Submissions

Before the SOPV was issued

- 10.3 PNO submits that, unlike the previous criterion (f), criterion (d) requires the Minister to be positively satisfied that access (or increased access) to the service, on reasonable terms and conditions, as a result of a declaration of a service would promote the public interest. The matters to which the Minister can have regard are broad, subject to the requirement that those matters must: (i) include the matters identified in section 44CA(3); and (ii) exclude the matters identified in criteria (a) to (c).⁴³⁸
- 10.4 PNO considers that even if the Council were to determine that the other criteria are met in the present case, the declaration of the Service should still be revoked on the basis that criterion (d) is not met. In support of this view, PNO made the following submissions.
- (a) Declaration of the Service may have a chilling effect on investment in infrastructure by curbing the returns that would otherwise be realised by investing in infrastructure services
 - (b) There is no evidence that investment decisions in markets that depend on access to the Service are influenced by port charges. Investment decisions in dependent markets are more likely to be influenced by more significant sources of uncertainty
 - (c) The Declaration has led PNO to incur significant administrative and compliance costs, including costs from participating in arbitration (both in terms of time and legal costs) and costs from complying with any arbitration determinations. PNO submits that it will continue to be exposed to these administrative and compliance costs as long as the Declaration is in place

⁴³⁸ PNO’s July 2018 Submission pp 39, 40.

- (d) PNO is not aware of any other matter that would provide a basis for the Minister to be positively satisfied that maintaining declaration of the Service would promote the public interest.⁴³⁹
- 10.5 Ports Australia submits that there is no evidence to indicate that the current declaration has positively impacted related infrastructure services and markets that are dependent on access to the Service, or that the continuation of the Declaration will result in an overall gain to the community.⁴⁴⁰
- 10.6 On the contrary, Ports Australia submits that the lack of adequate returns from commercial operations due to the declaration decision will result in an inability to manage the long-term viability of the Service. This would jeopardise jobs and businesses in and around the Port that rely on its effective management and, over the long term, may see the State Government take back management of the Port and allocate significant tax-payer monies to revitalise the Service and related infrastructure. Ports Australia submits that neither of these outcomes result in an overall gain to the community and, therefore, criterion (d) is not met.⁴⁴¹
- 10.7 Yancoal⁴⁴² and NCIG⁴⁴³ acknowledge that the amendments to criterion (d) require that the Council (and ultimately the Minister) is positively satisfied that declaration of the service promotes the public interest. However, both Yancoal and NCIG consider that this is an assessment of whether declaration would be likely (in the sense of there being a significant finite probability) to generate overall gains to the community (without any materiality requirement being applied to those gains).
- 10.8 Yancoal⁴⁴⁴ and NCIG⁴⁴⁵ submit that criterion (d) is met and make the following points in response to PNO's submissions at paragraph 10.4 above.
- (a) PNO's submission that declaration of the Service may have a chilling effect on investment in infrastructure services is clearly inconsistent with PNO's own actions and other evidence. Yancoal provides examples of recent and likely investments in the Port and notes that PNO has not provided any examples of investment at the Port which were planned or alleged to have been necessary and have not been carried out because of the existing declaration
 - (b) The pricing of the Service is not immaterial – particularly for marginal mines and producers. Further, it is not materiality alone, but materiality combined with uncertainty that should be considered. Only declaration

⁴³⁹ Ibid p 41.

⁴⁴⁰ Ports Australia's August 2018 Submission pp 3, 4.

⁴⁴¹ Ibid.

⁴⁴² Yancoal's August 2018 Submission 18, 19.

⁴⁴³ NCIG's August 2018 Submission pp 14, 15.

⁴⁴⁴ Yancoal's August 2018 Submission 18, 19.

⁴⁴⁵ NCIG's August 2018 Submission pp 14, 15.

creates the potential for mitigating the volatility and uncertainty risks which exist in relation to the Service

- (c) PNO has failed to substantiate the level of administrative and compliance costs actually incurred. Any costs incurred by PNO as a result of declaration arise because of PNO's own decision to strategically and vigorously oppose declaration. There are a number of factors which indicate the costs of complying with declaration are not as significant as submitted by PNO, including that (a) the nature of the channel service being a single common service for all users results in synergies and simplicity of price regulation which minimises costs incurred; and (b) once pricing structures are set by arbitration, PNO is able to realise efficiency savings in subsequent negotiations and arbitrations by adopting the previous determination and minimising the management time and legal and expert costs incurred
- (d) There are a range of wider public benefits that arise from declaration, including:
 - (i) efficient use of infrastructure;
 - (ii) ecologically sustainable development;
 - (iii) promotion of further investment in coal production and exploration in the Hunter Valley region (and related services provision to coal producers) and in a possible future container terminal at the Port;
 - (iv) higher government royalties.

10.9 Glencore submits that ongoing declaration provides an array of public benefits, including facilitating and providing incentives to invest in dependent markets and the Port itself, economic growth, and provision of regulatory certainty. Accordingly, Glencore submits that the Council cannot be satisfied that criterion (d) is not satisfied.⁴⁴⁶

10.10 Synergies states that by providing an effective constraint on PNO increasing its prices to capture monopoly rents, declaration will promote the efficient use of infrastructure and create improved conditions for investment in exploration and development of coal reserves.⁴⁴⁷

10.11 Synergies adds that the additional benefits associated with improved access based on reasonable terms and conditions as a result of declaration (compared to access on PNO's imposed terms) which have not already been identified in criterion (a) fall into the following two broad categories:

- (a) the gains arising from increased productive, allocative and dynamic efficiency in markets other than the coal tenements market (which has already been considered in relation to criterion (a)); and

⁴⁴⁶ Glencore's August 2018 Submission p 30.

⁴⁴⁷ Synergies August Report p 71

- (b) the additional economic growth in the NSW and Australian economies associated with increased mining production (i.e. where increased investment attractiveness because of the declaration leads to deposits being proven and ultimately mined).⁴⁴⁸

10.12 Synergies also submits that revoking the declaration will result in public detriments where:

- (a) there is no other credible constraint on PNO engaging in monopoly pricing which would mean that the application of the Part IIIA regulatory framework is redundant
- (b) revocation of the declaration will cause a reduction in the value of investments made by coal producers who legitimately expected that PNO's ability to engage in monopoly pricing would be constrained
- (c) it establishes a precedent for undeclared ports, across Australia, to raise prices where they perceive the threat of regulation is similarly weak.⁴⁴⁹

10.13 PNO's September 2018 Submission states that the relatively low level of interest from the public to the revocation application supports the view that there is an insufficient basis for the Council (and the Minister) to be satisfied that access (or increased access) on reasonable terms and conditions as a result of the declaration of the Service would promote the public interest.⁴⁵⁰

10.14 In response to the August 2018 submissions by Yancoal and NCIG, PNO submits that it is clear (for example from the Harper Report at p 32) that the onus under the new criterion (d) of demonstrating that access would promote the public interest is on those seeking access, rather than there being an onus on infrastructure owners and operators to demonstrate that access would be contrary to the public interest.⁴⁵¹

10.15 In relation to the specific points raised by Yancoal and NCIG, PNO submits the following:

- (a) A chilling effect on investment does not require an absence of *any* investment, but rather is a reduction in the investment that would otherwise occur. Yancoal and NCIG are not in any position to comment on whether declaration has in fact dampened investment in infrastructure services. Moreover, the chilling effect on investment in infrastructure is broader than specific investments in the Port and relates to investment in infrastructure services generally, which Yancoal and NCIG have not addressed⁴⁵²

⁴⁴⁸ Ibid.

⁴⁴⁹ Ibid.

⁴⁵⁰ PNO's September 2018 Submission p 4.

⁴⁵¹ Ibid p 8.

⁴⁵² PNO's September 2018 Submission p 8.

- (b) PNO does not agree with the submissions by Yancoal and NCIG (summarised in point (b) at paragraph 10.8, above) about ‘*uncertainty*’ and; in any case, notes those submissions are relevant only to criterion (a) and not criterion (d)⁴⁵³
- (c) It is well accepted that regulation necessarily results in increased administrative and compliance costs for the infrastructure operator that would not be incurred absent regulation. PNO disagrees with the submissions by Yancoal and NCIG⁴⁵⁴ that there are a number of factors which indicate the costs of complying with declaration are not as significant as submitted by PNO: (a) PNO does not agree that price regulation at the Port is ‘*simple*’ and (b) there is no basis to conclude that PNO can simply ‘*adopt*’ a previous determination in a subsequent dispute with another user, as suggested by NCIG and Yancoal (see summary in point (c) of paragraph 10.8, above)⁴⁵⁵
- (d) The claimed “public benefits” identified by Yancoal and NCIG⁴⁵⁶ do not arise from declaration. In relation to the first two benefits claimed to arise, there is no basis to suggest that it would somehow be necessary to duplicate the channel absent declaration or that declaration is otherwise necessary to ensure efficient use of infrastructure or ecologically sustainable development. The third benefit (promotion of further investment) is properly dealt with under criterion (a), not criterion (d). Finally, any increase in royalties for the State will be dwarfed by the benefits to the State of the declaration being revoked, including investment in infrastructure services not being chilled by the threat (and actuality) of heavy handed regulation and the State’s ongoing interest in the value of the assets used to provide the Service and revenue generated through use of the Service.⁴⁵⁷

10.16 PNO notes that Glencore makes a number of submissions to the effect that revocation would be contrary to the public interest and that declaration provides certain public benefits.⁴⁵⁸ PNO states that the relevant test is that access (or increased access), on reasonable terms and conditions, as a result of declaration would promote the public interest, not that revocation would be contrary to the public interest. These are not one and the same.⁴⁵⁹

⁴⁵³ Ibid p 8.

⁴⁵⁴ Yancoal’s August 2018 Submission, p.21 and NCIG’s August 2018 Submission, p.17.

⁴⁵⁵ PNO’s September 2018 Submission pp 8, 9.

⁴⁵⁶ Yancoal’s August 2018 Submission, p.22 and NCIG’s August 2018 Submission p.18.

⁴⁵⁷ PNO’s September 2018 Submission pp 9, 10.

⁴⁵⁸ Glencore’s August 2018 Submission p.30.

⁴⁵⁹ PNO’s September 2018 Submission p 7.

- 10.17 PNO submits that the direct benefits Glencore claims would flow from continued declaration of the Service (namely, enhancing the efficiency of Australian-based coal producers and improving competition in dependent markets; and providing incentives and price certainty allowing coal producers to invest in dependent markets) properly fall for consideration in criterion (a), not criterion (d).⁴⁶⁰
- 10.18 PNO submits that Glencore identifies consequential public benefits (such as increased investment in mining and growth in the economy) but considers that these necessarily rely upon satisfaction of the competition criterion, which is not the case here.⁴⁶¹
- 10.19 PNO submits that Synergies has provided no evidence in support of its claim that by providing an effective constraint on PNO increasing its prices to capture monopoly rents, declaration will promote the efficient use of infrastructure and create improved conditions for investment in exploration and development of coal reserves. Furthermore, Synergies has not addressed the fact that port charges represent a *de minimis* cost input for those of the relevant market participants who may possibly bear these costs. Nor has Synergies demonstrated any relationship between coal export volumes and port charges, nor explained why in the absence of declaration PNO would have any incentive to act in a way which would hamper the volume of coal shipments.⁴⁶²
- 10.20 In relation to the public detriments identified by Synergies, PNO submits:
- (a) There is no evidence to support the submitted loss of value in investments. PNO notes that export coal prices have experienced very significant growth since June 2016 (when the Service was declared) and it is likely that this and other more relevant factors have influenced investment decisions in the coal sector rather than the Declaration.⁴⁶³
 - (b) Synergies' argument concerning negative precedent implications is premised on the claim that inefficient pricing behaviour will go unaddressed and that the mere act of revoking the Declaration will provide PNO with the incentive and opportunity to set unreasonable terms and conditions. This premise is without foundation for the reasons set out in detail in PNO's revocation application, and as set out in the HoustonKemp Incentives Report.⁴⁶⁴
- 10.21 Yancoal's October 2018 Submission reiterates that criterion (d) does not have a materiality threshold and states this is important because where the Council must be satisfied that one or more of the declaration criterion are not met before

⁴⁶⁰ Ibid pp 5, 6.

⁴⁶¹ Ibid.

⁴⁶² Ibid p 6.

⁴⁶³ Ibid p 7.

⁴⁶⁴ Ibid.

recommending revocation, there would need to be basically no public benefits from declaration in order to come to that conclusion.⁴⁶⁵

10.22 Yancoal also disagrees with PNO's claims around benefits that should be considered under criterion (a) but not criterion (d) (see point (d) at paragraph 10.15) and submits that the effect on competition and investment is clearly relevant to criterion (d).⁴⁶⁶

10.23 Yancoal submits that once it is concluded that declaration promotes investment and revocation will have a chilling effect on investment in the Hunter Valley coal industry, that will be enough (given the minimal, if any, public detriments caused by declaration) for criterion (d) to be satisfied.⁴⁶⁷

10.24 In response to specific points raised in PNO's September 2018 Submission, Yancoal submits:

- (a) It is not correct to determine the relevance of the Declaration to the public interest by reference to how many submissions are made in respect of the revocation declaration⁴⁶⁸
- (b) The application for revocation of the existing declaration is opposed by both NCIG and PWCS. NCIG shareholders include a range of significant coal producers operating in the Hunter Valley and PWCS shareholders include a mix of Hunter Valley coal producers and Japanese coal customers. The opposition to revocation by these two entities alone demonstrates the deep and broad level of concern across the Hunter Valley coal supply chain about the future state of competition and the health of the Hunter Valley coal market if declaration is removed at Port of Newcastle.⁴⁶⁹
- (c) It is misleading to suggest that it can be read into the fact that only Glencore has commenced an access dispute that declaration does not promote the public interest⁴⁷⁰
- (d) The effect of declaration should be assessed by the Council with the benefit of the determination that is ultimately made by the ACCC in respect of the Glencore - PNO Arbitration⁴⁷¹
- (e) Yancoal considers that the typical regulatory approach for an infrastructure service of this type where the same capital is employed for all users, to provide materially the same service, and where the statutory regime provides for the same price to be charged to all users, makes it

⁴⁶⁵ Yancoal's October 2018 Submission p 8.

⁴⁶⁶ Ibid pp 8, 9.

⁴⁶⁷ Ibid.

⁴⁶⁸ Ibid pp 9, 10.

⁴⁶⁹ Yancoal's October Submission pp 9, 10.

⁴⁷⁰ Ibid

⁴⁷¹ Ibid pp 10, 11.

extremely likely that the ACCC's ultimate determination in respect of the Glencore - PNO Arbitration will have more general application⁴⁷²

- (f) Yancoal continues to consider that any ongoing administrative or compliance costs for PNO would be expected to be relatively minor, particularly given that the ACCC is highly likely to resolve the principles which will apply in such disputes in its determination of the Glencore - PNO Arbitration. Yancoal agrees with the conclusion drawn in the Synergies Report that there is a high likelihood that PNO would be able to avoid future arbitrations by offering terms of access determined in that initial arbitration to other users.⁴⁷³

10.25 NCIG's October 2018 Submission disputes PNO's submission that it would be inappropriate for the Council to take into account benefits that flow from increased competition in dependent markets in their assessment of whether or not criterion (d) is satisfied.⁴⁷⁴

10.26 NCIG refers to the 2017 EM and states that the Minister is required to weigh up the benefits that are identified from an assessment of criteria (a) – (c) (but not to question or re-assess the outcomes of the prior assessment of those criteria), along with any other matter that is relevant to the public interest (including the matters specified in section 44CA(3)) and judge whether, on balance, declaration would promote the public interest. To suggest that in doing this exercise, the Minister should instead ignore benefits to competition in dependent markets that were identified in assessing criterion (a), but instead only identify and be satisfied of other benefits unrelated to competition, would be to divorce criterion (d) from the objective and structure of Part IIIA in a way that has no support in the legislation or supporting materials.⁴⁷⁵

10.27 NCIG remains of the view that criterion (d) is clearly satisfied. It submits that declaration will promote a material increase in competition in a range of dependent markets and help to support investment certainty and the long term future of the Hunter Valley coal industry.⁴⁷⁶

10.28 Synergies' October 2018 Report disputes PNO's claim that it has mis-stated the public interest criterion test and applied it as a negative assessment rather than through the application of the positive test in which the designated Minister must now be positively satisfied that access (or increased access) to the Service would promote competition.⁴⁷⁷

⁴⁷² Ibid p 10.

⁴⁷³ Ibid p 10.

⁴⁷⁴ NCIG's October Submission pp 3.

⁴⁷⁵ Ibid pp 5-7.

⁴⁷⁶ NCIG's October 2018 Submission p 10.

⁴⁷⁷ Synergies October 2018 Report p 4.

10.29 Synergies states its assessment that revocation would not promote the public interest is based on the application of the public interest to a future *with continued declaration* and a future *without declaration*. Under this scenario, the starting point is not the absence of declaration. More appropriately, where the starting point is a circumstance of declaration existing, then the test of ‘disbenefit’ or the detriment that is likely to arise in the event that the declaration is removed, is the only practical application of the with and without test.⁴⁷⁸

Responding to the SOPV

10.30 The ACCC does not agree that criterion (d) allows the Minister to consider the “likely flow on effects that follow from its conclusions on criterion (a) – (c)”. This risks the result that criterion (d) will not be met wherever criterion (a) is not met. Instead, an assessment of criterion (d) should look at whether there is any matter other than those addressed in criterion (a) – (c) relevant to whether access on reasonable terms as a result of declaration would promote the public interest. An appropriate approach would be to assess criterion (d) under the assumption that criteria (a) – (d) are met.⁴⁷⁹

10.31 The ACCC also submits that the Council’s finding that a future with declaration may result in charges that lead to underinvestment does not acknowledge that arbitrated outcomes take into account investment incentives and the impact on future investments. The Council simply assumes that the risk of regulatory error in setting access terms and conditions will outweigh the benefits of more efficient pricing. A regulator-determined rate of return is more likely to lead to efficient investment outcomes than the return embedded in unconstrained monopoly prices. The ACCC questions what evidence underpins the Council’s assumption that regulatory risk distorts investment outcomes in a negotiate-arbitrate regime.⁴⁸⁰

10.32 The ACCC submits that the assumption that PNO will be incentivised to charge at a level that facilitates efficient investment and does not consider dependent markets have led to the incorrect conclusion that declaration will not promote the public interest.⁴⁸¹

10.33 Yancoal submits that the Council’s analysis of criterion (d) was conducted in the context of the Council’s preliminary findings in respect of criterion (a), that the likely changes in charges without declaration would not be of sufficient magnitude to impact investment decisions. Given criterion (d) should be assessed based on the outcome in respect of criterion (a), and criterion (a) should actually be satisfied for the reasons set out in Yancoal’s submission, Yancoal considers that it is clear on further analysis that, absent declaration, PNO has the ability and incentive to

⁴⁷⁸ Ibid pp 4, 23, 24.

⁴⁷⁹ ACCC’s SOPV Submission pp 6.

⁴⁸⁰ ACCC’s SOPV Submission pp 6, 7.

⁴⁸¹ Ibid.

increase prices to (and past) the point that will materially impact investment decisions in the tenements markets. It would be expected that once it is concluded that there are material impacts on investment in the coal tenements market, taking into account the economic growth and activity that drives, criterion (d) will clearly be satisfied.⁴⁸²

10.34 Pacific National submits that:

- a) The SOPV raises issues about the legitimacy of the Part IIIA monopoly regulation regime and could leave open the possibility of the NCC overturning any Part IIIA declaration process, including the Part IIIA regime covering the regulation of monopoly airports⁴⁸³
- b) Declaration has been critical to promoting effective competition and investment across key freight and transport supply chains (dependent markets) over the past twenty years.

In support of this view, Pacific National points to its experience in Queensland where regulated access to infrastructure proved effective in creating an environment in which rail freight competition can materially develop and grow. Pacific National considers its ability to grow its business in Queensland has been critically dependent on having certainty with respect to terms of access to key infrastructure. Pacific National also provides its submission to QCA's Staff Issues Paper regarding DBCT and CQCN in which it lists a number of investments it has undertaken in Queensland before stating "[Pacific National's] investment would not have been justified, absent a stable regulatory environment".⁴⁸⁴ Pacific National's submission also details how it considers regulated access to have supported its investments and ability to compete in Queensland⁴⁸⁵

- c) The NCC's examination of the negative effects of Declaration is weak. For example, the claimed cost of regulatory error is theoretical at best and issues attached to the cost of regulatory error have been addressed through information gathering and better resourcing of regulators. The risk of regulatory error is not a reason to remove regulation itself.⁴⁸⁶

10.35 PWCS submits:

- a) PNO charging a price that extracts profits from other industry participants involves more than just an allocation of profits between stages in the supply chain (as suggested by the NCC). The presence of an unregulated monopolist in the supply chain will dampen the incentive for investment in each market that is

⁴⁸² Yancoal's SOPV Submission pp 14, 15.

⁴⁸³ Pacific National's SOPV Submission p 1.

⁴⁸⁴ Pacific National submission to QCA Issues Paper 30 May 2018, p 6.

⁴⁸⁵ Pacific National's SOPV Submission pp 1, 2.

⁴⁸⁶ Ibid p 2.

ultimately dependent on the channel service due to the fear of profits that might result from a given investment being siphoned off by PNO in the future⁴⁸⁷

- b) Experience in other regulated industries, such as electricity, illustrates that regulation does not itself remove the incentive to invest⁴⁸⁸
- c) Port Waratah is concerned that revoking declaration would have serious negative effects on the coal supply chain and, consequently, on Port Waratah's business (which depends on coal export volumes being maintained or increasing in order to underwrite infrastructure investments)⁴⁸⁹
- d) Port Waratah is also concerned that it will need to negotiate with PNO in relation to its upcoming lease renewal and by the effects that revoking declaration and allowing PNO unconstrained ability to increase prices may have.⁴⁹⁰

10.36 PNO submits that regulatory error disproportionately impacts PNO compared to users given PNO relies on port charges for the significant majority of its revenue, compared to users where port charges are a *de minimis* cost and not a significant source of uncertainty or risk compared to other uncertainties and risks.⁴⁹¹

10.37 Synergies submits that irrespective of competition impacts in dependent markets, continued declaration will facilitate increased investment and output from the Hunter Valley and this outcome advances the public interest in the context of the CCA's objectives.⁴⁹²

10.38 Synergies submits that:

- a) the consequence of higher port charges for the coal industry means that prospective bidders for coal tenements are less likely to purchase tenement rights, or if they do, will pay lower prices because they assess that their expected returns will be materially lower in the face of rising costs (port charges) which cannot be mitigated. Increased port charges effectively transfer the wealth that would have been realised from investments from port users to PNO, reducing coal resource values in the area and impacting market incentives.⁴⁹³ There is also likely to be a reduced volume of coal output from the Hunter Valley relative to what would occur in the absence of the revocation over the longer term.

⁴⁸⁷ PWCS' SOPV Submission pp 2, 3.

⁴⁸⁸ Ibid p 3.

⁴⁸⁹ Ibid p 4.

⁴⁹⁰ Ibid

⁴⁹¹ PNO's SOPV Submission p 14.

⁴⁹² Synergies' February Report p 3

⁴⁹³ Synergies' February 2019 Report pp 3, 8, 9 and 25.

- b) continued declaration will promote the public interest by creating incentives for increased efficiency in supply chain infrastructure and enhancing growth in the NSW and Australian economies. The NCC's position is contrasted with that taken by the QCA, which found that access as a result of declaration would create an environment for efficient investment in coal tenements markets which would result in higher coal export revenues and would generate wider economic benefits. Synergies references QCA's position on criterion (d) as 'regulatory precedent'.⁴⁹⁴

Synergies argues that there is significant channel capacity such that no significant investment in channel capacity is required over the medium term and future investments will most likely be funded by users. There is no expectation that PNO will commit its own funds to channel development for the foreseeable future. In contrast, the absence of declaration may have a chilling effect on investment that other parties are willing to make, both in relation to the declared service (e.g. dredging) and complementary infrastructure where businesses consider that PNO may subsequently increase port charges to expropriate profit margins.⁴⁹⁵

- c) the Council's criterion (d) analysis did not consider efficiency losses that can arise without competition being impacted, such as allocative efficiency. Synergies notes that allocative efficiency effects arise wherever the pattern and associated value of economic activity differs between a status quo factual position and a counterfactual position following a policy or parameter change, such as a materially higher port charge where declaration is revoked. These outcomes are not necessarily dependent on there being a material reduction in workable competition in any market.⁴⁹⁶
- d) The Council did not respond to Synergies previous submission as to the benefits that would arise from wealth being transferred from PNO to miners and on to the Australian and NSW economies as a result of more profit accruing to miners (rather than PNO) if declaration remains in place.⁴⁹⁷

Responding to NERA's Report

10.39 Bloomfield submits that the negative economic impacts of oligopolistic behaviour of electricity generators is only recently becoming apparent following their privatisation. Bloomfield considers that the Port will be even more problematic than these electricity generators since it occupies a monopoly over the distribution of Hunter Valley export coal. There seems to be very little downside to recommending that declaration be maintained, whereas revocation delivers risk to pricing,

⁴⁹⁴ Synergies' February 2019 Report p 36.

⁴⁹⁵ Synergies' February 2019 Report p 41.

⁴⁹⁶ Ibid pp 38, 39.

⁴⁹⁷ Ibid p 43.

investment and growth as well as the potential for unforeseen or mis-modelled outcomes that have resulted in other recent unconstrained privatisations.⁴⁹⁸

Council's approach to criterion (d)

10.40 Criterion (d) requires that access (or increased access) to the service, on reasonable terms and conditions, as a result of declaration of a service, would promote the public interest.

10.41 In considering criterion (d), regard must be had to the matters identified in subsection 44CA(3)(a) and (b). Subsection 44CA(3) provides that "...in considering whether [criterion (d)] applies the Council or the designated Minister must have regard to:

- (a) the effect that declaring the service would have on investment in:
 - (i) infrastructure services; and
 - (ii) markets that depend on access to the service; and
- (b) the administrative and compliance costs that would be incurred by the provider of the service if the service is declared."

10.42 Paragraph 12.40 of the 2017 EM provides that:

criterion (d) does not call into question the results of subsections 44CA(1)(a), (b) and (c). It accepts the results derived from the application of those subsections, but it enquires whether, on balance, declaration of the service would promote the public interest. It provides for the Minister to consider any other matters that are relevant to the public interest.

10.43 In *Pilbara HCA* the High Court considered the previous public interest criterion. It found (at paragraph [42]) that:

It is well established⁴⁹⁹ that, when used in a statute, the expression 'public interest' imports a discretionary value judgment to be made by reference to undefined factual matters. As Dixon J pointed out in *Water Conservation and Irrigation Commission (NSW) v Browning*⁵⁰⁰, when a discretionary power of this kind is given, the power is 'neither arbitrary nor completely unlimited' but is 'unconfined except in so far as the subject matter and the scope and purpose of the statutory enactments may enable the Court to pronounce given reasons to be definitely extraneous to any objects the legislature could have had in view'. It follows that the range of matters to which the NCC and,

⁴⁹⁸ Bloomfield's NERA Submission p 3.

⁴⁹⁹ See, for example, *O'Sullivan v Farrer* (1989) 168 CLR 210 at 216; [1989] HCA 61; *McKinnon v Secretary, Department of Treasury* (2006) 228 CLR 423 at 443-444 [55]; [2006] HCA 45; *Osland v Secretary to Department of Justice* (2008) 234 CLR 275 at 300 [57], 323 [137]; [2008] HCA 37; *Osland v Secretary to Department of Justice [No 2]* (2010) 241 CLR 320 at 329 [13]; [2010] HCA 24. See also *Water Conservation and Irrigation Commission (NSW) v Browning* (1947) 74 CLR 492 at 505; [1947] HCA 21.

⁵⁰⁰ (1947) 74 CLR 492 at 505.

more particularly, the Minister may have regard when considering whether to be satisfied that access (or increased access) would *not* be contrary to the public interest is very wide indeed. And conferring the power to *decide* on the Minister (as distinct from giving to the NCC a power to *recommend*) is consistent with legislative recognition of the great breadth of matters that can be encompassed by an inquiry into what is or is not in the public interest and with legislative recognition that the inquiries are best suited to resolution by the holder of a political office.

- 10.44 The Council considers that the relevance and import of the High Court’s comments regarding the content of public interest inquiries, and the political nature of such inquiries, is unaffected by the amendments made to the public interest criterion in 2017.
- 10.45 The Council notes the ACCC’s suggestion that criterion (d) should be assessed under the assumption that criteria (a) – (c) are met, but does not consider that this is the correct approach. The approach proposed by the ACCC is not supported by the legislative text of criterion (d), nor elsewhere in the legislation. The ACCC cites paragraph 12.39 of the 2017 EM as being consistent with its proposed approach, noting it provides that “[criterion (d)] now constitutes an additional positive requirement which must be met...However, it is only to be considered when [criteria] (a), (b) and (c) have been met.”⁵⁰¹ .
- 10.46 The statement that criterion (d) is only considered *when* criteria (a), (b) and (c) have been met does not imply that criterion (d) should be assessed under the assumption that the other criteria are met. It suggests, rather, that where, as here, criterion (a) is not met, it is not necessary to consider criterion (d). Further, the subsequent paragraph of the 2017 EM provides “Criterion (d) does not call into question the results of [criteria (a) – (c)]. It accepts the results derived from the application of those subsections, but it enquires whether, on balance, declaration of the service would promote the public interest.”⁵⁰²
- 10.47 Explanatory Memoranda are not conclusive as to the construction of legislation. The Council considers the appropriate approach to criterion (d) is to consider all matters relevant to the public interest applicable in the circumstances. This includes the matters considered under criteria (a) to (c), and the conclusions drawn under them. Moreover, it is consistent with the Part IIIA objective of promoting “the economically efficient operation or, use of and investment in the infrastructure by which services are provided, thereby promoting effective competition in upstream and downstream markets”.⁵⁰³ The promotion of competition in upstream and downstream markets is the subject matter of criterion (a). The Council considers that taking into account the results of the other criteria in assessing criterion (d), particularly criterion (a), promotes the objects of Part IIIA. To do otherwise would

⁵⁰¹ ACCC, Submission on SOPV, 6 February 2019, page 6

⁵⁰² 2017 EM at [12.40].

⁵⁰³ Section 44AA(a) of the CCA; the objects of Part IIIA relevant to declaration of services.

be inconsistent with the legislative scheme. This approach allows the Minister to consider all other matters affecting the public interest and allows him or her to refuse or revoke declaration where the other criteria are satisfied.

10.48 Contrary to the ACCC's submission, the Minister may prevent declaration where there is an important public interest consideration not addressed by the other criteria, notwithstanding that criterion (a) may be satisfied.

10.49 The Council has assessed criterion (d) in light of its task under subsection 44J(2)(b), elucidated by the High Court's discussion of the public interest, and the key role of the Minister in assessing that criterion. As the public interest is a matter better weighed by the holder of political office rather than being a technical matter for expert advice, there would need to be matters that clearly and strongly weigh against the public interest before the Council could arrive at the conclusion that the Minister could not be satisfied that criterion (d) is met.

Council's view on each relevant factor

10.50 The Council's view on each of the mandatory factors in subsection 44CA(3), and other matters relevant to criterion (d), is set out below.

Effect of declaration on investment in infrastructure services

10.51 In considering section 44CA(3)(a)(i), and consistent with the Hilmer report⁵⁰⁴, the Council is primarily concerned with whether declaration would undermine the viability of efficient investment decisions; and hence risk deterring future investment in important infrastructure projects.

10.52 As a preliminary note, the Council has not limited its consideration of relevant infrastructure investments solely to investments that improve the Service or access to it. Further, paragraphs 10.62 to 10.72 below specifically address the effect of declaration on investment in dependent markets.

10.53 The Council considers that declaration of any service (and any consequent access regulation achieved via a negotiate-arbitrate regulatory model under Part IIIA) has the potential to alter a service provider's incentive to efficiently invest in maintaining or improving infrastructure necessary to provide the service; and/or inefficiently distort the timing of those investments. This might occur, for instance, if regulated terms and conditions of access set via an arbitration determination unintentionally prevent a service provider from recovering the efficient costs of its past and future investments in the infrastructure necessary to provide a declared service. As noted in the PC 2013 Review:

Prices that are set too low can lead to delayed investment, or the non-provision of some infrastructure services [page 104]

⁵⁰⁴ National Competition Policy Review ('Hilmer Report') 25 August 1993 p 251.

10.54 The ACCC submits that arbitrated outcomes take into account investment incentives; and the likely impact that the arbitrated access terms would have on future investment.⁵⁰⁵ The Council does not wish to suggest the ACCC would consciously intend to regulate in a way that under- or over-compensates an access provider for its efficiently incurred costs. However, the determination of access prices via arbitration regularly involves the ACCC (and, potentially on review, the Tribunal) developing a sophisticated BBM of the type used in the Glencore-PNO Arbitration; and making judgements on a series of particular input parameter assumptions for these models. These judgements often extend to forming views on uncertain future events, such as demand forecasts and capacity utilisation of a service. While access regulation under Part IIIA via arbitration can allow for a risk-adjusted commercial return on investment, it is impossible to completely remove all risks of unintentional regulatory error when setting reasonable terms and conditions of access to a service. As noted in the PC 2013 Review:

Given that regulators are unable to set optimal access prices (prices that would maximise overall economic efficiency) with precision, there is scope for regulatory error in the setting of access terms and conditions. As Allan Fels acknowledged, 'setting the appropriate price requires much detailed, difficult to obtain information about industry cost and demand conditions, making some degree of regulatory error inevitable' [p. 103]

10.55 Similarly, and as noted by the ACCC during the PC 2013 Review:

Due to information constraints and limitations on the regulator's ability to foresee all potential consequences of regulatory decisions, it is not possible to design access regulation that avoids creating any distortions to infrastructure investment incentives. [p. 100]

10.56 The fact that the ACCC is obliged to consider the impact of its arbitral decisions on investment incentives does not remove the risk that its decisions may adversely affect those incentives. No regulator can remove the risk of regulatory error merely by taking into account that it may occur.

10.57 Notwithstanding the inevitable risks associated with regulatory error, the Council considers it is unclear whether declaration of the Service will have a materially negative effect on PNO's incentive to efficiently invest in the infrastructure necessary to provide the Service. In the first instance, where the majority of costs necessary for investment in a particular access service have already been "sunk" (i.e. incurred, and can no longer be avoided by the service provider), any distortion to investment decisions associated with declaration of a particular service are likely to be muted. In this respect, Synergies' submission is that there is significant existing channel capacity at the Port such that no additional significant investment in channel capacity is required over the medium term. The Council also notes Synergies' submission that any necessary future investments in channel capacity may be funded by users who require it.

⁵⁰⁵ ACCC's SOPV Submission p 6.

10.58 Against this, however, there is still the possibility that PNO will need to make future investments to upgrade and/or maintain the infrastructure necessary to provide the Service; and that independently determined terms and conditions of access for the Service via arbitral determination may unintentionally involve regulatory error that distorts these future investment decisions.

10.59 Second, and as noted in paragraph 7.168 above, the Council considers it is likely (but not certain) that PNO would charge higher prices for the Service in a future without declaration of the Service than those likely to occur in a future with declaration. However, it is unclear precisely how much higher prices might be in a future without declaration of the Service. For instance, charges set by the Port in the absence of declaration of the Service sit within the range of charges argued by Glencore and PNO to result from application of the ACCC's BBM in the Glencore-PNO Arbitration Determination (which is presently subject to review by the Tribunal).

10.60 PNO's submitted that regulatory error is likely to disproportionately impact it (as compared to users of the declared Service) since charges at the Port represent the significant majority of its revenue (whilst representing a minor proportion of the costs faced by miners). The Council considers that regulatory error can take the form of over-estimation or under-estimation of charges for access to the Service; and as such represents a risk to both PNO and users of the Service. The Council makes no finding regarding for whom the risk of regulatory error is more significant. The Council notes, however, the finding in the PC 2013 Review that

... the consequences for efficiency from setting access prices too low are, all else equal, likely to be worse than setting access prices too high. This is because deterring infrastructure investment (from setting access prices too low) is likely to be more costly than allowing service providers to retain some monopoly rent (from setting access prices too high) [PC page 104]

10.61 On balance, the Council believes it is possible that declaration of the Service could have an adverse effect on efficient investment in the infrastructure necessary to provide the Service. However, it is not clear in this instance that this effect would be substantial due to the fact that significant investments necessary to provide the Service have already occurred; the Port is unlikely to be capacity constrained over the relevant period of the declaration; and it is unclear how different (if at all) prices for the Service would be in a future with and without declaration of the Service.

Effect of declaration on investment in dependent markets

10.62 While it is possible that declaration of a service can have a negative effect on incentives for efficient investment in the infrastructure necessary to provide the service, access regulation may conversely lead to more efficient investment in dependent markets. For instance, if declaration can prevent an access provider from setting charges for a service at inefficiently high levels, it can encourage other entities to efficiently invest in infrastructure which complements (or is reliant on access to) the service. As noted in the PC 2013 Review:

Investment in markets that rely on access to an infrastructure facility could be lower due to any enduring market power held by the incumbent service provider. For instance, if an incumbent infrastructure service provider does not allow third party access, the amount of innovation and the range of services available to end users could be lower than otherwise. Moreover, even if a service provider does provide access to third parties, efficiency enhancing investments in dependent markets could still be delayed, or not made at all. [p. 82]

10.63 The Council believes its observations on the incentives of PNO in the context of criterion (a) are relevant to the arguments put by interested parties about the effect that declaration (or revocation of the Declaration) would have in dependent markets. In particular, PNO is not materially vertically integrated into the provision of services in dependent markets. This means PNO:

- a) has no incentive to deny access to users seeking to compete in related markets, for the reasons set out in paragraphs 7.112 to 7.113 above
- b) is likely to prefer that the most efficient miners/investors are successful in bidding for tenements, as this means it is likely more value will be created by their mining activity in the Newcastle catchment. As described in paragraph 7.326 above, more efficient mining activity in the Newcastle catchment would be likely to maximise demand for the Service at any given price set at the Port; and the consequent profits PNO can make from its long-term lease of the Port.

10.64 These factors suggest PNO is unlikely to have an incentive to deliberately act to reduce efficient investment in dependent markets.

10.65 Further, and as noted in paragraph 7.328 above, if PNO was unable to price discriminate between different miners seeking to export coal through the Port in a future without declaration of the Service, it would likely seek to set a uniform charge that it believed would maximise its long-term profits. This is likely (but not certain) to involve a higher charge for services at the Port in a future without declaration than might exist in a future with declaration, for the reasons set out in paragraphs 7.222 to 7.227 above.

10.66 To the extent prices for the Service are higher in a future without declaration of the Service, the Council does not expect this would have a material impact on efficient investment in the coal export market. This is because this market is already likely to be effectively competitive, for the reasons set out in paragraphs 7.210 to 7.215 above.

10.67 As noted in paragraph 7.221, however, the Council accepts that a higher uniform price (or uncertainty about the level of price) for the Service in a future without declaration may, conceptually, have the effect of making some marginal coal exploration/mining activities that would have been profitable in a future with declaration unprofitable in a future without. This suggests that declaration has the potential to improve efficient levels of investment in the market(s) for coal tenements. However, for the reasons discussed in paragraphs 7.221 and 7.328, it is

unlikely that any such consequence of declaration would be material in this instance.

- 10.68 Further, investors or potential investors of coal tenements in the Newcastle catchment will likely face a range of significant uncertainties which will bear upon their investment decisions. Besides regulatory change, there are other uncertainties of considerable magnitude unrelated to 'pricing uncertainty' that will impact on commercial decisions of investors or potential investors, such as the coal price (from which the ultimate value of a coal tenement is derived), the risk profile of a particular site (a greenfield site will have reserves of lesser known quality/quantity compared to more mature sites, which tend to attract more market interests), and ongoing costs (such as labour costs). The Council considers it is likely that uncertainty with respect to these factors would weigh far more heavily on investment decisions in coal exploration/mining than uncertainty in relation to charges at the Port in a future without declaration of the Service.
- 10.69 The Council notes it has not been provided with any factual evidence demonstrating which particular efficient investments in mining tenements would not occur in a future without declaration of the Service.
- 10.70 The Council accepts that a number of users of the Service may hold fears that PNO might seek to engage in "hold-up" of their sunk investments in a future without declaration of the Service. However, as noted in paragraphs 7.92 to 7.96 above, the Council considers that the desire not to create a reputation for hold-up is important in order for PNO to maximise the long-term return on its 98-year lease at the Port. In turn, this is likely to act as some level of constraint on the PNO's pricing and output decisions for the Service; and the extent to which it is likely to engage in hold-up of users if they make sunk investments in coal exploration/mining activities. Further, it is open to users contemplating investment in future coal exploration/mining activities to seek to enter long-term contracts with PNO *prior* to making sunk investments in order to remove uncertainty about the extent to which PNO might nonetheless seek to hold-up their investments once they are made.
- 10.71 Service charges comprise a larger cost component of containerised freight than export coal, though they are still a minor cost component. As noted in paragraph 7.377 above, however, the Council considers PNO faces significantly greater competitive constraints with respect to the provision of container port services due to the existence of other alternative ports able to provide these services to its potential customers. Further, and as noted in paragraph 7.229 above, potential investors in the container port market could seek to secure long-term contracts with PNO prior to making sunk investments if they fear PNO would seek to engage in hold-up.
- 10.72 The Council notes Pacific National's submissions as to its view of the importance of declaration to promoting effective investment across key freight and transport supply chains in Queensland (see paragraph 10.34 b)). As noted in paragraph 10.63 above, however, the Council does not consider there is any likelihood of access to

the Service being unreasonably denied to any access seeker; and PNO will not wish to reduce efficient investment in dependant markets. Further, while it is possible (but not certain) that prices for the Service may be higher in a future without declaration of the Service, the Council is not convinced that the difference in prices would have a material effect on efficient levels of investment in the dependent markets identified by Pacific National.

Administrative and compliance costs of declaration

10.73 The Council considers that the administrative and compliance costs of declaration include the costs of negotiating and arbitrating access disputes. The level of such costs may differ depending on factors such as the likely number of access disputes that may arise in relation to the declared service; the number of parties to these disputes; and the complexity of the issues likely to arise.⁵⁰⁶

10.74 To date, Glencore is the only user of the Service that has notified the ACCC of an access dispute. Other users (including Yancoal⁵⁰⁷) have had the opportunity to notify the ACCC of access disputes following publication of the Glencore-PNO Arbitration Determination, or at any other time while the Service has been declared. The Council is not aware of any other or currently notified access disputes regarding the Service.

10.75 In a future with declaration of the Service, additional parties may seek arbitration of terms and conditions of access to the Service by the ACCC if PNO were to seek to raise Service charges over the Relevant Term. The number of access disputes that would be referred to the ACCC in these circumstances, and the complexity of issues over which dispute may arise, is, however, uncertain.

10.76 Yancoal's October 2018 and April 2019 Submissions both refer to costly legal challenges instigated in connection with Glencore's access dispute as a reason why other Service users have refrained from notifying the ACCC of access disputes with PNO. The Council recognises that the Glencore-PNO Arbitration is likely to have come at a substantial cost to both parties (and that these costs will continue to grow while the Tribunal reviews the ACCC Determination and if there are any further court appeals in relation to this matter). Further, the ACCC Determination contains clauses enabling the possibility of future reviews of the charges set out in the Determination at periodic intervals.⁵⁰⁸ These factors attest to the non-trivial extent of administrative and compliance costs associated with declaration of the Service.

10.77 That said, the Council believes it is unclear whether subsequent access disputes involving the Service will require the same amount of time or cost as that involved

⁵⁰⁶ NCC, 'A Guide to Declaration under Part IIIA of the Competition and Consumer Act 2010 (Cth)', Version 6, April 2018, p 44.

⁵⁰⁷ Yancoal's October 2018 submission p 10.

⁵⁰⁸ See Section 7.6 of the ACCC Determination.

in the Glencore-PNO Arbitration in a future with declaration of the Service. In this respect, the ACCC's Determination Report states:

... while any potential future dispute between an access seeker and PNO in relation to access to the Service would need to be decided on merits, the ACCC considers that the approach taken in the current dispute provides a useful framework and guiding principles in the parties' negotiations.⁵⁰⁹

10.78 While future additional access disputes arbitrated by the ACCC are likely to be relatively less costly than the Glencore-PNO Arbitration, a series of bilateral access disputes involving PNO and a series of access seekers may add to a significant additional administrative and compliance cost associated with declaration of the Service. This is especially the case if individual parties seek review of any future access determinations made by the ACCC in relation to the Service.

10.79 Overall, the Council considers that the Glencore-PNO Arbitration (and subsequent appeal to the Tribunal) has demonstrated the willingness of parties to defend their positions vigorously in access disputes concerning the Service. While the cost of any future negotiations and arbitration (or subsequent reviews of arbitration determinations) may be relatively low given any precedent established in the ongoing reviews of the Glencore-PNO Arbitration, there is still a reasonable likelihood of significant future administrative and compliance costs associated with declaration of the Service. Further, and as noted in paragraph 7.350, Council considers that users of the Service other than Glencore do not appear to consider that the risk of any disadvantage they may suffer vis-à-vis Glencore's arbitrated terms provided for by the ACCC is sufficiently great so as to outweigh the potential costs of notifying the ACCC of an access dispute and seeking arbitrated terms and conditions of access to the Service. Implicitly, this appears to suggest they may consider any competitive benefit resulting from attaining ACCC arbitrated terms and conditions of access is not likely to warrant the costs involved for them in seeking arbitration by the ACCC of their terms and conditions of access to the Service.

Other matters

Economic efficiency

10.80 As noted in the Council's Declaration Guide, issues of economic efficiency and competition are important in the context of criterion (d) as they form the twin elements of the first of the overall objects of Part IIIA of the CCA.⁵¹⁰

10.81 Importantly, and as noted by the Tribunal in *Re: Telstra*, there is an important causal link between increased competition and improved economic efficiency:

⁵⁰⁹ ACCC, *Arbitration Report – Access Dispute between Glencore Coal Assets Australia PTY Ltd and Port of Newcastle Operations Pty Ltd*, 18 September 2018, at p. 2.

⁵¹⁰ NCC, 'A Guide to Declaration under Part IIIA of the Competition and Consumer Act 2010 (Cth)', Version 6, April 2018, p45.

... competition between firms ... is desirable from a consumer perspective because it creates incentives for firms:

- To lower their prices towards their costs of production in order to attract more consumers to their businesses so that they can expand their market share; and
- To seek greater productive efficiencies (now and over time) so that they may lower their costs of production. In turn, this enables them profitably to lower prices for consumers in ways that will attract more consumers to their business in order to increase their share of the market.⁵¹¹

10.82 As noted in its consideration of criterion (a), the Council is not convinced that declaration of the Service would promote a material increase in competition in any related market. In that sense, therefore, it is unlikely that declaration would materially promote efficiency in any of these markets in this way.

10.83 As noted in the PC 2013 Review, however, higher prices for access to a service can still involve a loss of allocative efficiency⁵¹² relating to the use of the service, even where it is not associated with a reduction in competition in a dependant market:

By reducing output, monopoly pricing of access has the potential to affect competition in downstream markets. However, there can still be allocative efficiency costs from monopoly pricing even where this has no effect on competition in a downstream market, because less of the infrastructure service is produced. [p. 79]

10.84 In its August 2018 and February 2019 submissions, Synergies notes that allocative efficiency losses can occur in dependent markets without there being a material adverse impact on competition in those markets.

10.85 As noted paragraphs 7.222 to 7.227 above, the Council believes it is likely (but not certain) that charges for the Service will be higher in a future without declaration compared to those that might be set in a future with declaration. In these circumstances, it is possible that usage of the Port in a future without declaration of the Service might be less than that which would exist in a future with declaration. This would also be the case if higher prices for the Service meant some marginal coal exploration/mining activities that would have been considered profitable in a future with declaration of the Service were not considered to be in a future without. The Council accepts that, in circumstances where the Port is not capacity constrained, this could, conceptually, lead to a lesser utilisation of the Port, and a subsequent reduction in allocative efficiency. However, for the reasons set out in paragraph 7.227, the Council is not convinced that this consequence is certain, or likely to be significant.

⁵¹¹ [2007] ACompT 3 at [97].

⁵¹² Allocative efficiency is achieved where resources used to produce a set of goods or services are allocated to their highest valued uses. Hilmer, p.4.

Transfer of surplus

10.86 For those transactions that continue to occur following an increase in the price of a service, the price rise will have the effect of transferring economic surplus from the buyer to the seller. To the extent that a dollar in the hands of a buyer is of equal value to a dollar in the hands of a seller, such a transfer of surplus is not normally considered to have any consequence for economic efficiency. As noted in the PC 2013 Review:

In some circumstances the exercise of market power may simply lead to a transfer of economic rents between parties in the supply chain. (Economic rents are payments in excess of normal profits and hence do not affect the willingness of existing producers to supply.) The exercise of market power might have no effect on output or efficiency outcomes in dependent markets and hence not warrant government intervention. [p. 8]

10.87 As noted in paragraphs 7.222 to 7.227, the Council considers it is possible (but not certain) that prices for the Service will be higher in a future without declaration compared to a future with declaration of the Service. Where any such increase in prices in a future without declaration of the Service has no consequential effect on usage of the Port, or output in related markets, this would not typically be considered to generate a loss in economic efficiency – instead, it would simply represent a transfer of surplus between PNO and users of the Port. This is to be distinguished from the efficiency consequences of possible reductions in mining activity discussed in paragraph 10.83 above.

10.88 Synergies and a number of interested parties submit that it is preferable for revenues to accrue to miners rather than PNO due to the royalties that they pay. The Council considers that a transfer of surplus from entities operating under one taxation regime to those operating under a different taxation regime does not, of itself, promote the public interest.

10.89 Synergies also submits that higher port prices reduce the value of mining opportunities for operators and tenement holders which reduces coal resource values, and therefore the amounts the NSW government may receive from the allocation of tenements in the Newcastle catchment. The Council accepts that if declaration does lead to a lower price for the Service, users of the Service may be prepared to bid more for tenements that might become available in the Newcastle catchment in the future. In turn, it is possible that declaration of the Service could have the effect of transferring some level of surplus from PNO to the New South Wales government via prices bid for tenements released in the future, even though such a transfer might not typically be considered to have any consequence for economic efficiency.

10.90 The Council acknowledges interested party submissions that revoking the Declaration may lessen the value of investments in infrastructure services which were made while the Declaration has been in place. However, the Council considers that given the Declaration had been the subject of numerous judicial review

challenges brought by PNO (from July 2016, when it applied to the Federal Court for a review of the Tribunal's decision to declare the service, to March 2018, when its special leave application to the High Court to review the Full Federal Court's decision was dismissed),⁵¹³ sophisticated investors would be likely to have taken the risk of the Declaration being overturned into consideration. Further, while any such reduction in value would be adverse to the interests of the investor concerned, it would not necessarily lead to a reduction in economic efficiency; and would have no effect on the efficiency of previously sunk investments.

Economic growth

10.91 Some interested parties suggest that declaration of the Service will promote economic growth in NSW and Australia, including as a result of increased efficiency in supply chain infrastructure (as Synergies suggests⁵¹⁴).

10.92 The Council accepts that if declaration promotes economic efficiency and, in particular, improves incentives for efficient investments in coal mining, it may also have wider flow-on effects in terms of economic growth at a regional, state, and, potentially, national level. However, for the reasons set out in paragraphs 10.80 to 10.85, the Council is not convinced that declaration is certain to materially promote economic efficiency; or that any such improvement that might occur would be material.

May prompt other ports to raise their prices

10.93 The circumstances applicable to the provision of services at other ports in Australia vary significantly, often with different regulatory environments, user mixes and competitive dynamics.

10.94 In these circumstances, the Council considers that its view on declaration of the Service does not necessarily provide a relevant precedent for other ports.

Number of submissions on criterion (d)

10.95 The Council does not accept PNO's argument that there have been insufficient interested party submissions for it to conclude that criterion (d) is satisfied. The Council considers that it is the substance, rather than the number, of submissions which is relevant to its assessment of criterion (d).

Viability of the Service

10.96 The Council does not consider on the material currently before it that any reduction in revenue to PNO that would result from declaration of the Service is likely to be of such a magnitude that it threatens the viability of the Port. As such, the concerns

⁵¹³ *Port of Newcastle Operations Pty Ltd v The Australian Competition Tribunal & Ors* [2018] HCA Trans 55 (23 March 2018).

⁵¹⁴ Synergies SOPV Submission p 36.

raised by Ports Australia as to resultant loss of employment and reduced revenue for related businesses is unlikely to arise.

Council's proposed approach may lead to revocation of other Part IIIA declared services

10.97 Pacific National submits that the SOPV raises issues about the legitimacy of Part III monopoly regulation and leaves open the possibility of the Council overturning any other declaration, including the Part IIIA regime covering the regulation of monopoly airports.

10.98 The Council considers that questions as to whether Part III and Part IIIA are working as intended is a question for parliament. The Council considers that its role is to make recommendations to the Minister based on its best interpretation of the CCA.

Negative outcomes have resulted in unregulated oligopolistic markets

10.99 Bloomfield examines negative economic impacts that have resulted in electricity generation markets and submits that whereas energy generation was an unregulated oligopoly, the Port is a monopoly where more severe adverse effects could result if declaration is revoked. Bloomfield also submits that there seems to be very little downside to allowing declaration to remain in place, whereas revocation creates risks to pricing, investment and economic growth as well as the potential for unforeseen or mis-modelled outcomes.

10.100 The Council considers that each market should be examined based on its own characteristics, as it has done in this Recommendation considering the Service. To the extent that unforeseen outcomes may occur, the Council considers that decisions should be based on the information available, rather than speculation and the Council's consideration of each issue has been approached on that basis. The risk factors suggested by Bloomfield, being impacts on price, investment and economic growth, have already been considered in this Recommendation.

Stevedore lease renewals

10.101 PWCS has raised concerns that if declaration is revoked it may be adversely affected in its upcoming lease renewal for its Carrington terminal (see paragraph 10.35(d)).

10.102 The Council understands that PWCS is concerned by the lease terms that PNO may seek from it in its upcoming lease renewal, but does not consider this issue is relevant to the matter the Council must address in this Recommendation. The Service is defined as "The provision of the right to access and use the shipping channels (including berths next to wharves as part of the channels) at the Port, by virtue of which vessels may enter a Port precinct and load and unload at relevant terminals located within the Port precinct and then depart the Port precinct". The Council does not consider that the Service, as declared, is defined in a manner that captures the negotiation of PWCS' lease renewal as a matter that would be covered by the Declaration and referable to the ACCC as an access dispute under

Part IIIA. As such, the Council does not consider that declaration would have any impact on the negotiation of a future lease and does not raise any issues relevant to criterion (d). Further, the issue raised is not relevant to the consideration of criterion (a). The Council also notes that it has no basis upon which to consider it likely PNO would seek to raise prices in the fashion that has concerned PWCS.

Council's view on criterion (d)

10.103 In respect of the mandatory considerations in subsection 44CA(3), the Council considers that access (or increased access) to the service, on reasonable terms and conditions, as a result of declaration:

- Is unlikely to significantly effect investment in the infrastructure necessary to provide the Service
- Has the potential to improve efficient levels of investment in dependent markets; however, it is unlikely that any such consequence of declaration would be material
- is likely to result in material administrative and compliance costs.

10.104 The Council considers it is not possible to accurately determine the likelihood of these considerations occurring, nor measure or quantify their impact if they do occur, with a reliable degree of certainty.

10.105 The Council considers it is possible (but not certain) that charges for the Service will be higher in a future without declaration of the Service compared to a future with declaration. If the removal of declaration did lead to higher prices, and these price increases reduced use of the Port and/or investment, this could constitute a reduction in allocative efficiency with respect to use of the Port. However, the Council is not convinced that this consequence is certain, or likely to be significant. If removal of declaration was considered likely to adversely impact allocative efficiency, this is a factor that weighs in favour of the public interest in assessing criterion (d).

10.106 The Council has also had regard to the effect of declaration on a range of other matters that interested parties submitted are relevant, including: the desirability of surplus accruing to PNO or to Service users; the possibility of enhanced economic growth in NSW and Australia; the viability of the Port and the message that revoking the Declaration may be perceived to send. The Council cannot be satisfied that any of these matters establishes a public interest benefit or decrement that it can establish or measure in terms of considering whether declaration would promote the public interest.

10.107 In summary, the Council considers that the cost of regulation and the possibility of regulatory error are impacts of declaration that will occur and which weigh against the public interest. Declaration may create detrimental impacts on investment incentives which would be against the public interest, but the Council cannot predict the likelihood of these outcomes. It is possible (but not certain) that

revocation will cause a comparative increase in prices for the Service. This could result in a loss in allocative efficiency. If so, it establishes a factor in the public interest that weighs in favour of declaration. The Council is unconvinced that a loss in allocative efficiency is certain, or likely to be significant. The Council is unable to measure or quantify these potential costs and benefits so as to determine whether or not they establish that declaration promotes the public interest. This discussion of the matters relevant to criterion (d) is not exhaustive; it is open to the Minister to consider other matters bearing on the public interest.

10.108 In these circumstances, the Council considers the designated Minister could reasonably conclude that criterion (d) is not satisfied.

11 Conclusion and recommendation

- 11.1 The Council's task, which is addressed by this Recommendation, is discussed in detail in paragraphs 4.3 and 4.4, and the approach that the Council has adopted in fulfilling that task is set out above.
- 11.2 The Council's view is that criterion (a) is not satisfied. Further, the Council is satisfied that, at the time of this Recommendation, subsection 44H(4) would prevent the Service being declared. Therefore, section 44J(2) does not prevent the Council from recommending revocation of the Declaration. The Council considers it is appropriate that the Declaration be revoked, having regard to the objects of Part IIIA, as discussed below. The Council therefore recommends that the Minister revoke the Declaration of the Service.
- 11.3 The Council has had regard to the objects of Part IIIA in making this recommendation. Based on the material before it, the Council considers that the magnitude of Service charges which are likely to be imposed in the Relevant Term, with or without declaration of the Service, is very small compared to the total delivered costs of major products that rely on the Service (being coal and containerised freight). Accordingly, the Council considers that these charges are insufficient to materially impact investment incentives in relation to (and efficient use of) the infrastructure by which the Service is provided; or otherwise promote competition in any upstream or downstream market directly.
- 11.4 The Council also considers that amendments made to Part IIIA by the Amending Act (which came into effect after the Declaration was made) require the Council to evaluate whether the current circumstances and likely developments over the Relevant Term meet the legal tests specified in 44J of the Act, including the Declaration Criteria, as they now stand. The Council is conscious that revocation of the Declaration would mean that the Service would have, at various times, been subject to declaration and not subject to declaration over the Relevant Term. However, the Council considers that it is important that only services which meet the current criteria in section 44CA are subject to declaration. As such, the Council considers that revocation of the Declaration supports a consistent approach to access regulation in the industry.
- 11.5 The Council considers that recommending that the Declaration be revoked is consistent with the will of the Legislature, as expressed in the Amending Act, as to how Part IIIA is to work. The 2015 decision of the designated Minister not to declare the Service was overturned by the Tribunal primarily on the basis that criterion (a) ought to be assessed by comparing the likely future with and without access, and not declaration. The Amending Act has restored the focus of criterion (a) to considering the effect of declaration, reversed that position, such that criterion (a) requires an assessment of the future with and without access on reasonable terms as a result of declaration.

11.6 The Council has also assessed the other requirements set out in section 44J as follows.

- None of the circumstances in subsection 44F(1) would prevent the making of an application for declaration.
- Criterion (b) in subsection 44CA(1)(b) is satisfied. The Council considers that the Port could meet the total foreseeable demand in the market in the Relevant Term and at the least cost compared to any two or more facilities.
- Criterion (c) in subsection 44CA(1)(c) is satisfied. The Council considers that the Port is of national significance in terms of its importance to constitutional trade and commerce, and to the national economy.
- The designated Minister could reasonably form the view criterion (d) in subsection 44CA(1)(d) is not satisfied. The Council considers it is possible (but not certain) that declaration will generate some marginal improvement in the efficient use of and investment in relevant infrastructure. However, this benefit must be set against considerable administrative, compliance and legal costs associated with declaration (and any subsequent negotiation and arbitration of terms and conditions of access under the Part IIIA access regime).

11.7 Having regard to the objects of Part IIIA of the Act, the Council recommends to the designated Minister that the Declaration be revoked.

Appendix A: List of Submissions and materials considered

A.1 Submissions

ACCC's submission to the Council dated 8 August 2018.

ACCC's submission to the Council dated 29 October 2018 (provided to the Council on 30 October 2018).

ACCC's submission to the Council dated 6 February 2019.

Anglo American's submission to the Council dated 8 August 2018.

Bloomfield's submission to the Council dated 4 February 2019.

Bloomfield's submission to the Council dated 26 April 2019

Glencore's submission to the Council dated 8 August 2018.

Glencore's submission to the Council dated 5 October 2018.

Glencore's submission to the Council dated 29 October 2018.

Glencore's submission to the Council dated 4 February 2019.

Glencore's submission to the Council dated 26 April 2019.

Malabar's Submission to the Council dated 26 April 2019.

NCIG's submission to the Council dated 8 August 2018.

NCIG's submission to the Council dated 5 October 2018.

NCIG's submission to the Council dated 29 October 2018.

NCIG's submission to the Council dated 4 February 2019.

NSWMC's submission to the Council dated 8 August 2018.

NSWMC's submission to the Council dated 29 October 2018.

NSWMC's submission to the Council dated 4 February 2019.

NSWMC's submission to the Council dated 26 April 2019.

Pacific National's submission to the Council dated 1 February 2019 (and its annexures).

PNO's submission to the Council dated 2 July 2018.

PNO's submission to the Council dated 17 September 2018 (and its annexures), noting the revision set out in PNO's letter to the council dated 15 October 2018.

PNO's submission to the Council dated 29 October 2018.

PNO's submission to the Council dated 4 February 2019.

Ports Australia's submission to the Council dated 8 August 2018.

PWCS' submission to the Council dated 6 August 2018.

PWCS' submission to the Council dated 4 February 2019.

PWCS' submission to the Council dated 24 April 2019.

Shipping Australia's submission to the Council dated 8 August 2018.

Yancoal's submission to the Council dated 27 July 2018.

Yancoal's submission to the Council dated 8 August 2018.

Yancoal's submission to the Council dated 5 October 2018.

Yancoal's submission to the Council dated 29 October 2018.

Yancoal's submission to the Council dated 4 February 2019.

A.2 Reports

HoustonKemp 'Effect of declaration on incentives to invest in coal mines' dated 14 September 2018 - Provided to the Council with PNO's 17 September 2018 submission.

HoustonKemp 'Effect of declaration on competition for coal authorities' dated 14 September 2018 - Provided to the Council with PNO's 17 September 2018 submission.

HoustonKemp 'Relevance for revocation application of ACCC's determination' dated 29 October 2018 - Provided to the Council with PNO's 29 October 2019 submission.

NERA Economic Consulting 'Declaration of the shipping channel service at the Port of Newcastle' dated 8 April 2019 – Prepared at the request of the Council.

ResourcefulNæss Consulting 'Effect of Port Charges on Incentives to Invest in Coal' dated September 2018 - Provided to the Council with PNO's 17 September 2018 submission.

Synergies 'Port of Newcastle: Assessment of revocation application by Port of Newcastle Operations' dated 8 August 2018 - Provided to the Council with Glencore's 8 August 2018 submission.

Synergies 'Port of Newcastle: Response to submissions and documents provided by Port of Newcastle Operations' dated 5 October 2018 - Provided to the Council with Glencore's 5 October 2018 submission.

Synergies 'Port of Newcastle: Assessment of revocation application by Port of Newcastle Operations Pty Ltd' dated 4 February 2019 - Provided to the Council with Glencore's 4 February 2019 submission.

Synergies 'Revocation of declaration of the shipping channel service at the Port of Newcastle Response to NERA Report' dated April 2019 - Provided to the Council with Glencore's 26 April 2019 submission.

COMMONWEALTH OF AUSTRALIA

Competition and Consumer Act 2010 (Cth)

IN THE AUSTRALIAN COMPETITION TRIBUNAL

File Nos: ACT 2 & 3 of 2018

Re: Applications under section 44ZP of the *Competition and Consumer Act 2010* (Cth) for review of the arbitration determination by the Australian Competition and Consumer Commission in relation to an access dispute between Glencore Coal Ltd and Port of Newcastle Operations Pty Ltd.

Applicants Port of Newcastle Operations Pty Limited (ACN 165 332 990)
and
Glencore Coal Assets Australia Pty Ltd (ACN 163 821 298)

ANNEXURE CERTIFICATE

BLL-2

This is the Annexure marked "BLL-2" referred to in the affidavit of Bruce Llewellyn Lloyd affirmed at in on .

Before me:

.....

Witness



THE HON JOSH FRYDENBERG MP
TREASURER OF THE COMMONWEALTH OF AUSTRALIA



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The Hon Josh Frydenberg MP

24 September 2019

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The Port of Newcastle

On 2 July 2018, the Port of Newcastle Operations Pty Ltd wrote to the National Competition Council (NCC) requesting that it make a recommendation about whether or not to revoke declaration of the shipping channel service at the Port of Newcastle. The NCC's recommendation was received on 26 July 2019.

Subsection 44J(7) of the Competition and Consumer Act 2010 (CCA) provides that:

If the designated Minister does not publish under subsection (4) his or her decision on the revocation recommendation within the period starting at the start of the day the recommendation is received and ending at the end of 60 days after that day, the designated Minister is taken, immediately after the end of the 60 day period to have made a decision that the declaration be revoked and to have published that decision in accordance with this section.

As the 60 day period has now expired, it is taken that a decision to revoke the declaration has been made.

The NCC's final recommendation is available on the [NCC's website](#).

COMMONWEALTH OF AUSTRALIA

Competition and Consumer Act 2010 (Cth)

IN THE AUSTRALIAN COMPETITION TRIBUNAL

File Nos: ACT 2 & 3 of 2018

Re: Applications under section 44ZP of the *Competition and Consumer Act 2010* (Cth) for review of the arbitration determination by the Australian Competition and Consumer Commission in relation to an access dispute between Glencore Coal Ltd and Port of Newcastle Operations Pty Ltd.

Applicants Port of Newcastle Operations Pty Limited (ACN 165 332 990)
and
Glencore Coal Assets Australia Pty Ltd (ACN 163 821 298)

ANNEXURE CERTIFICATE

BLL-3

This is the Annexure marked "BLL-3" referred to in the affidavit of Bruce Llewellyn Lloyd affirmed at in on .

Before me:

.....

Witness

NATIONAL
COMPETITION
COUNCIL



Application for declaration of certain services at the Port of Newcastle Recommendation

18 December 2020

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Abbreviations and defined terms

2015 Final Recommendation	The Final Recommendation issued by the National Competition Council on 2 November 2015 regarding declaration of the channel service at the Port of Newcastle
2016 Glencore Declaration	The decision of the Australian Competition Tribunal of 16 June 2016 to set aside the decision of the designated Minister and declare the shipping channel service at the Port of Newcastle from 8 July 2016 until 7 July 2031
2017 EM	The explanatory memorandum to the <i>Competition and Consumer Amendment (Competition Policy Review) Bill 2017</i>
2018 ACCC Arbitration Determination	The Final Determination issued by the ACCC on 18 September 2018 in relation to the Glencore-PNO Arbitration dispute
2019 Tribunal Arbitration Determination	The Determination issued by the Tribunal on 30 October 2019 in relation to the Glencore-PNO arbitration dispute.
ACCC	Australian Competition and Consumer Commission
ACCC August Submission	ACCC's submission to the Council dated 26 August 2020
ACCC November Submission	ACCC's submission to the Council dated 23 November 2020
Amendment Act	<i>Competition and Consumer Amendment (Competition Policy Review) Act 2017</i> (Cth)
Bloomfield August submission	The Bloomfield Group's submission to the Council dated 26 August 2020
Bloomfield September submission	The Bloomfield Group's submission to the Council dated 3 September 2020
Bloomfield November submission	The Bloomfield Group's submission to the Council dated 19 November 2020
CCA	<i>Competition and Consumer Act 2010</i> (Cth)
Council	National Competition Council
Criterion (a)	The declaration criterion described in section 44CA(1)(a) of the CCA
Criterion (b)	The declaration criterion described in section 44CA(1)(b) of the CCA
Criterion (c)	The declaration criterion described in section 44CA(1)(c) of the CCA
Criterion (d)	The declaration criterion described in section 44CA(1)(d) of the CCA
DBCT	Dalrymple Bay Coal Terminal

Declaration Guide	National Competition Council, 'Declaration of Services A guide to declaration under Part IIIA of the <i>Competition and Consumer Act 2010</i> (Cth)' (April 2018)
Deed	Deed is a reference to Producer Deed and/or Vessel Deed as introduced by PNO in 2020 and annexed to the NSWMC Application. (The Port User Deed referred to in the NSWMC Application is superseded).
Declaration	The declaration of the shipping channel service at the Port of Newcastle made by the Australian Competition Tribunal on 16 July 2016.
Full Court	Full Court of the Federal Court of Australia
Glencore	Glencore Coal Pty Ltd; Glencore Coal Assets Australia Pty Ltd
Glencore-PNO access dispute	The access dispute between Glencore and PNO, notified by Glencore to the ACCC on 4 November 2016.
Glencore 2015 Application	Glencore's 2015 application for declaration of shipping channel services at the Port of Newcastle, submitted to the Council on 13 May 2015.
Glencore August submission	Glencore's submission to the Council dated 26 August 2020
Glencore September submission	Glencore's submission to the Council dated 7 September 2020
Glencore November submission	Glencore's submission to the Council dated 24 November 2020
GT	Gross Tonnage
Harper Review	Committee of Inquiry comprised of Professor Ian Harper (Chair), Peter Anderson, Su McCluskey and Michael O'Bryan QC, March 2015, <i>Competition Policy Review Final Report</i>
Hilmer Committee	Committee of Inquiry comprised of Professor Frederick G Hilmer (Chair), Mark R Rayner and Geoffrey Q Taperell
Hilmer Report	Report of the Hilmer Committee dated 25 August 1993
IPART	Independent Pricing and Regulatory Tribunal of NSW
Malabar	Malabar Coal Ltd; Malabar Resources Ltd On 1 September 2020 Malabar Coal Ltd announced its change of company name from Malabar Coal Ltd to Malabar Resources Ltd.
Malabar August submission	Malabar Coal Ltd submission to the Council dated 26 August 2020

Malabar September submission	Malabar Coal Ltd submission to the Council dated 2 September 2020
Malabar November submission	Malabar Resources Ltd submission to the Council dated 20 November 2020
National Access Regime	The mechanism established by Part IIIA of the <i>Competition and Consumer Act 2010</i> (Cth) through which an access seeker can gain access to the service or services provided by a nationally significant infrastructure facility.
NSC	The Navigation Service Charge levied by PNO on vessels at the time of entry to the Port for the general use of the Port and its infrastructure
NCC	See 'Council'
NSWMC	New South Wales Minerals Council
NSWMC Application	The application made to the Council on 23 July 2020 under section 44F of the CCA by the NSWMC for declaration of certain services at the Port.
NSWMC September Submission	NSWMC's submission to the Council dated 5 September 2020
NSWMC November Submission	NSWMC's submission to the Council dated 25 November 2020
PAMA Act	<i>Ports and Maritime Administration Act 1995</i> (NSW)
PAMA Regulation	<i>Ports and Maritime Administration Regulation 2012</i> (NSW)
Part IIIA	Part IIIA of the CCA
<i>Pilbara HCA</i>	<i>The Pilbara Infrastructure Pty Ltd v Australian Competition Tribunal</i> [2012] HCA 36
PNO	Port of Newcastle Operations Pty Limited, the operator of the Port of Newcastle
PNO July 2018 submission	PNO's submission to the Council dated 2 July 2018
PNO August submission	PNO submission to the Council dated 26 August 2020
PNO September submission	PNO submission to the Council dated 7 September 2020
PNO November submission	PNO submission to the Council dated 25 November 2020
<i>PNO v Tribunal</i>	<i>Port of Newcastle Operations Pty Ltd v Australian Competition Tribunal</i> (2017) 253 FCR 115; (2017) 346 ALR 669; [2017] FCAFC 124
Port	The Port of Newcastle
PWCS	Port Waratah Coal Services
PWCS August Submission	PWCS' submission to the Council dated 26 August 2020
Productivity Commission 2013	Productivity Commission 2013, <i>National Access Regime, Inquiry Report</i>

QCA	Queensland Competition Authority
<i>Re Glencore</i>	<i>Re Application by Glencore Coal Pty Ltd</i> [2016] ACompT 6
Relevant Term	Fifteen Years
Revocation Recommendation	The Council's recommendation dated 22 July 2019 that the designated Minister revoke the 2016 declaration of the Port.
Service	The shipping channel service at the Port of Newcastle, which is the service the subject of the NSWMC Application
Sydney Airport FCAFC	<i>Sydney Airport Corporation Limited v Australian Competition Tribunal</i> (2006) 155 FCR 124; [2006] FCAFC 146
Synergies	Synergies Economic Consulting
Synergies Report	The report prepared by Synergies titled 'Port of Newcastle Operations ability and incentive to exercise market power and its impact on competition in Newcastle catchment coal tenements market' Dated July 2020
t	Tons/Tonnage
Tribunal	Australian Competition Tribunal
Yancoal	Yancoal Australia Ltd
Yancoal September Submission	Yancoal's submission to the Council dated 4 September 2020

1 Executive summary

- 1.1 On 23 July 2020, the National Competition Council (**Council**) received an application under section 44F of the *Competition and Consumer Act (CCA)* from the New South Wales Minerals Council (**NSWMC**) for declaration of certain services (**Service**) at the Port of Newcastle (**Port**) (the **NSWMC Application**).
- 1.2 Under section 44F(2)(b) of the CCA, the Council must recommend to the designated Minister that the service specified within an application be declared or not be declared. Section 44GA of the CCA further specifies that the Council must, subject to certain exceptions, make a recommendation on an application for declaration within 180 days of receiving the application. The 180-day period following the receipt of the NSWMC Application ends on 19 January 2021. The designated Minister in this instance is the Federal Treasurer, the Hon Josh Frydenberg MP.
- 1.3 Section 44G of the CCA provides that the Council cannot recommend that a service be declared unless it is satisfied that all the declaration criteria set out in section 44CA have been met.
- 1.4 When making a decision whether to declare a service following a recommendation by the Council, the designated Minister must have regard to the objects of Part IIIA of the CCA and cannot declare a service unless satisfied of all of the declaration criteria.
- 1.5 The Council's view is that declaration criteria (b) and (c) are satisfied but declaration criteria (a) and (d) are not. Consequently, based on its conclusions, the Council cannot recommend that the designated Minister declare the Service.
- 1.6 In coming to this view, the Council has considered the NSWMC Application and the submissions it has received, and has had regard to the objects of Part IIIA of the CCA. The Council's reasons for its Recommendation are set out in this report.

Background

Previous considerations of declaration at the Port

- 1.7 The NSWMC Application follows previous considerations of whether to declare a service defined in almost identical terms at the Port by the Council; designated Ministers; the Australian Competition Tribunal (**Tribunal**) and the Full Court of the Federal Court of Australia (**Full Court**). This includes:
 - On 16 June 2016, the Tribunal made orders giving effect to its decision to declare a shipping channel service at the Port (**2016 Glencore Declaration**).
 - On 26 July 2019, the Council recommended to the designated Minister, Federal Treasurer, the Hon. Josh Frydenberg MP, that the 2016 Glencore Declaration should be revoked (**Revocation Recommendation**). This recommendation followed amendments made to the declaration criteria by Federal Parliament in 2017. As the designated Minister did not publish a decision on the Revocation Recommendation within 60 days of receiving it, he was deemed by

section 44J(7) of the CCA to have made a decision that the declaration be revoked.¹

Pricing with and without declaration of the Service

- 1.8 During the period in which the 2016 Glencore Declaration was in effect, Glencore Coal Assets Australia Pty Ltd (**Glencore**) notified the Australian Competition and Consumer Commission (**ACCC**) of an access dispute it had with Port of Newcastle Operations Pty Ltd (**PNO**) (**the Glencore-PNO access dispute**).
- 1.9 The Glencore-PNO access dispute considered two access charges levied by PNO in respect of the Service, the Navigation Service Charge (**NSC**)² and the Wharfage Charge (**WC**).³
- 1.10 Aspects of the Glencore-PNO access dispute have been considered by the ACCC, the Tribunal, and the Full Court. A key contention in these considerations has been the rate of the NSC to be levied by PNO. In its 2018 arbitral decision,⁴ the ACCC determined an initial arbitral price for the NSC of \$0.6075 per gross tonne (GT) and, following agreement between the parties, adopted an agreed rate of \$0.0746 per revenue tonne for the WC.⁵ In the 2019 arbitral determination of the Tribunal,⁶ the initial arbitral price for the NSC was determined as \$1.0058 per GT, the rate of WC agreed in the ACCC arbitration was maintained.
- 1.11 The 2019 Tribunal Arbitration Determination was reviewed by the Full Court⁷ and in August 2020 the Full Court determined that there had been an error in law and remitted the arbitral determination to the Tribunal for re-determination. At the time of making this Recommendation the Tribunal had not undertaken its re-determination and no arbitral decision was in place at the Port.
- 1.12 The Council considers it is appropriate to undertake its assessment of criterion (a) without forming a view on the outcomes of any Part IIIA negotiation or arbitration which may be underway or concluded, such as the ongoing Glencore-PNO access

¹ The designated Minister made a statement confirming the deeming of the decision, see <https://ministers.treasury.gov.au/ministers/josh-frydenberg-2018/media-releases/port-newcastle>

² The NSC is payable in respect of general use by a vessel of the Port and its infrastructure, *Ports and Maritime Administration Act 1995* (NSW), sections 50 and 51

³ The WC is payable in respect of the availability of a site at which stevedoring operations may be carried out. *Ports and Maritime Administration Act 1995* (NSW), section 61

⁴ Final Determination issued by the ACCC on 18 September 2018 in relation to the Glencore-PNO Arbitration dispute (**the 2018 ACCC Arbitration Determination**)

⁵ Ibid, at page 177

⁶ Application by Port of Newcastle Operations Pty Ltd [2019] ACompT 1 (**the 2019 Tribunal Arbitration Determination**)

⁷ *Glencore Coal Assets Australia Pty Ltd v Australian Competition Tribunal* [2020] FCAFC 145;(2020) 382 ALR 331

dispute. That is not to say that these matters are irrelevant to the current assessment. The prior arbitral determinations in the Glencore-PNO access dispute provide an indication of the range within which the final arbitral price at which the NSC *may* be set and are an element of the broader context to this application.

- 1.13 In light of the Full Court's decision, the Council considers it is likely (but not certain) that the Tribunal will set lower prices for the NSC than those set in the 2019 Tribunal Arbitration Determination (i.e. \$1.04 per GT in 2020 dollar terms) when it re-determines the access dispute between Glencore and PNO. At this point, the Council also considers it is likely (but not certain) that the Tribunal will not set a price for the NSC below that set in the ACCC Determination (i.e. \$0.63 per GT in 2020 dollar terms). The uncertainty with respect to both these considerations is because the Tribunal must re-hear the matter *de novo*.
- 1.14 Subsequent to the 2019 Revocation Recommendation, PNO published new rates for its access charges to take effect from 1 January 2020:
- an NSC of \$1.0424 per GT and a WC of \$0.0802 per GT as part of an open access arrangement available to any coal vessel entering the Port
 - an NSC of \$0.8121 per GT and a WC of \$0.0802 per GT to any coal producer or (coal) vessel agent that enters into a 10-year Deed from 1 January 2020 (Deed). Under the terms of the Deed, the NSC and WC are subject to annual increase of the greater of 4 per cent or the consumer price index (CPI).⁸ PNO states it has entered into a number of Deeds with access seekers whose vessels use the channel and pay the NSC under the Deed to PNO.
- 1.15 While the Deed contains clauses that enable PNO to adjust the access charges in certain circumstances, the Council considers that the charges contained within the Deed represent a reasonable indication of the prices likely to be paid by users of the Port in a future without declaration of the Service.
- 1.16 A comparison of the range of NSC prices set under arbitration determinations by the ACCC and the Tribunal, with prices set by PNO, is set out in Figure 1 below.

⁸ According to PNO, applying a 4 per cent per annum adjustment, the NSC will be \$1.1559 per GT in 2029 while the WC will be \$0.1142 per GT. See for example https://www.portofnewcastle.com.au/wp-content/uploads/2020/03/OAR-TERMS-Producer-Deed-13-March-2020_.pdf

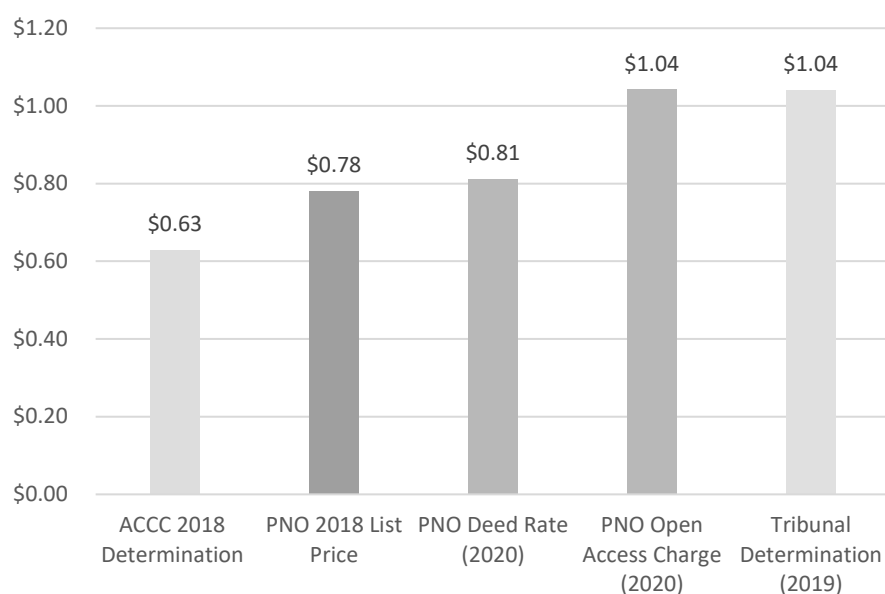


Figure 1 – Navigation Service Charges set by the ACCC, Tribunal and PNO in \$2020 (i.e. adjusted for inflation)⁹

- 1.17 Figure 1 shows that the charge presently offered by PNO for the navigation service in 2020 under the Deed is within the range of prices previously determined by the ACCC and the Tribunal in their respective Glencore-PNO arbitration determinations (when those values are adjusted for inflation). Noting these values, PNO’s current open access charge (available to any other user that has not entered into a Deed with it) appears almost identical to that previously determined by the Tribunal for its navigation service (when adjusted for inflation).
- 1.18 While the open access charges set by PNO for the NSC (i.e. \$1.04 per GT in 2020 dollar terms) are almost identical to that determined by the Tribunal in the 2019 Tribunal Arbitration Determination, the price offered by PNO in the Deeds (i.e. approximately \$0.81 per GT in 2020 dollar terms) is significantly lower.
- 1.19 Given the uncertainty relating to what price will be set for the NSC by the Tribunal when it re-arbitrates the Glencore-PNO access dispute, the rates offered in the Deed may be less than, equal to or greater than those ultimately determined by the Tribunal.

Reasons why criterion (a) is not satisfied

- 1.20 Criterion (a) requires that access (or increased access) to the Service, on reasonable terms and conditions, as a result of declaration would promote a material increase in competition in at least one market (whether or not in Australia), other than the market for the Service.

⁹ The Council has applied the Sydney All Groups Consumer Price Index number published by the Australian Bureau of Statistics (CPI Sydney) and has averaged across 4 quarter periods to determine an annual CPI number. It is noted that the NSC value established by the 2019 Tribunal Arbitration Determination is to be re-determined.

- 1.21 While a consideration of the declaration criteria, having regard to the objects of Part IIIA, will include considering the extent to which regulated access is likely to improve efficiency or result in a lower price for access to a service, it is important to bear in mind that the central focus of criterion (a) is on competition impacts. Thus criterion (a) is not satisfied merely by showing that regulated access will lead to improved efficiency in the operation of the Service or a lower price for access.
- 1.22 Criterion (a) requires consideration of the effects on competition in dependent markets (i.e., markets other than the market for the Service), of access or increased access on reasonable terms and conditions as a result of declaration. The Council accepts that when assessing those effects it is relevant to consider the degree of market power PNO has and the fact that it operates a bottleneck facility. But neither the fact that the service provider has market power nor that it operates a bottleneck facility is in itself sufficient to satisfy criterion (a). It is only where a material increase in competition would be promoted in another dependent market as a result of declaration that the criterion is satisfied.
- 1.23 In this instance, PNO is not vertically integrated in any meaningful way into any markets dependent on the market for the Service. This means it will not have an incentive to deny access to firms operating in dependent markets as they are not competitors to PNO. Nor does it have an incentive to provide access on terms and conditions that inhibit the ability of different users of the Service to compete on the merits in dependent markets. Indeed, PNO is likely to prefer that dependent markets are effectively competitive as this is likely to maximise demand for services at the Port at any given price it charges.
- 1.24 While the Port is a bottleneck facility and businesses wishing to export coal from the Newcastle catchment must use the Service if they wish to export into overseas coal markets, there are a number of important factors that are likely to provide some level of constraint on PNO in setting the terms and conditions of access to the Port in a future without declaration of the Service:
- PNO entered into a 98-year lease to operate the Port in 2014, and would be likely to act in a way that has regard to its ability to maximise its expected profits over the term of the lease. Revenues from coal mining in the Newcastle catchment are, and will remain for the short to medium term, its most important source of revenue. Opportunistic pricing by PNO that ‘holds-up’ existing miners today risks sending a signal to future potential users of the Port that PNO will take advantage of them after they make investments, and that they are at risk of not being able to recover sunk costs if they invest in activities (including coal mining) that rely on access to the Port.
 - PNO is, in effect, competing to attract coal mining activity to the Newcastle catchment. Charging excessively high prices for the Service is likely to increase the incentive for some potential future miners to invest in other activities (e.g. investing in coal mining activity in other parts of Australia, or overseas) rather than coal mining in the Newcastle catchment.

- The NSW Government would be likely to intervene if PNO imposed excessive price increases or other access limitations that had the potential to have a material adverse impact on competition in dependent markets, or otherwise harm the public interest. Such intervention might be via the terms of PNO's lease; under the terms of the *Ports and Maritime Administration Act 1995* (NSW) (by referral to IPART); or by introducing new statutory restrictions. The Council considers that the threat of such action by the NSW Government would be likely to provide a low level of constraint.

1.25 None of these factors, in isolation, replicate the constraint that another port in the Newcastle catchment would offer but combined are able to affect PNO's pricing decisions. The Council considers that the 10-year Deed, where entered into, provides a significant constraint on PNO's pricing decisions at the Port. Moreover, the PNO open access arrangements also provide a constraint on its pricing decisions, however this constraint is weaker than that provided by the Deed.

1.26 As has been noted, the access charge, including NSC, presently offered by PNO under the Deed is within the range of prices previously determined by the ACCC and the Tribunal. The Tribunal is yet to re-arbitrate the Glencore-PNO access dispute following the decision of the Full Court and it is unclear what price it will set for the access to the Service such that the rate offered in the Deed (both now and over its term) may be less than, equal to or greater than the access charge ultimately determined by the Tribunal. The Council accepts it is possible that declaration could lead to an access charge, and in particular NSC, which lies below that offered by PNO in the Deed, and closer to that previously set by the ACCC in its 2018 determination of the Glencore-PNO access dispute. However, even if this were to occur, the Council is not satisfied that the difference in price would promote a material increase in competition in any dependent market. In particular:

- The coal export market is likely to be effectively competitive such that declaration would not promote a material increase in competition in that market. Further, PNO is unlikely to have the incentive to diminish competition in this market. Coal export accounts for a substantial portion of activity at the Port and PNO is likely to have a commercial incentive for the coal export market to be effectively competitive in order to maximise demand for its Service.
- The market for coal tenements is derivative of the coal export market, and competition would not be materially promoted by declaration of the Service. While the possibility of higher prices in a future without declaration of Service may lessen investors' expectations of profitability of a tenement in the Newcastle catchment (such that they would be prepared to pay less for tenements), the Council does not consider that this would result in a material impact on the competitive process for those tenements. The Council considers prospective explorers/miners will still be able to compete on their respective merits for tenements in a future without declaration of the Service.

- PNO is not vertically integrated into the provision of container shipping services in any meaningful way that would make it likely to discriminate against any rivals in dependent markets.
- The Council is not satisfied that increased access to the Service, on reasonable terms and conditions, as a result of the declaration, would promote a material increase in competition in the bulk shipping market, the infrastructure market or the specialist services market.

1.27 Additionally, the Council considers that charges for access to the Service at the Port are likely to remain a small proportion of the overall cost of the production and export of coal from the Hunter Valley catchment and that PNO is unlikely to price the Service in a way that materially impacts competition in dependent markets. The Council considers coal producers and exporters face significantly greater uncertainty from other factors that are more likely to influence their future coal mining activities in the Newcastle catchment than the impact of declaration of the Service.

1.28 The Council's view is that criterion (a) is not satisfied.

Reasons why criterion (d) is not satisfied

1.29 Criterion (d) requires that access (or increased access) to the Service, on reasonable terms and conditions, as a result of declaration, would promote the public interest. Criterion (d) does not limit the factors that the Council (and the designated Minister) may have regard to. However, it does require that regard be had to:

- (a) the effect that declaring the service would have on investment in:
 - (i) infrastructure services; and
 - (ii) markets that depend on access to the service; and
- (b) the administrative and compliance costs that would be incurred by the provider of the service if the service is declared.

1.30 To the extent it is possible that declaration could lead to an access charge, and in particular NSC, that lies below that offered by PNO in the Deed, and closer to that previously set by the ACCC in its 2018 determination of the Glencore-PNO access dispute, the Council is not satisfied the magnitude of any such difference is likely to be so large as to promote the public interest. This is because:

- Regulatory arbitration and commercial arbitration both introduce an element of 'error risk' which can affect efficient investment in infrastructure. To the extent that future investment in infrastructure may be required at the Port, the risk of error arises both with and without declaration. On balance, it is not clear that the risk is substantial.
- The preparedness of users of the Service to make investments that would enable them to compete in the coal export market (and therefore derivative markets) is more likely to be influenced by other factors (including coal prices,

labour cost, etc.) than it is by potential differences in the access charge in a future with and without declaration of the Service.

- Administrative and compliance costs are likely to arise both with and without declaration. On balance the Council considers that these costs are unlikely to be materially different in a future with and without declaration of the Service.

Other considerations

1.31 In making this Recommendation, the Council:

- Has had regard to the objects of Part IIIA of the CCA. In addition to the matters considered in its assessment of criterion (d), the Council considers it is unclear whether prices in a future with declaration of the Service would be so materially different to those in a future without declaration such that the economically efficient use of and operation of the infrastructure by which the Service is provided would be promoted by declaration. The Council considers that its Recommendation is consistent with the principles of access regulation.
- Considers criterion (b) in subsection 44CA(1)(b) of the CCA is satisfied. The Council considers that the Port could meet the total foreseeable demand in the market in the Relevant Term and at the least cost compared to any two or more facilities.
- Considers criterion (c) in subsection 44CA(1)(c) of the CCA is satisfied. The Council considers that the Port is of national significance in terms of its importance to constitutional trade and commerce, and to the national economy.

1.32 Having engaged in public consultation and considered the materials put before it, the Council's Recommendation is that the designated Minister not declare the Service the subject of the NSWMC's Application for declaration.

2 Recommendation

- 2.1 On 23 July 2020, the National Competition Council received an application under section 44F of the *Competition and Consumer Act 2010* (Cth) by the New South Wales Minerals Council for declaration of certain services at the Port of Newcastle.
- 2.2 The Council conducted a public consultation on the NSWMC Application, in accordance with the process described in the Declaration Guide.¹⁰ The NSWMC Application and public submissions received by the Council in response to the NSWMC Application were published on the Council's website.¹¹
- 2.3 The Council published its Draft Recommendation on 30 October 2020. Public submissions received from the Applicant and parties responding to the Draft Recommendation have been published on the Council's website and are reflected in this Recommendation report.
- 2.4 The Council received confidential versions of submissions from PNO. The Council considers that the confidential information in these submissions does not alter its assessment of the NSWMC Application.
- 2.5 Having had regard to the provisions of Part IIIA of the CCA, the Council recommends to the designated Minister that the Service not be declared. The Council's reasons for this Recommendation are set out in this report.

¹⁰ National Competition Council, 'Declaration of Services A guide to declaration under Part IIIA of the *Competition and Consumer Act 2010* (Cth)' (April 2018)

¹¹ See <https://ncc.gov.au/application/application-for-declaration-of-certain-services-in-relation-to-the-port-of-newcastle/1>

3 Background

Applicant

- 3.1 The NSWMC is the peak industry association representing the NSW mining industry, including explorers, miners and associated service providers. It has sought declaration of the Service in response to access issues it sees arising between PNO and users of the Port.

The Service

- 3.2 In its application to the Council, the NSWMC defined the Service provided at the Port of Newcastle as:

The provision of the right to access and use all the shipping channels and berthing facilities required for the export of coal from the Port, by virtue of which vessels may enter a Port precinct and load and unload at relevant terminals located within the Port precinct, and then depart the Port precinct.¹²

- 3.3 A Service defined in almost identical terms has been the subject of a number of different considerations and determinations, as discussed in Chapter 5.

Consultation Process

- 3.4 The Council invited parties to make written submissions on the NSWMC Application by 26 August 2020.
- 3.5 On 27 August 2020, the Full Court published its decision in *Glencore Coal Assets Australia Pty Ltd v Australian Competition Tribunal*¹³ (see Chapter 6 for further discussion). The Council invited parties to provide submissions on the Full Court's decision by 7 September 2020. Twelve submissions were received. All public submissions are available under the *Submissions on applications* tab on the Council's website.
- 3.6 The Council also invited submissions commenting on its Draft Recommendation, released on 30 October 2020. Six submissions were received. All public versions are available under the *Submissions on draft recommendation* tab on the Council's website.

Designated Minister

- 3.7 Subsection 44F(2)(b) of the CCA provides that the Council must make a recommendation to the designated Minister in respect of an application for declaration. The recommendation must be either:
- i. That the service be declared, with an expiry date specified in the declaration;
 - or

¹² NSWMC Application, page 17

¹³ *Glencore Coal Assets Australia Pty Ltd v Australian Competition Tribunal* [2020] FCAFC 145

ii. That the service not be declared.

3.8 The designated Minister in the matter of the NSWMC's Application is the Federal Treasurer, the Hon Josh Frydenberg MP.

4 Declaration under Part IIIA

Objective and character of Part IIIA and the National Access Regime

- 4.1 The National Access Regime, established by Part IIIA of the CCA, was introduced in 1995 following the report of the National Competition Policy Review 1993 ¹⁴ (**Hilmer Committee, Hilmer Report**), as a means of addressing the 'essential facilities problem'. The Hilmer Committee described the problem as follows.

Some economic activities exhibit natural monopoly characteristics, in the sense that they cannot be duplicated economically... Some facilities that exhibit these characteristics occupy strategic positions in an industry, and are thus 'essential facilities' in the sense that access to the facility is required if a business is to be able to compete effectively in upstream or downstream markets.¹⁵

- 4.2 Part IIIA has been reviewed and amended on numerous occasions since 1995. The objective and character of the National Access Regime was incorporated into the CCA with the introduction of section 44AA in 2006, which provides that the objects of Part IIIA are to:

- (a) promote the economically efficient operation of, use of and investment in the infrastructure by which services are provided, thereby promoting effective competition in upstream and downstream markets; and
- (b) provide a framework and guiding principles to encourage a consistent approach to access regulation in each industry.

- 4.3 The National Access Regime is not a general scheme for the regulation of monopolies. Rather, it is a statutory mechanism to address an enduring lack of effective competition in markets where access to infrastructure services is required to compete effectively. It does so by providing a statutory mechanism through which an access seeker can gain access or increased access to the services provided by an infrastructure facility that is uneconomical to duplicate and nationally significant, where that access or increased access on reasonable terms and conditions, as a result of declaration of the service, would promote a material increase in competition in dependent markets and is in the public interest. If a service is declared (i.e. made subject to the regime), the regime includes protections, at the arbitration stage, for the legitimate business interests of the provider and their investment in the facility.

Process

- 4.4 Obtaining access under the National Access Regime is a two stage process. In the first stage, the designated Minister, on the recommendation of the Council, decides whether a service provided by a particular facility should be subject to access

¹⁴ National Competition Policy Review Report, available at <http://ncp.ncc.gov.au/docs/National%20Competition%20Policy%20Review%20report,%20The%20Hilmer%20Report,%20August%201993.pdf>

¹⁵ Hilmer Report, at page 240

regulation. Section 44F(1) of the CCA states that the designated Minister, or any other person, may apply in writing to the Council asking the Council to recommend that a particular service be declared.

- 4.5 On receiving an application, the Council's practice is to conduct a public consultation, inviting submissions from a range of parties including but not limited to the service provider and publishing a draft recommendation. The Council considers submissions on the draft recommendation before making its final recommendation to the designated Minister. Under subsection 44H(1) of the CCA, the Minister must decide to declare the service or not declare the service. Under subsection 44H(8) of the CCA, if the Minister declares the service, the declaration must specify the expiry date of the declaration.
- 4.6 The Council cannot recommend and the Minister cannot decide that a service be declared unless satisfied of all of the declaration criteria set out in section 44CA of the CCA.
- 4.7 If a service is declared, the second stage becomes available. This is a negotiate/arbitrate approach to resolving access disputes between a service provider and an access seeker (who does not have to be the applicant for declaration). Where parties are unable to reach an agreement through private negotiations, affected parties are able to request that the ACCC arbitrate the access dispute.
- 4.8 Section 44ZP of the CCA provides that a party may seek review of the ACCC's arbitral determination. A review by the Tribunal is a re-arbitration of the access dispute and, for the purposes of the review, the Tribunal has the same powers as the ACCC.

Requirements for declaration

- 4.9 Subsection 44H(4) of the CCA provides that the Minister cannot declare the service unless he or she is satisfied of all of the declaration criteria for the service. The declaration criteria, set out in subsection 44CA(1) of the CCA, are:
 - (a) that access (or increased access) to the service, on reasonable terms and conditions, as a result of a declaration of the service would promote a material increase in competition in at least one market (whether or not in Australia), other than the market for the service [(**criterion (a)**)—see Chapter 7]
 - (b) that the facility that is used (or will be used) to provide the service could meet the total foreseeable demand in the market:
 - (a) over the period for which the service would be declared; and
 - (b) at the least cost compared to any 2 or more facilities (which could include the first-mentioned facility) [(**criterion (b)**)—see Chapter 8]
 - (c) that the facility is of national significance, having regard to:
 - (a) the size of the facility, or

- (b) the importance of the facility to constitutional trade or commerce, or
 - (c) the importance of the facility to the national economy [(**criterion (c)**)—see Chapter 9]
 - (d) that access (or increased access) to the service, on reasonable terms and conditions, as a result of a declaration of the service would promote the public interest [(**criterion (d)**)—see Chapter 10].
- (2) For the purposes of paragraph (1)(b):
- (a) if the facility is currently at capacity, and it is reasonably possible to expand that capacity, have regard to the facility as if it had that expanded capacity; and
 - (b) without limiting paragraph (1)(b), the cost referred to in that paragraph includes all costs associated with having multiple users of the facility (including such costs that would be incurred if the service is declared).
- (3) Without limiting the matters to which the Council may have regard for the purposes of section 44G, or the designated Minister may have regard for the purposes of section 44H, in considering whether paragraph (1)(d) of this section applies the Council or designated Minister must have regard to:
- (a) the effect that declaring the service would have on investment in:
 - (i) infrastructure services; and
 - (ii) markets that depend on access to the service; and
 - (b) the administrative and compliance costs that would be incurred by the provider of the service if the service is declared.

The role of the objects of Part IIIA

4.10 Sections 44F(2)(b) and 44H(1A) require the Council and the Minister, respectively, to have regard to the objects of Part IIIA of the CCA before making a recommendation or decision to declare or not declare a service. In *Glencore Coal v ACT 2020*, the Full Court states that:

Aside from the express incorporation of the economic terminology of efficiency, the task of construing the relevant statutory provisions [of Part IIIA] in the present case is otherwise no different to that which is undertaken in any case where the meaning of legislative provisions is in issue. The task is to ascertain the contextual meaning of the words: *SZTAL v Minister for Immigration and Border Protection* [2017] HCA 34; 262 CLR 362 at 368 [14]. Statutory construction involves choosing from the range of possible meanings the meaning which Parliament should be taken to have intended: *Independent Commission Against Corruption v Cunneen* [2015] HCA 14; 256 CLR 1 at 28 [57]. The range of meanings is itself to be informed by matters of context from the outset and not just when ambiguity is thought to arise: *K & S Lake City Freighters Pty Ltd v Gordon & Gotch Ltd* [1985] HCA 48; 157 CLR 309 at 315 (Mason J). The statutory language cannot

be given a meaning which the words used will not bear. For that reason, it is said that the starting point is the text whilst, at the same time, there is to be regard to context and purpose.¹⁶

- 4.11 Similarly, in *The Pilbara Infrastructure Pty Ltd v Australian Competition Tribunal* [2012] HCA 36 (Pilbara HCA), the High Court applied the objects clause in construing the declaration criteria, stating (at [97]) that

 criterion (b), like all other provisions of Part IIIA, is to be construed in the light of the objects of the Part as they have been stated, since 2006, by s 44AA.¹⁷

- 4.12 In its August submission, the ACCC contends that competition in dependent markets is best enabled by the promotion of economic efficiency in the market for PNO's services and that criterion (a) should be interpreted in a manner consistent with the objects of Part IIIA such that the focus of the criterion (a) assessment should be on whether declaration would promote the economically efficient operation of, use of, and investment in, the infrastructure by which services are provided.¹⁸ In its November submission in response to the Draft Recommendation, the ACCC submitted that, as one of the objects of Part IIIA is to promote the economically efficient operation of, use of, and investment in the infrastructure by which services are provided, thereby promoting competition in upstream or downstream markets, it is inherent in the language of Part IIIA that efficiency promotes competition. The ACCC submitted that the Council, in its Draft Recommendation, did not give 'sufficient weight to the potential benefits to competition in related markets that can arise from ensuring economic efficiency in bottleneck monopoly infrastructure.'¹⁹
- 4.13 As the ACCC has acknowledged in its November submission, the objects of Part IIIA should not replace the statutory language of the declaration criteria. Thus, as the Council has regard to the object of promoting economic efficiency, it does not reformulate criterion (a) in the manner suggested by the ACCC in its August submission. Rather, the Council is required as it applies criterion (a) to assess whether access or increased access on reasonable terms and conditions through declaration would promote a material increase in competition in a dependent market. Any perceived promotion of economic efficiency arising from declaration should not be assumed to necessarily result in that competitive impact in dependent markets. For the reasons set out in this recommendation the Council has concluded that no such impact on competition would result from declaration, despite any efficiency gains that may result from declaration.

¹⁶ *Glencore Coal Assets Australia Pty Ltd v Australian Competition Tribunal* [2020] FCAFC 145, at 239

¹⁷ *The Pilbara Infrastructure Pty Ltd v Australian Competition Tribunal* [2012] HCA 36, at 97

¹⁸ ACCC August Submission, pp 3-4.

¹⁹ ACCC November Submission, pp 1-2.

Material changes made to Part IIIA of the CCA

4.14 Material amendments were made to Part IIIA of the CCA by the *Competition and Consumer Amendment (Competition Policy Review) Act 2017 (Amendment Act)*. The Amendment Act was passed following reviews of the National Access Regime by the Productivity Commission in 2013 [Productivity Commission 2013]²⁰ and within the ambit of the Competition Policy Review [Harper Review],²¹ which reported its findings in 2015.

4.15 The Amendment Act moved the declaration criteria to section 44CA of the CCA and made substantial changes to the wording of criteria (a), (b) and (d). The Explanatory Memorandum to the *Competition and Consumer Amendment (Competition Policy Review) Bill 2017 (2017 EM)* makes clear that the Amendment Act implemented all of the recommendations of the Productivity Commission's 2013 review of the National Access Regime.²²

4.16 In its report on that review, the Productivity Commission expressed the view that:

The only economic problem that access regulation should address is an enduring lack of effective competition, due to natural monopoly, in markets for infrastructure services where access is required for third parties to compete effectively in dependent markets.²³

4.17 Among other things, the Productivity Commission recommended that three of the declaration criteria be amended:

- Criterion (a) is only satisfied where access (or increased access) to a service on reasonable terms and conditions through *declaration* (rather than access per se) would promote a material increase in competition in a dependent market.²⁴ The Productivity Commission noted that the decision of the Full Court in *Sydney Airport Corporation Limited v Australian Competition Tribunal* (2006) 155 FCR 124; [2006] FCAFC 146 (***Sydney Airport FCAFC***) 'lowered the hurdle for declaration' because the Court construed the criterion as requiring 'a comparison of the state of competition without access and the state of competition with access'.²⁴ The Productivity Commission's recommendation reconfirmed criterion (a) as having the meaning applied by the Council, Minister, and Tribunal²⁵ prior to *Sydney Airport*

²⁰ Productivity Commission 2013, *National Access Regime*, Inquiry Report no. 66, Canberra.

²¹ Committee of Inquiry comprised of Professor Ian Harper (Chair), Peter Anderson, Su McCluskey and Michael O'Bryan QC, March 2015, *Competition Policy Review Final Report*, at Chapter 24

²² 2017 EM, at paragraph 12.12

²³ Productivity Commission 2013, page 7

²⁴ Productivity Commission 2013, page 17

²⁵ See, respectively: NCC, *Application by Virgin Blue for Declaration of Airside Services at Sydney Airport-Final Recommendation* (November 2003); Hon. Ross Cameron MP, *Statement of Decision and Reasons Concerning the Application for Declaration of Airside Services Provided by Sydney Airport Corporation Limited* (29 January 2004); *Re Virgin Blue Airlines Pty Limited* (2006) ATPR 42-092; [2005] ACompT 5.

FCAFC. The Productivity Commission considered that the proposed amended criterion better captured the effect of declaration on competition.²⁴

- Criterion (b) is satisfied where total foreseeable market demand over the declaration period could be met, at least cost, by the facility.²⁶ The Productivity Commission recommended amending criterion (b) to clarify that the test imposed under this criterion is a natural monopoly test, not a private profitability test as previously established by the High Court in *Pilbara HCA*. The Productivity Commission considered that if criterion (b) was amended as it recommended, this would better target the economic problem to which the National Access Regime is directed and better account for the costs of providing the infrastructure service under shared use.²⁷
- Criterion (d) is an affirmative test that requires the public interest to be promoted. Prior to amendment, the criterion (which at the time was criterion (f)) required that access (or increased access) was not contrary to the public interest. The Productivity Commission's recommended amendment, was in the context of 'raising the hurdle' to declaration.²⁸ The Council does not regard that context as requiring the application of a particular threshold for declaration. Rather, criterion (d) requires satisfaction that declaration is 'likely to generate overall gains to the community'.²⁹

4.18 Criteria (a) and (d) examine the effects on competition in dependent markets and the public interest of 'access (or increased access), on reasonable terms and conditions, as a result of a declaration'. As explained in the extrinsic materials,³⁰ the amendments to criterion (a) (and, by extension, criterion (d)) would, in effect, overturn the interpretation adopted by the Full Court in *Sydney Airport FCAFC* and re-establish the interpretation as that which existed prior to 2006. With the addition of the words 'on reasonable terms and conditions, as a result of a declaration' the criteria compare the degree of competition in dependent markets or the public interest (a) where access is on reasonable terms and conditions from declaration, to (b) the terms of access likely without declaration. It is no longer merely assessing whether access (or increased access) would promote competition.³¹

4.19 According to the 2017 EM, in the context of its discussion of criterion (a),

[t]his requires a comparison of two future scenarios: one in which the service is declared and more access is available on reasonable terms and

²⁶ Productivity Commission 2013, page 19

²⁷ Ibid, pages 20, 31 and 250

²⁸ Ibid, pages 20 and 251

²⁹ Ibid, page 20

³⁰ Explanatory Memorandum to the *Competition and Consumer Amendment (Competition Policy Review) Bill 2017*; and the Australian Government's response on the National Access Regime, 24 November 2015.

³¹ 2017 EM, at paragraph 12.19

conditions, and one in which no additional access is granted. That is a comparison of either: no access without declaration compared with some access as a result of declaration; or some access without declaration to additional access as a result of declaration. In comparing these two scenarios, it must be the case that it is the declaration resulting in access (or increased access) on reasonable terms and conditions that promotes the material increase in competition.³²

- 4.20 Through the ‘future with and without’ test described in the 2017 EM, the Council is able to examine how competition in dependent markets or the public interest will be affected by access (or increased access) on reasonable terms and conditions through declaration. In undertaking this process, the Council does not seek to determine the precise terms and conditions of access with and without declaration in order to assess whether the declaration criteria are satisfied in respect of that service. Its task is to assume that any access would be on reasonable terms and conditions in a future with declaration of a service, without speculating whether particular terms might be imposed by arbitration under Part IIIA. This approach was approved by the Full Court in *Sydney Airport FCAFC*³³ and has been reinforced by the 2017 EM, which states:

What are reasonable terms and conditions is not defined in the legislation. This is an objective test that may involve consideration of market conditions. It does not require that the Council or Minister come to a view on the outcomes of a Part IIIA negotiation or arbitration. The requirement that access is on reasonable terms and conditions is intended to minimise the detriment to competition in dependent markets that may otherwise be caused by the exploitation of monopoly power. Reasonable terms and conditions include those necessary to protect the legitimate interests of the owner of the facility.³⁴

- 4.21 The notion of ‘access, on reasonable terms and conditions, as a result of declaration’ takes its meaning from the statutory context within Part IIIA. The determination of terms and conditions of access for a declared service is governed by Division 3 of Part IIIA. If a party is unable to agree with the provider of a service on one or more terms of access to a declared service and notifies the ACCC of the access dispute, the ACCC is required to determine terms and conditions of access. In determining the dispute, the ACCC has regard to a range of factors including: the objects of Part IIIA, the legitimate business interests of the provider, the direct costs of providing access to the service and the economically efficient operation of the facility.
- 4.22 The Council therefore considers that the reasonable terms and conditions referred to in criterion (a) can be assumed to be such terms and conditions that would meet or are directed to the mandatory considerations in Division 3 of Part IIIA. The risk of a potential arbitration of a dispute by the ACCC provides an access provider with an

³² Ibid, at paragraph 12.20

³³ *Sydney Airport FCAFC*, at [82]. See also: *Re Fortescue Metals Group Limited* (2010) 271 ALR 256; (2010) ATPR 41-319; [2010] ACompT 2, at [1061], [1066].

³⁴ 2017 EM, at paragraph 12.21

incentive to offer access on terms that take into account those considerations or at least approach the terms and conditions that would otherwise be likely to be achieved with declaration followed by an arbitrated dispute.

- 4.23 The Council considers that when making judgements about likely future conditions and the environment for competition, it is necessary to look beyond short-term static effects. In particular, it is appropriate to consider the effects of declaration on investment incentives in dependent markets and for the service provider, and the effects of foreseeable changes in technology and/or market conditions. However, there can be uncertainty about incentives and/or market conditions in the longer term.

Reforms implemented since the 2016 Glencore Determination

- 4.24 The Council notes that the decision of the Tribunal in the 2016 Glencore Determination was made prior to the 2017 legislative changes to criterion (a).
- 4.25 The designated Minister (the then Acting Treasurer, Senator the Hon. Mathias Cormann) previously accepted a recommendation from the Council not to declare the Service in 2016. In making this decision, he adopted the Council's 2015 Final Recommendation that considered that all of the declaration criteria (in their pre-amended form³⁵) were satisfied, except for criterion (a) (as it was then worded³⁶).
- 4.26 On an application for review from Glencore, the Tribunal set aside the Minister's decision and declared the Service. The Tribunal considered that it was bound by the Full Court's decision in *Sydney Airport FCAFC*,³⁷ which considered the criterion to require a comparison of the future state of competition in the dependent market with and without 'access (or increased access)' as opposed to with and without declaration. Applying this construction of the criterion, the Tribunal precluded consideration of the existing or likely future access or usage of the Service. In effect, the Tribunal undertook its consideration of criterion (a) by comparing a future with declaration of the Service to a future where no access was provided. This was despite the fact PNO had been providing the Service even without declaration. Under this interpretation, the Tribunal found that criterion (a) was satisfied.
- 4.27 In its determination, however, the Tribunal stated that:

If it were wrong about the correct approach to s 44H(4)(a)³⁸ ... it would not be satisfied that increased access would promote a material increase in competition in the coal export market. If that market would not be promoted in that way, it

³⁵ The pre-amended criteria were set out in subsections 44G(2) and 44H(4) of the CCA respectively.

³⁶ The previous criterion (a) in subsections 44G(2)(a) and 44H(4)(a) read, 'that access (or increased access) to the service would promote a material increase in competition in at least one market (whether or not in Australia), other than the market for the service'.

³⁷ *Sydney Airport FCAFC*

³⁸ This subsection set out criterion (a) as it was then worded.

follows that the other four dependent markets would also not be promoted with a material increase in competition in any of them.³⁹

- 4.28 Following the Tribunal's declaration of the Service, Parliament amended⁴⁰ criterion (a) to make clear that the relevant inquiry was into the effects of 'access (or increased access) to the service, on reasonable terms and conditions, *as a result of a declaration of the service*' [emphasis added].

³⁹ *Re Application by Glencore Coal Pty Ltd [2016] ACompT 6*, at [157].

⁴⁰ *Competition and Consumer Amendment (Competition Policy Review) Act 2017* (Cth).

5 Other matters and recent developments

- 5.1 This Chapter provides an overview of developments that relate to the circumstances and context of the Council's assessment of the NSWMC Application.

Glencore Coal Assets Australia Pty Ltd 2015 application for declaration

- 5.2 On 13 May 2015, Glencore applied to the Council for a recommendation that the shipping channel service at the Port be declared under Part IIIA of the CCA.⁴¹ In its application, Glencore described the Service as:

The provision of the right to access and use the shipping channels (including berths next to wharves as part of the channels) at the Port, by virtue of which vessels may enter a Port precinct and load and unload at relevant terminals located within the Port precinct and then depart the Port precinct.⁴²

- 5.3 On 10 November 2015, the Council provided its recommendation to the designated Minister, the Federal Treasurer, the Hon. Scott Morrison MP. The Council recommended that the Service not be declared. In the Council's view, criteria (a) and (d) were not satisfied. On 8 January 2016 the Acting Treasurer, Senator the Hon. Mathias Cormann, decided not to declare the Service.
- 5.4 On 29 January 2016, Glencore applied to the Tribunal for a review of the Acting Treasurer's decision not to declare the Service. On 31 May 2016, the Tribunal decided the Service should be declared. On 16 June 2016, the Tribunal made orders giving effect to that decision (i.e. the 2016 Glencore Declaration). The Tribunal set aside the decision of the designated Minister and declared the Service from 8 July 2016 until 7 July 2031.
- 5.5 On 14 July 2016, PNO applied to the Federal Court of Australia for judicial review of the Tribunal's decision. On 16 August 2017, the Full Court handed down its judgment in the matter, unanimously dismissing the application: *Port of Newcastle Operations Pty Ltd v Australian Competition Tribunal* [2017] FCAFC 124.
- 5.6 On 12 September 2017, PNO applied for special leave to appeal the Full Court's decision to the High Court of Australia. The application was dismissed by the High Court on 23 March 2018.⁴³

⁴¹ For materials relating to this application see <https://ncc.gov.au/application/application-for-declaration-of-shipping-channel-services-at-the-port-of-new/1>

⁴² Glencore 2015 Application, page 15

⁴³ *Port of Newcastle Operations Pty Limited v Australian Competition Tribunal & Ors* [2018] HCA Trans 55 (23 March 2018).

2019 Revocation of the 2016 Glencore Declaration

- 5.7 In July 2018, the Council received a request from PNO that the Council recommend under section 44J of the CCA that the designated Minister revoke the 2016 Glencore Declaration.⁴⁴
- 5.8 Following this request, the Council sought submissions from and published its Statement of Preliminary Views (December 2018).⁴⁵ The Council then sought further submissions to inform its final recommendation.
- 5.9 On 26 July 2019, the designated Minister, the Federal Treasurer, the Hon. Josh Frydenberg MP, received the Council's recommendation that he revoke the declaration **(the Revocation Recommendation)**.

Summary of Revocation Recommendation

- 5.10 The Council considered that while some of the declaration criteria set out in section 44CA of the CCA were satisfied,⁴⁶ not all were. It considered that subsection 44CA(1)(a) (criterion (a)) was not satisfied. It further considered that the designated Minister could reasonably form the view that subsection 44CA(1)(d) (criterion (d)) was not satisfied.
- 5.11 In assessing criterion (a), the Council was not satisfied that increased access to the Service, on reasonable terms and conditions, as a result of a declaration of the Service would promote a material increase in competition in any dependent market. In this decision the Council noted:
- (a) The Port is a natural bottleneck facility, businesses seeking to export coal from the Newcastle catchment must use the Service in order to export into overseas coal markets.
 - (b) PNO is not without constraint when setting the terms and conditions of access absent declaration.
 - (c) It is likely (but not certain) that charges for the Service will be higher in a future without declaration of the Service, although it is unclear precisely how much higher (if at all).
 - (d) The Council was not satisfied that the possibility of lower prices in a future with declaration of the Service would be likely to promote competition in any dependent markets. In particular:

⁴⁴ <https://ncc.gov.au/application/consideration-of-possible-recommendation-to-revoke-declaration-of-service-a>

⁴⁵ <https://ncc.gov.au/application/consideration-of-possible-recommendation-to-revoke-declaration-of-service-a/3>

⁴⁶ The Council considered that subsection 44CA(1)(b) (criterion (b)) and subsection 44CA(1)(c) (criterion (c)) of the CCA were satisfied.

- The coal export market is already likely to be effectively competitive such that declaration is unlikely to promote a material increase in competition in this market.
- The market for coal tenements is 'derivative' of the coal export market, and competition is unlikely to be materially promoted by declaration of the Service. The Council considered prospective explorers/miners will still be able to compete on their respective merits for tenements in a future without declaration of the Service.
- PNO is not vertically integrated into the provision of container shipping services in any meaningful way that would make it likely to discriminate against any rivals in markets for these services.

(e) The Council considered that charges at the Port were likely to remain a small proportion of international spot prices for coal with or without declaration of the Service.

5.12 The Council considered that criterion (b) was satisfied, as it was likely that the Port could meet the total foreseeable demand, at the least cost compared to any two or more facilities. It was noted that the Port was not capacity constrained and that the costs of developing a new port to service the Newcastle catchment would be significant.

5.13 The Council further considered that the Port is of national significance and that criterion (c) was satisfied.

5.14 The Council considered that it was possible (but not certain) that declaration would generate some marginal improvement in the efficient use of and investment in relevant infrastructure. However, this benefit must be set against the considerable administrative, compliance and legal costs associated with declaration (and any subsequent negotiation and arbitration of terms and conditions of access under the Part IIIA access regime). The Council considered that the designated Minister could reasonably form the view criterion (d) would not be satisfied.

Deemed decision

5.15 The designated Minister did not publish his decision on the Revocation Recommendation within 60 days of receiving it, so was deemed by section 44J(7) of the CCA:

- a) to have made a decision that the declaration be revoked; and
- b) to have published that decision in accordance with this section.

5.16 The designated Minister made a statement confirming the deeming of the decision.⁴⁷

⁴⁷ <https://ministers.treasury.gov.au/ministers/josh-frydenberg-2018/media-releases/port-newcastle>

PNO-Glencore Arbitration

- 5.17 During the period while the 2016 Glencore Declaration was in place (i.e. from 16 June 2016 until 23 September 2019), Glencore notified the ACCC of an access dispute with PNO.⁴⁸
- 5.18 On 18 September 2018, the ACCC issued its determination in the matter (the 2018 ACCC Arbitration Determination).
- 5.19 Both Glencore and PNO subsequently sought review of the ACCC Arbitration Determination by the Tribunal; and the Tribunal made its determination on 30 October 2019 (the 2019 Tribunal Arbitration Determination).⁴⁹
- 5.20 Glencore and the ACCC sought review of the 2019 Tribunal Arbitration Determination. On 27 August 2020, the Full Court published its decision setting aside the 2019 Tribunal Arbitration Determination.⁵⁰
- 5.21 In its November submission, PNO noted that it has filed an application for special leave to appeal the Full Court decision before the High Court of Australia.⁵¹ The grounds of appeal include:
- (a) the Full Court erred in concluding that a person who has merely an economic interest in the terms to be imposed by a determination under Part IIIA of the CCA, or has merely caused a person to access a declared service, is a 'third party' within the meaning of s 44B or can arbitrate the terms and conditions of another party who is physically accessing the service;
 - ...
 - (d) the Full Court erred in concluding that ss 44X(1)(e) or 44ZZCA of the CCA requires a determination to take into account any user contributions to a facility; and
 - (e) the Full Court erred in concluding that deductions could be made from the asset base for user contributions without a comprehensive examination of the circumstances in which those contributions were made.⁵²
- 5.22 Chapter 6 of this report provides greater detail on the ongoing PNO-Glencore Arbitration and how the Council has had regard to it when making its Recommendation.

⁴⁸ <https://www.accc.gov.au/public-registers/access-to-services-registers/determination-of-the-access-dispute-between-port-of-newcastle-operations-and-glencore-coal-assets-australia>

⁴⁹ *Application by Port of Newcastle Operations Pty Ltd* [2019] ACompT 1

⁵⁰ *Glencore Coal Assets Australia Pty Ltd v Australian Competition Tribunal* [2020] FCAFC 145

⁵¹ The Council understands that, at the time of making this Recommendation, the application for special leave had not been heard.

⁵² PNO November submission, page 10

Developments at the Port since the Revocation of the 2016 Glencore Declaration

Vessel Open Access Regime

5.23 In December 2019 PNO published a number of documents which collectively establish formal terms and conditions of open access arrangements at the Port for any vessel seeking to enter the Port and use its facilities. Relevant to the Council's consideration, the open access arrangements provide:

- (a) An initial NSC rate of \$1.0424 per GT, with effect from 1 January 2020.
- (b) That PNO may vary its schedule of charges from time to time, including varying or introducing any new fees or charges. PNO will publish a notice of the proposed change on its website at least 10 Business Days before the variation is proposed to take effect.
- (c) As at 13 March 2020, it was PNO's intention to adjust the NSC and wharfage charge for coal vessels annually by an amount equal to the CPI. PNO intends that these charges may also be increased to reflect additional investment by PNO in port services, any increases in government charges or taxes or changes in law and any material change events.
- (d) Established a dispute resolution process (mediation and commercial arbitration).

Port User Deed

5.24 In December 2019, PNO published a long term pricing Deed which could be entered into by Vessel Agents, Vessel Operators, Coal Producers and free on board coal consignees involved in the shipment of coal from the Port (the **Port User Deed**).⁵³ The Port User Deed has now been superseded and is no longer offered by PNO. Its terms included, in part:

- (a) An initial term of 10 years.
- (b) An initial NSC rate of \$0.8121 per GT, with effect from 1 January 2020.
- (c) An 'annual adjustment', being the greater of CPI or 4%.
- (d) Provided for ad hoc variations to the NSC in response to changes in tax or other law which increased PNO's costs or decreased its revenues.
- (e) Provided for ad hoc variations to the NSC in response to material change events (to allow PNO to recover additional costs and to sustain its equity rate of return).
- (f) Established a dispute resolution process (mediation and commercial arbitration).
- (g) Established 'pricing principles' to be applied in mediation and arbitration. The pricing principles include elements consistent with those the ACCC must take into account when making an arbitration determination under Part IIIA of the CCA.

⁵³ NSWMC Application, Annexure A

- (h) Established 'excluded disputes' which include disputes about the NSC when the NSC does not exceed the value of \$0.8121 plus each subsequent annual adjustment.
- (i) Established an 'initial capital base' being the value established by reference to the depreciated optimised replacement cost as at 31 December 2014 of the assets used in the provision of all of the services at the Port and, unless otherwise agreed by PNO, without deduction for user contributions.
- (j) Established a number of information requirements.

Producer Deed and Vessel Agent Deed

- 5.25 In March 2020, PNO published the Producer Pro Forma Long Term Pricing Deed⁵⁴ and Vessel Agent Pro Forma Long Term Pricing Deed⁵⁵ (collectively, the **Deed**). The Deed replaced the Port User Deed.
- 5.26 The Deed maintained the terms described at items 5.23 (a) – (c) and (f) – (j) but removed the specific provisions that permitted variation to the NSC in response to tax and law reform and amended the approach to material change events. The Deed also introduced capital expenditure transparency measures and non-discriminatory pricing provisions.

Dalrymple Bay Coal Terminal 2020 declaration

- 5.27 In 2019-20, the Queensland Competition Authority (**QCA**) undertook a review of the declaration for the handling of coal at the Dalrymple Bay Coal Terminal (**DBCT**). For present purposes, the review criteria applied by the QCA were functionally identical to the declaration provisions of Part IIIA.
- 5.28 In its draft recommendation, the QCA concluded that all of the declaration criteria were met. However, before the QCA made its final recommendation, DBCT Management executed a Deed poll that included an access arrangement. The QCA subsequently concluded that subsection 76(2)(a) and subsection 76(2)(d) of the QCA Act (which are in the same terms as criteria (a) and (d) in Part IIIA) were not satisfied and recommended that the Minister not declare the Service.
- 5.29 On 1 June 2020, the Honourable Cameron Dick MP, Treasurer and Minister for Infrastructure and Planning Minister decided to declare the Service, finding that declaration was likely to promote a material increase in competition in the development stage tenements market and would promote the public interest.⁵⁶ On 29

⁵⁴ https://www.portofnewcastle.com.au/wp-content/uploads/2020/03/OAR-TERMS-Producer-Deed-13-March-2020_.pdf

⁵⁵ https://www.portofnewcastle.com.au/wp-content/uploads/2020/03/OAR-TERMS-Vessel-Agent-Deed-13-March-2020_.pdf

⁵⁶ Queensland Government Gazette Vol 384 No 31 (1 June 2020)

June 2020, DBCT Management Pty Ltd lodged an application for review of this decision. The matter is currently before the Supreme Court of Queensland.⁵⁷

- 5.30 The NSWMC submits that the reasoning and decision in DBCT is relevant to the Council's consideration of its application.⁵⁸
- 5.31 The facts informing the Minister's decision differ to those that arise in the context of the NSWMC Application. In particular, the Council notes the following material differences:
- (a) Existing users at the DBCT have 'evergreen agreements' but users at the Port of Newcastle do not.
 - (b) DBCT's capacity is fully contracted and likely to remain so without capacity investment. In contrast, the Port of Newcastle has significant excess capacity which can be accessed by Port users.
 - (c) DBCT Management proposed to treat new and existing users differently, with future users paying more than existing users, thus favouring some producers over others for reasons other than their efficiency. PNO has not set differential access charges and has included non-discriminatory pricing provisions in its agreements with Port users.
 - (d) As DBCT terminal charges are significantly higher than the Newcastle NSC, they are likely to represent a significantly greater proportion of a coal producer's costs.
- 5.32 It is the Council's view that the facts in DBCT are materially different to those present at the Port.

NSWMC Collective Bargaining Authorisation

- 5.33 In March 2020, the NSWMC and ten mining companies⁵⁹ sought authorisation from the ACCC to collectively bargain with PNO the terms and conditions of access relating to the export of coal from the Port (**NSWMC Collective Bargaining Authorisation**).
- 5.34 The ACCC approved the NSWMC Collective Bargaining Authorisation on 27 August 2020.⁶⁰ On 17 September 2020, PNO applied to the Tribunal for review of the ACCC's determination. The matter is currently before the Tribunal.

⁵⁷ *DBCT Management Pty Ltd -v- Treasurer and Minister for Infrastructure and Planning (Queensland) & Ors*, file 7058 of 2020

⁵⁸ NSWMC Application, page 28-29

⁵⁹ Glencore, Yancoal, Peabody Energy Australia Pty Ltd, Bloomfield, Centennial Coal Company Limited, Malabar, Whitehaven Coal Mining Limited, Hunter Valley Energy Coal Pty Ltd, Idemitsu Australia Resources Pty Ltd, and MACH Energy Australia Pty Ltd.

⁶⁰ See <https://www.accc.gov.au/public-registers/authorisations-and-notifications-registers/authorisations-register/new-south-wales-minerals-council-nswmc>

6 How the Council has had regard to the ongoing Glencore-PNO access dispute

- 6.1 As noted in Chapter 5, during the period when the shipping channel Service at the Port was declared, Glencore notified the ACCC of an access dispute it had with PNO. On 18 September 2018, the ACCC's consideration of this dispute concluded with the issue of the 2018 ACCC Arbitration Determination. This had the consequence of setting an access price for Glencore for the NSC of \$0.61 per GT, as measured in 2018 dollar terms. The Council estimates this equates to approximately \$0.63 per GT in 2020 dollar terms. The rate determined by the ACCC represented a significant decrease below the list price set by PNO for the NSC of approximately \$0.76 per GT in 2018 dollar terms (or \$0.78 per GT in 2020 dollar terms).
- 6.2 The 2018 ACCC Arbitration Determination was, however, the subject of two applications for review to the Tribunal, which culminated with the 2019 Tribunal Arbitration Determination. This had the effect of raising the NSC payable by Glencore to PNO to \$1.0058 per GT as at January 2018 (or approximately \$1.04 per GT in 2020 dollar terms).⁶¹
- 6.3 Subsequently, the 2019 Tribunal Arbitration Determination was the subject of two applications for review. On 24 August 2020, the Full Court ordered that the 2019 Tribunal Arbitration Determination be set aside and the matter be remitted to the Tribunal for determination according to law.
- 6.4 The Full Court was tasked with the judicial review of the Tribunal's determination in respect of two matters, that is, whether the Tribunal erred in law in:
- (a) concluding that the Service was, in effect, only provided to those parties in control of a ship and, on that basis, confining the scope of its determination to instances where Glencore was in control of a ship being used to load and export coal; and
 - (b) the way it treated past user funded contributions⁶² when determining the price to be paid by Glencore for the Service.⁶³
- 6.5 The first point was determined in favour of Glencore. On the second point, the Full Court held that the Tribunal fell into legal error when it failed to have regard to the user contributions in determining the appropriate level of efficient costs: section 44X(1) of the CCA required the Tribunal to consider whether there were user contributions of a

⁶¹ *Application by Port of Newcastle Operations Pty Ltd* [2019] ACompT 1, at [6.1].

⁶² 'User funded contributions' also known to as 'user funded expenditure' or 'user funded assets' refer to historic payments made by Port users to the Port which funded, amongst other things, channel dredging to allow larger ships to berth at the Port.

⁶³ In this respect, Glencore argues that past user contributions should be deducted from the Port's regulatory asset base (RAB). In turn, this would reduce the amount of costs PNO is able to recover through charges for the NSC over the lifetime of the asset, leading to lower prices for the Service.

character that should be brought to account in determining the price and terms of access.⁶⁴

- 6.6 Since setting aside the Tribunal's determination and remitting the matter back to the Tribunal, no determination has been made in respect of the Glencore-PNO access dispute and the Tribunal must conduct a *de novo* hearing.
- 6.7 At the time of making this Recommendation, the Tribunal has not completed its re-determination of this matter.

Submissions

- 6.8 The NSWMC submits that PNO's insistence on seeking a return on an asset base that includes past Port user contributions, given the Decision that PNO should not be able to earn a return on expenditures it did not make, reinforces the legitimacy of the industry's request to *collectively* negotiate reasonable terms with PNO.⁶⁵
- 6.9 In respect of the Decision, the NSWMC submits⁶⁶ that:
 - (a) The Full Court's purposive approach to Part IIIA is particularly relevant to the NSWMC Application. The NSWMC refers to the Full Court's approach of having regard to the intention behind the declaration being to: (i) assist coal exporters in the economically efficient export of coal from the Port; and (ii) have regard to practical matters in the shipping and export of coal. This '*practical approach*' to the export of coal is what has been requested and submitted by the NSWMC in its Application to the Council.
 - (b) The Decision should resolve the Service description issue, including the ability of coal producers to nominate to PNO vessels irrespective of the underlying contractual arrangements.
 - (c) The Full Court requires the Tribunal to take user funded contributions into account, '*i.e. reducing the asset base,*' in setting Glencore's access charge for its arbitration determination under Part IIIA (citing [288] and [289] of the Decision).

⁶⁴ Paragraph [294] of the Decision: '*With respect to the Tribunal, it has been demonstrated that there was an error of law by the Tribunal in failing to have regard to the user contributions on the basis that such contributions could not be relevant to the determination of an appropriate level of efficient costs. Various provisions in s 44X(l) required the Tribunal to consider whether there were user contributions of a character that should be brought to account in determining the price and terms of access.*'

⁶⁵ NSWMC September submission, at page 2

⁶⁶ Ibid, at pages 2 to 3

6.10 The NSWMC submits⁶⁷ the implications of the Decision are that:

- (a) Industry expenditure needs to be taken into consideration by PNO in setting efficient charges and this is what PNO is refusing to discuss with the NSWMC (i.e., the collective bargaining authorisation).
- (b) PNO intends to continue to charge Port users (other than Glencore) a charge derived from a capital base which includes user funded capital expenditure that PNO itself did not spend.
- (c) PNO's inclusion of user funded contributions in its asset base is economically inefficient and inconsistent with the pricing principles set out in Part IIIA.

6.11 The NSWMC's submission concludes that:⁶⁸

- (a) PNO has refused to collectively negotiate with stakeholders on the issue of inclusion of user funded expenditure in its regulatory asset base.
- (b) The Deeds that PNO have put forward to users expressly remove user funded expenditure from any negotiations, allowing PNO to charge users based on the inclusion of that past expenditure.
- (c) This conduct highlights PNO's market power and that it will use that market power in relation to the terms and conditions for access to the Port.
- (d) Glencore may now enjoy a position that other users do not, demonstrating the consequences of declaration and non-declaration.
- (e) Declaration provides a threat of ACCC arbitration, such that reasonable terms and conditions can be negotiated with PNO, failing which declaration will allow the ACCC to impose reasonable terms and conditions on PNO, like those for Glencore.
- (f) More reasonable terms and conditions would materially increase competition in relevant markets.

6.12 In its November submission, the NSWMC submits that the Council (in its Draft Recommendation) failed to give the Full Court's decision appropriate consideration. The NSWMC argues that the Full Court's decision is relevant because PNO asserts that it is not possible to question user funding in the Producer Deeds unless PNO agrees and, in any event, that past user funding in PNO's capital base cannot be questioned.⁶⁹

6.13 Glencore says the Full Court found that the Tribunal erred by: (i) misconstruing the declared Service; and (ii) allowing PNO to include user funded contributions in the regulatory asset base when setting the NSC.⁷⁰ Glencore then submits the implications

⁶⁷ Ibid, at pages 1 to 3

⁶⁸ Ibid.

⁶⁹ NSWMC November submission, at page 13

⁷⁰ Glencore September submission, at page 1

of the Decision for the NSWMC Application are that if the Port is declared coal producers can:

- (a) nominate vessels to PNO irrespective of PNO's terms and conditions; and
- (b) have the ACCC arbitrate an access dispute to remove user funded contribution expenditure that PNO did not make from the regulatory asset base.⁷¹

6.14 In its November submission, Glencore argues against the Council's analysis of the Full Court's decision. It considers that the Full Court was very clear on the principle that it is not economically efficient nor consistent with the Part IIIA pricing principles for PNO to charge for assets it didn't pay for.⁷²

6.15 Glencore questions whether, given the Decision, PNO should continue with its terms and conditions, which remove the ability of parties to negotiate user funded expenditure and do not provide a mechanism for users to object to PNO's future capital expenditure ('gold plating'), e.g. through user funded contributions to a container terminal.⁷³

6.16 Glencore restates its position that declaration: (i) imposes a threat of access disputes arbitrated by the ACCC; (ii) allows users to obtain more reasonable terms and conditions from PNO; and (iii) results in a material increase in competition in dependent markets (referring to the markets identified in the NSWMC Application).⁷⁴

6.17 Yancoal says that the Decision supports a finding that criterion (a) and (d) are met:

- (a) The Decision shows that PNO's charges are inefficiently high because they include a return on user funded contributions. Including user funded contributions is described as being evidence of PNO's ability and incentive to engage in monopoly pricing and a lack of constraint on PNO.⁷⁵
- (b) The Decision means the Tribunal will determine a lower price for Glencore than that offered by PNO to other Port users (because the Tribunal must take user contributions into account). If only Glencore receives the benefit of the Tribunal's re-determination this asymmetric outcome is not efficient.⁷⁶
- (c) *With declaration:* The ACCC Determination (not the Tribunal's findings) represents the reasonable terms and conditions that would apply to all users if the Port Service were declared.⁷⁷

⁷¹ Ibid, at page 2

⁷² Glencore November submission, at page 3

⁷³ Glencore September submission, at page 2

⁷⁴ Ibid.

⁷⁵ Yancoal September submission, at page 1

⁷⁶ Ibid.

⁷⁷ Ibid, at page 2

(d) *Without declaration*: PNO can price discriminate against Port users (other than Glencore) and impose a price increase ‘*well beyond*’ the amounts attributable to charging for user funded assets leading to:

- inefficient pricing resulting in inefficient investment decisions; and
- competition in dependent markets being impacted because only Glencore benefits from efficient pricing.⁷⁸

6.18 Yancoal refers to the Revocation Recommendation findings that: (i) PNO had no incentive to engage in monopoly pricing; and (ii) the difference in price without declaration was not sufficiently material to change investment decisions such that declaration would promote competition. It then submits that the Decision requires (i) to be reconsidered. Yancoal reasons that PNO is incentivised to engage in profit maximising behaviour to raise prices because of its customers’ sunk costs and existing take or pay commitments and there being no prospect that coal volumes will decrease in the face of monopoly pricing.⁷⁹

6.19 Yancoal submits that if PNO’s incentives are reconsidered then this requires a re-consideration of the impact on competition [in dependent markets] and says the difference arising from charging for user funded contributions (\$0.40 cents per tonne) is significant to investment decisions.⁸⁰

6.20 Yancoal considers that PNO, absent declaration, is unconstrained from raising prices for non-Glencore users further above efficient levels in the future, which it says gives rise to a significant hold-up problem (the ‘key issue’). Non-Glencore users therefore have to take into account substantial future price increases impacting investments in coal tenements. Yancoal then says asymmetric conditions and price discrimination at the Port for different users is akin to the conditions identified by the QLD Treasurer as satisfying criterion (a) at DBCT.⁸¹

6.21 Malabar refers to the Decision requiring that the Tribunal take into account user funded expenditure. It considers that the underlying economic principle is that the ‘*Port should not be able to earn a return on expenditures it did not make*’ and that absent declaration PNO intends to impose charges based on user funded contributions. Malabar also submits that declaration ensures efficiency, provides regulatory oversight of PNO’s terms and conditions, and as a result promotes competition in dependent markets.⁸²

6.22 Bloomfield submits that the Decision requires the Tribunal to take into account user funded contributions when setting charges for Glencore by ‘*reducing*’ PNO’s asset base

⁷⁸ Ibid.

⁷⁹ Ibid.

⁸⁰ Ibid.

⁸¹ Ibid, at page 3.

⁸² Malabar September submission, page 1

by the value of the user contributions.⁸³ It considers that this supports the NSWMC's Application for declaration, as declaration ensures:

- (a) the calculation of access charges will not include user-funded contributions;
- (b) efficiency by providing regulatory oversight of the terms and conditions for critical infrastructure; and
- (c) a material increase in competition in dependent markets because of (a) and (b).⁸⁴

6.23 In contrast, PNO's position is that the Decision has no relevance to the Council's task, i.e. whether section 44CA is satisfied, and submits that there are five reasons why this is so (copying PNO's submission headings):

- (a) *The decision is an irrelevant consideration under the statutory declaration criteria:* PNO refers to the declaration criteria in section 44CA, and notes that the only matters the NCC can take into account are those specified in section 44CA(1)(a)-(d) and submits it would be an '*improper exercise of the NCC's powers under s 44F to take into account irrelevant considerations outside the enumerated statutory criteria in s 44CA*'. Matters relating to the arbitration of an access dispute of a service previously declared are outside the statutory criteria of section 44CA.⁸⁵
- (b) *Specific to the parties:* An ACCC Determination or Tribunal decision does not set general terms of access. It is specific to Glencore, and does not extend to any other party.⁸⁶
- (c) *No arbitral decision currently in force:* The Full Court remitted the matter for re-determination by the Tribunal under section 44ZP, which is a *de novo* re-hearing of the matter. There is no arbitral determination in force at this time.⁸⁷
- (d) *The Council has accepted that the bilateral access dispute is not relevant to its assessment of the declaration criteria:* PNO refers to the Council's Revocation Recommendation conclusion that it is not necessary to form a view whether any ACCC determined terms are reasonable and that, absent a concluded view, the Council can only have regard to an ACCC Determination in broad terms as an example of the type of decision that can result from an arbitration under Part IIIA.⁸⁸ This is consistent with the 2017 EM.⁸⁹ PNO then submits that:

⁸³ Bloomfield September submission, page 2

⁸⁴ Ibid.

⁸⁵ PNO September submission, pages 1-2

⁸⁶ Ibid.

⁸⁷ Ibid.

⁸⁸ Ibid, at pages 2-3

⁸⁹ 2017 EM, at paragraph 12.21

- The Decision does not illuminate what might constitute ‘reasonable’ terms and conditions for the purposes of section 44CA.⁹⁰
 - The ACCC Determination provides no insights as it is subject to re-arbitration before the Tribunal (section 44ZO(2)).⁹¹
 - Even if the Decision or ACCC Determination were relevant to the NCC’s task, those decisions do not support a finding that declaration promotes a material increase in competition in dependent markets.⁹²
- (e) *Arbitration of the terms and conditions of access by miners will not have any effect on actual access seekers.* PNO submits that:
- PNO has entered into a number of Deeds with access seekers who acquire the Service from PNO.⁹³
 - Under section 67 of the *Ports and Maritime Administration Act 1995* (NSW), PNO can enter into an agreement with the persons liable to pay charges at the Port.⁹⁴
 - PNO’s agreements with coal vessels displaces PNO’s NSC (being the charge contained in the ‘Schedule of Port Charges’ and the subject of Glencore’s Tribunal re-arbitration and the NSWMC’s Application).⁹⁵
 - As PNO agreed a NSC with vessel owners under the PAMA Act for 10 years, the re-arbitration of Glencore’s terms and conditions is not likely to promote competition in dependent markets.⁹⁶

Consideration given to the Glencore-PNO access dispute in relation to criterion (a)

6.24 Criterion (a) requires the Minister to consider whether access (or increased access) to the service, on reasonable terms and conditions, as a result of a declaration of the service would promote a material increase in competition in a dependent market.

6.25 The Council considers it is appropriate to undertake its assessment of criterion (a) without forming a view on the outcomes of any Part IIIA negotiation or arbitration which may be underway or concluded, such as the ongoing resolution of the access dispute between Glencore and PNO. That is not to say that these matters are irrelevant to the current assessment. However, the Council does not consider it necessary or appropriate to form a concluded view as to:

- What might definitively represent ‘reasonable terms and conditions, as a result of declaration’ contemplated in criterion (a).

⁹⁰ PNO September submission, page 3

⁹¹ Ibid, page 4

⁹² Ibid.

⁹³ Ibid.

⁹⁴ Ibid.

⁹⁵ Ibid.

⁹⁶ Ibid.

- What precise terms and conditions might ultimately be determined by the Tribunal when it completes its remitted determination of the access dispute between Glencore and PNO.
- The value of the regulatory asset base, including any final determination on the value and treatment of user funded contributions, as determined by the Tribunal when it completes its remitted determination of the access dispute between Glencore and PNO.
- Whether the price terms set by the Tribunal in its remitted determination will be less than, equal to or greater than those set by the ACCC in the 2018 ACCC Arbitration Determination.

6.26 The Council's approach to the relevance of the ongoing access dispute between Glencore and PNO when applying criterion (a) is founded on the following analysis of the legislative framework:

- Part IIIA prescribes that the negotiate/arbitrate regulatory regime that results from declaration is imposed following a declaration decision by the Minister that is forward-looking.
- That declaration decision is: to be made by the Minister on the recommendation of the Council; on consideration of the declaration criteria and having had regard to the object of Part IIIA; and (in the usual course) in the absence of any Part IIIA arbitration decision concerning the service in question.
- On its face, the with and without test relating to a consideration of access on reasonable terms and conditions as a result of declaration, is an objective test made without regard to specific arbitration outcomes.
- In this matter we are considering whether to recommend declaration of certain services provided at the Port, in circumstances where we have a (partially complete) arbitration process based on an earlier declaration decision. Thus, there is an opportunity to have regard to an ACCC arbitration determination, a Tribunal arbitration determination and a Full Court decision regarding the Tribunal's arbitration determination in making the necessary forward-looking assessment referred to above.
- However, that does not change the objective character of the test. Moreover, there are inherent risks in applying too much weight on an arbitration outcome in a specific bilateral dispute, especially when specific issues in other access disputes involving the same or other access seekers may or may not be equivalent. This risk is further compounded where (as here) the arbitration remains incomplete, in the sense that the matter has been remitted to the Tribunal for redetermination.

6.27 This approach is supported by paragraphs 12.20 and 12.21 of the 2017 EM. Paragraph 12.20 of the 2017 EM states that:

[Criterion (a)] requires a comparison of two future scenarios: one in which the service is declared and more access is available on reasonable terms and conditions, and one in which no additional access is granted. That is a comparison of either: no access without declaration compared with some access as a result of declaration; or some access without declaration to additional access as a result of declaration. In comparing these two scenarios, it must be the case that it is the declaration resulting in access (or increased access) on reasonable terms and conditions that promotes the material increase in competition.

- 6.28 Paragraph 12.21 of the 2017 EM clarifies how ‘reasonable terms and conditions’ should be considered, stating:

What are reasonable terms and conditions is not defined in the legislation. This is an objective test that may involve consideration of market conditions. It does not require that the Council or Minister come to a view on the outcomes of a Part IIIA negotiation or arbitration. The requirement that access is on reasonable terms and conditions is intended to minimise the detriment to competition in dependent markets that may otherwise be caused by the exploitation of monopoly power. Reasonable terms and conditions include those necessary to protect the legitimate interests of the owner of the facility.

- 6.29 The 2017 EM reinforces the Council’s view that it is not Parliament’s intent to require the Council or the Minister to form a view on the specific outcomes of a Part IIIA negotiation or arbitration when determining whether declaration of a service is appropriate.
- 6.30 Some parties have submitted that the decision of the Full Court means that the asset base used to determine terms and conditions of access at the Port will be reduced to take account of user funded contributions. By implication, this suggests access prices set in reliance of that asset base should be lower than those set in the 2019 Tribunal Arbitration Determination; and therefore lower than the open access price presently set by PNO in the absence of declaration of the Service.
- 6.31 The Full Court noted that it is within its power to determine an (arbitral) outcome where it considers such outcome to be inevitable. Significantly, however, it also noted that this was not the case in the matter of the PNO-Glencore dispute [318]. The Full Court further noted:

As to the issue of the user contributions, for Glencore it was contended that, no issue having been taken before the Tribunal as to the extent of the user contributions, if the Tribunal was in error in failing to have regard to those contributions then the consequence was that the accepted value of the contributions had to be brought to account in the manner determined by the ACCC in that determination. Even accepting the premise for that submission as being correct (a matter disputed by PNO), the statutory task to be undertaken by the Tribunal required it to have regard to the user contributions and not simply to bring them to account in the manner reasoned by the ACCC in its determination. It is not for this Court on review to undertake that task which involves regard to matters other than user contributions alone.

Therefore, the question of user contributions and any consequence for the access price arising from a determination of that issue is a matter for the Tribunal and that aspect must be referred back to the Tribunal. [320-321]

- 6.32 The Council considers, therefore, it is not a foregone conclusion that the Tribunal will, in its remitted determination of the access dispute between Glencore and PNO, determine an access price for the NSC equal to that set in the ACCC Determination.
- 6.33 Further, the Full Court decision has not mandated how the Tribunal must take account of user funded contributions when determining an appropriate asset base and calculating a reasonable set of terms and conditions of access for the Service. PNO has also submitted that the Tribunal in the first instance did not consider the factual basis for the user funded contributions or make findings in this respect.
- 6.34 The Council considers it is likely (but not certain) that the Tribunal will set lower prices for the NSC than those set in the 2019 Tribunal Arbitration Determination (i.e. \$1.04 per GT in 2020 dollar terms) when it re-determines the access dispute between Glencore and PNO. At this point, the Council also considers it is likely (but not certain) that the Tribunal will not set a price for the NSC below that set in the ACCC Determination (i.e. \$0.63 per GT in 2020 dollar terms). The uncertainty with respect to both these considerations is because the Tribunal must re-hear this matter *de novo*.
- 6.35 Overall, therefore, the Council considers it likely (but not certain) that the Tribunal will re-determine an NSC within the range of approximately \$0.63 - \$1.04 per GT. The Council considers that this represents a reasonable indication of the NSC likely (but not certain) to be set in a future with declaration of the Service.
- 6.36 While the open access charge set by PNO for the navigation service (i.e. \$1.04 per GT in 2020 dollar terms), is almost identical to that determined by the Tribunal in the 2019 Tribunal Arbitration Determination, the price offered by PNO in the Deed (i.e. approximately \$0.81 per GT in 2020 dollar terms) is significantly lower.
- 6.37 The Council considers the ongoing Glencore-PNO access dispute to be part of the context of its assessment of the NSWMC Application and illustrates:
- The range of prices that may be considered reasonable by different decision-makers within the meaning of 44X of the CCA.
 - Ongoing uncertainty regarding prices that may be set under declaration (but likely within the range noted above), at least in the short-medium term.

Consideration given to the Glencore-PNO access dispute in relation to criterion (d)

- 6.38 Criterion (d) requires the Minister to consider whether access (or increased access) to the service, on reasonable terms and conditions, as a result of a declaration of the service would promote the public interest.
- 6.39 The Council considers that the future with and without declaration concept embodied in criterion (d) is materially similar to that in criterion (a) and, like criterion (a), does not require that the Council or Minister come to a view on the outcomes of a Part IIIA negotiation or arbitration. As such, in its assessment of criterion (d), the Council has

noted the Full Court decision and the need for the Tribunal to re-determine the access dispute between Glencore and PNO (and the possibility that lower prices might emerge from this compared to those set by PNO, in particular, in its open access arrangements). Even if a lower price emerges, it is uncertain that the Tribunal's price will be materially lower than the price PNO offers under its Deed.

6.40 The Council's considerations at paragraph 6.32 to 6.37 above are equally applicable in its consideration of criterion (d).

6.41 The Council's approach to assessing criterion (d) is set out in Chapter 10 below.

7 Material increase in competition in a market, other than the market for the service, as a result of declaration (criterion (a))

- 7.1 Section 44CA(1)(a) of the CCA (criterion (a)) requires that access (or increased access) to the service, on reasonable terms and conditions, as a result of a declaration of the service would promote a material increase in competition in at least one market (whether or not in Australia), other than the market for the service.

Council's approach to criterion (a)

- 7.2 The words 'on reasonable terms and conditions, as a result of a declaration' focus the assessment on the effect of declaration, rather than merely assessing whether access (or increased access) would promote competition. This is undertaken by assessing a future in which the Service is declared and access to the Service is through declaration on reasonable terms and conditions (the 'factual'), and comparing this to one in which the Service is not declared (the 'counterfactual') and terms and conditions of access are set in an alternative way. In this instance, such an alternative is provided by the Deed and open access frameworks presently offered by PNO.
- 7.3 In assessing criterion (a) the Council has drawn upon these two future scenarios and asked:
- (a) what is the extent of the provider's ability and incentive to deny access to the relevant service; or set terms and conditions less favourable than those expected in competitive markets?
 - (b) if the provider has such ability and incentive, would any resulting conduct be likely to materially affect competition in a dependent market?
- 7.4 Through this analysis, the Council assessed whether access (or increased access), on reasonable terms and conditions, as a result of declaration of the Service, would promote a material increase in competition.
- 7.5 In its August submission, the ACCC disagreed with this approach and argued that the wording of criterion (a) should not be displaced with another test. Rather, criterion (a) should be interpreted in a manner consistent with the objects of Part IIIA. The ACCC submitted that the focus of the criterion (a) assessment should be on whether declaration would promote the economically efficient operation of, use of and investment in the infrastructure by which services are provided, thereby promoting a material increase in competition, rather than an assessment of the Council's 'second limb' of whether a scenario without declaration materially affects competition in a dependent market.⁹⁷
- 7.6 The NSWMC submitted that it does not believe that Part IIIA requires applicants to prove that an infrastructure monopolist has a desire (or incentive) to adversely affect competition. It considers that the relevant question is whether the terms and

⁹⁷ ACCC August submission, page 4

conditions of access (including price) have a material impact on competition in dependent markets. It considers that in this matter, the material impact on competition arises from the 'effect' of PNO's conduct and that derives from PNO having unquestioned market power and the ability and incentive to use it.⁹⁸

- 7.7 The Council considers that the approach set out in paragraph 7.3 is consistent with the language of s44CA(1)(a). It provides an appropriate framework for assessing constraints affecting the conduct of PNO absent declaration. This is an important step in assessing the competitive conditions in the primary market and the likely effects of the infrastructure operator's possible behaviour on competition in a dependent market. The Council considers that this approach reflects that submissions in support of the NSWMC Application have contended that PNO has market power and that the terms and conditions of access contained in PNO's existing pricing arrangements (without declaration) are a reflection of it having market power. Additionally, issues associated with PNO's incentive not to lessen competition in dependent markets are relevant to the assessment of how PNO is likely to set terms and conditions of access in the primary market and, by implication, the extent to which it is likely to take advantage of any market power it might have in this market.

Promoting a material increase in competition in a dependent market

- 7.8 Competition is a dynamic process, and the promotion of a material increase in competition involves an improvement in the opportunities and environment for competition such that competitive outcomes are materially more likely to occur.
- 7.9 According to the Productivity Commission, the only problem the National Access Regime should be directed at is:
- an enduring lack of effective competition, due to natural monopoly, in markets for infrastructure services where access is required for third parties to compete effectively in dependent markets.⁹⁹
- 7.10 The focus of criterion (a) is on the promotion of competition in markets where the lack or restriction of access to infrastructure services that cannot be economically duplicated would otherwise limit competition.
- 7.11 Consistent with the objects of Part IIIA, the reference to 'competition' in criterion (a) is a reference to workable or 'effective competition.' This refers to the degree of competition required for prices to be driven towards economic costs. A consequence of this is that, in the long-term, resources are more likely to be allocated efficiently in workably competitive markets. In a workably or effectively competitive market, no one seller or group of sellers is able to exercise a significant degree of market power.
- 7.12 Criterion (a) is not met merely by establishing that a service provider is a natural monopolist with respect to the provision of a service, possesses market power or is able to charge a price above what would be charged in a competitive market for the

⁹⁸ NSWMC Application, pages 42 and 43

⁹⁹ Productivity Commission 2013, page 71

service. For instance, even where lower prices for access to a service may arise in a future with declaration of a service, compared to a future without declaration, this does not necessarily mean that competition will be promoted in a dependent market. This might be the case if, for example, a lower price for access would lead to little or no change in consumption or production decisions with respect to the service the subject of a declaration application. In these circumstances, a lower price for access may merely have the effect of redistributing the economic surplus generated within a supply chain. Criterion (a) will not be satisfied by establishing that regulated access will result in a different distribution of rents between access seekers and a provider of a service.

7.13 It is also possible that lower prices for access to a service do not materially impact on the ability of market participants in dependent markets to compete against each other on their merits. This is especially the case if prices in a future with declaration of a service are not likely to be materially lower than those likely to be set in a future without declaration of the service; and are set at broadly equivalent levels for all access seekers.

7.14 Promoting the process of competition is not to be confused with promoting the greatest number of competitors. Competition is a process, not a situation.¹⁰⁰ Competition will lead to the displacement of less efficient rivals by more efficient ones in a market. As noted by the High Court in *Queensland Wire Industries v BHP*:¹⁰¹

Competition by its very nature is deliberate and ruthless. Competitors jockey for sales, the more effective competitors injuring the less effective by taking sales away. Competitors almost always try to 'injure' each other in this way. This competition has never been a tort ... and these injuries are the inevitable consequence of the competition.¹⁰²

7.15 Access regulation is not a means to promote the greatest number of competitors in a market irrespective of their relative efficiencies. Rather, it promotes the process of competition and the consequent improvements in efficient market outcomes that result from it. As noted by the Tribunal in *Re Telstra Corporation Ltd (No. 3)*:¹⁰³

it is important not to confuse the objective of promoting competition with the outcome of ensuring the greatest number of competitors. That is, the Act aims to promote competition because of the benefits that result from the process of competition, such as lower prices for consumers and the displacement of inefficient suppliers by efficient suppliers of services.

¹⁰⁰ *Re Queensland Co-operative Milling Association Ltd – Proposed Merger* (1976) 8 ALR 481 at 515; *Air New Zealand Ltd v Australian Competition and Consumer Commission*; *PT Garuda Indonesia Ltd v Australian Competition and Consumer Commission* (2017) 262 CLR 207 [2017] HCA 21, at [14].

¹⁰¹ *Queensland Wire Industries v BHP* (1989) 167 CLR 177.

¹⁰² *Ibid*, per Mason CJ and Wilson J at page 191

¹⁰³ *Re Telstra Corporation Ltd (No. 3)* [2007] ACompT 3, at [99]

PNO's ability and incentive to exercise market power

Submissions received

- 7.16 The NSWMC contends that, presently, there is no entitlement or legal right to access the Service,¹⁰⁴ noting the considerations of the Full Court in *Port of Newcastle Operations Pty Ltd v The Australian Competition Tribunal*.¹⁰⁵ The NSWMC further submits the statutory test under section 44CA(1)(a) of the CCA involves a counterfactual analysis taking into account whether there is an existing entitlement or legal right of access, and that it is only through declaration that users of the Port would have such a legal right or entitlement to use the Service on reasonable terms and conditions and, as a result, declaration would promote a material increase in competition in a dependent market.
- 7.17 The NSWMC acknowledges that the Council may differ in its assessment, but contends that, in such circumstances, the appropriate counterfactual is one in which PNO will use its market power to maximise and protect its own commercial interests.¹⁰⁶ It submits that PNO has the ability to impose unilateral terms on Port users that are not reasonable and contends that this is demonstrated in the terms and conditions of access provided for by the Port User Deed (superseded), and the Deed introduced by PNO in 2020. The NSWMC has argued that the inclusion of user funded contributions in the NSC set by PNO, in both the Deed and open access arrangements, is demonstrative of the lack of constraint.¹⁰⁷
- 7.18 The NSWMC has argued that PNO has market power and has the commercial incentive to apply this to maximise profits by seeking to achieve as high a set of access charges as possible. It considers that PNO's conduct since the revocation of the declaration granted in response to Glencore's 2015 application demonstrates the absence of commercial or regulatory constraint.¹⁰⁸ Stakeholders consider that addressing inefficiency through declaration will materially promote competition in dependent markets. It further submits that PNO is not constrained by regulation as the *Ports and Maritime Administration Act 1995 (NSW)* (PAMA Act) and *Ports and Maritime Administration Regulation 2012 (NSW)* (PAMA Regulations) do not allow the NSW Government to intervene and set prices at the Port.¹⁰⁹
- 7.19 In its submissions, Glencore noted that absent declaration, or any effective regulatory oversight, there is a real likelihood that PNO will act in an unconstrained manner.¹¹⁰

¹⁰⁴ NSWMC Application, page 25

¹⁰⁵ *Port of Newcastle Operations Pty Ltd v The Australian Competition Tribunal* [2017] FCAFC 124, at 88.

¹⁰⁶ NSWMC Application, page 26

¹⁰⁷ *Ibid*, page 29

¹⁰⁸ *Ibid*, page 2

¹⁰⁹ NSWMC November submission, page 15-17; Glencore November submission, page 3-4

¹¹⁰ Glencore August submission, page 2; Glencore November submission, page 3-4

Glencore considers that PNO has acted in this way in the period since revocation in September 2019.¹¹¹ Yancoal also noted that in the absence of declaration, PNO will be able to engage in price discrimination between users of the Service.¹¹²

Recent developments at the Port

7.20 As noted in Chapter 6, from March 2020 PNO has offered a 10 year Deed¹¹³ to Port users. The NSWMC and other parties contend that the Deed:

- (a) Allows PNO to vary pricing terms to protect and maximise PNO's commercial interest and impose onerous information requirements on coal producers.¹¹⁴
- (b) Either alone or in conjunction with the threat of declaration, does not sufficiently constrain PNO's ability and incentive to exercise its monopoly power.¹¹⁵
- (c) Allows PNO to carve out the ability of the counter parties to arbitrate the inclusion of user funded expenditure and provides no mechanism for a user to object to planned future capital expenditure.¹¹⁶
- (d) Lacks transparency and consultation with the industry around how increases to the channel access charges will be used, and whether they are linked to further investments PNO intends to make at the Port.¹¹⁷
- (e) May result in users of the Port being overcharged for costs that are inefficient or unrelated to coal export, for example the subsidisation of the container terminal.¹¹⁸

7.21 Stakeholders contend that PNO's market power has been demonstrated by its refusal to negotiate or collectively bargain with coal miners and in the inflexibility of the Producer Deeds.¹¹⁹

7.22 The NSWMC further notes that it is PNO's intention that activity at the Port will pivot from coal exports to container terminals within a 15 year timeframe. It argues that PNO will have no concerns about any 'hold up' of future investments in the Hunter Valley

¹¹¹ Ibid.

¹¹² Yancoal September submission, pages 1 and 2

¹¹³ Available at https://www.portofnewcastle.com.au/wp-content/uploads/2020/03/OAR-TERMS-Producer-Deed-13-March-2020_.pdf; https://www.portofnewcastle.com.au/wp-content/uploads/2020/03/OAR-TERMS-Vessel-Agent-Deed-13-March-2020_.pdf

¹¹⁴ NSWMC Application, pages 6 and 26 to 37

¹¹⁵ Glencore August submission, page 3

¹¹⁶ Glencore September submission, page 2

¹¹⁷ PWCS August submission, page 2

¹¹⁸ Ibid.

¹¹⁹ NSWMC Application, page 43; Malabar November submission, page 3; Bloomfield November submission, page 2; NSWMC November submission, page 21

coal sector.¹²⁰The NSWMC and other stakeholders contend that the pivot to container terminals will make PNO a vertically integrated provider and will create an incentive to favour container terminal operations over coal terminal and coal export operations.¹²¹

- 7.23 Synergies argued that, given historical rates of excess capacity at the Port, PNO would have an incentive to increase its charges to maximise its profits. It considers that PNO's conduct of increasing its charges is consistent with this incentive.¹²² Synergies notes that a monopolist that can price discriminate between users has a strong incentive to do so in order to capture a greater share of the economic surplus.¹²³ Synergies considers that individual contracts with coal producers will enable PNO to price discriminate between users and appropriate the maximum possible rents available from each producer to maximise PNO's profits.¹²⁴
- 7.24 The ACCC submitted that without declaration, PNO has the ability and incentive to exercise its market power to the detriment of the economic efficiency and productivity of the Australian economy.¹²⁵ Prices set by a monopolist (without constraint) will fluctuate over time due to external factors. Under current conditions, it is likely the monopoly price is relatively low but any recovery in coal prices into the future may increase PNO's ability to increase the NSC charge. This is likely to result in a large range of possible pricing outcomes over time.¹²⁶It submits that a price monitoring framework (such as that provided for by the PAMA Act and PAMA Regulations) is not an effective constraint on market power unless there is an associated credible threat of regulation.¹²⁷
- 7.25 The ACCC considers that monopoly providers will exercise market power, when unconstrained by economic regulation, by setting unreasonable prices and terms of access to a service to the detriment of economic efficiency.¹²⁸ It notes that such an exercise of market power can lead to allocative, productive and dynamic inefficiency.¹²⁹ The ACCC's contention in relation to how PNO's pricing behaviour would be likely to affect each of these forms of efficiency is considered in greater detail in Chapter 10 of this report.
- 7.26 PNO contended that without declaration, access to the Port is being provided on reasonable terms and conditions. It notes that it offers open access arrangements at

¹²⁰ NSWMC November submission, page 5; see also Malabar November submission, page 2

¹²¹ Ibid, see also page 11-12; See also Malabar November submission, page 2; Bloomfield November submission, page 3

¹²² Synergies Report, page 8

¹²³ Ibid, page 11

¹²⁴ Ibid, page 12

¹²⁵ ACCC August submission, page 8

¹²⁶ ACCC November submission, page 5

¹²⁷ ACCC November submission, page 4

¹²⁸ Ibid, page 6

¹²⁹ Ibid, pages 8 to 10

the Port, the terms and conditions for which are published on its website and offered to all vessels.¹³⁰ PNO further notes that it also offers all port channel users, including all Hunter Valley coal producers, discounted long-term pricing certainty under the terms of the publicly available, voluntary, non-discriminatory long term pricing Deed which also incorporates the Part IIIA pricing principles.¹³¹ In the event of a permitted price dispute (as defined in the Deed) the parties are bound to conduct mediation, and failing resolution within 28 days, arbitration in accordance with the Australian Centre for International Commercial Arbitration Rules.¹³² PNO notes that the Deed provides that the mediator must take into account, and the arbitrator must apply, pricing principles drawn from Part IIIA of the CCA.¹³³ PNO notes that the Port User Deed has been superseded by the Producer Deed and Vessel Agent Deed issued on 13 March 2020 and submits that the Port User Deed is not relevant to the Council's considerations.¹³⁴ PNO has further noted that it has entered into long term access agreements (Deeds) with a number of actual access seekers whose vessels use the channels and pay the NSC contained within the Deed to PNO.¹³⁵

7.27 PNO submits that it has offered all Port channel users terms of access that are transparent and non-discriminatory under the open access arrangements and the Deed. It considers that these arrangements provide more long term certainty for investment decisions in the coal chain than during the period of declaration.¹³⁶ It submits:

- (a) Under the pro-forma Deed, a variation to the charges covered by the Deed can only be made once a year. A variation can only be made over and above the 4%/CPI increase where it is Material (as that term is defined in the Deed), which is designed to avoid trivial increases.
- (b) In addition, under 7(c) of the Deed, in order to provide the Producer with visibility of and the opportunity to comment on any prospective increases in the Producer Specific Charges on account of capital expenditure proposed to be incurred by PNO, PNO is under a contractual obligation to prepare and provide to Producers a forward looking 5 year forecast (covering the period 1 January 2020 to 31 December 2024) of its projected capital expenditure that may impact the Producer Specific Charges and meet with the Producer to discuss those forecasts and any potential associated variations to the Producer Specific Charges. This is to be updated annually on a rolling 5 year basis by no later than 31 March each

¹³⁰ PNO August submission, pages 9 to 10

¹³¹ Ibid, page 10

¹³² Ibid, page 12

¹³³ Ibid, page 12

¹³⁴ Ibid, page 11

¹³⁵ Ibid, page 13

¹³⁶ Ibid, pages 5 and 9 to 10

following Contract Year, and PNO is under a contractual obligation to meet with the Producer to discuss each updated 5 year CAPEX Forecast.¹³⁷

7.28 PNO contends that it has and will continue to negotiate terms and conditions of access to the Service with Port users. It notes that during the period following the revocation of the Glencore Declaration it actively negotiated the terms of long term pricing arrangements with Port users.¹³⁸

7.29 In respect of the inclusion of user contributions in the asset base PNO submits:

In its 30 October 2019 decision, the ACT did not conclude that \$912 million of assets in the regulated asset base (RAB) were 'dredging works at the Port which had been paid for in the past by users of the Port'. On the contrary, the ACT did not reach such a conclusion, because the basis on which arrangements had been made and the circumstances as they occurred (including whether there were costs to the State) were not established by the evidence before the ACT. The question of whether users had funded dredging works, and if so which works and to what extent, has never been established before the ACT to date. Even if the source of funding and extent of funding of such works could be established, the evidence which was accepted by the ACT established that there had been very significant cost under-recovery by the State over decades (exceeding \$8b).¹³⁹

7.30 PNO argues that its information requirements pertain to basic information that PNO may reasonably require to enable it to verify that a vessel is a 'Covered Vessel' (and therefore entitled to the benefit of the Covered Vessel NSC) and to enable PNO to properly administer the Deed. It further notes that it is bound to keep this information strictly confidential, and as a non-vertically integrated port operator, has no other need or incentive for disclosure of that confidential information other than for that purpose.¹⁴⁰

Council's view

7.31 Unlike a firm with market power, a firm that is subject to effective competition is not likely to have the ability and incentive to deny access to a service or to set terms and conditions less favourable than those expected in competitive markets. As noted by the High Court in *Boral Besser Masonry*:¹⁴¹

¹³⁷ Ibid, pages 12 to 13

¹³⁸ Ibid, page 13

¹³⁹ Ibid, pages 13 to 14

¹⁴⁰ Ibid, page 14

¹⁴¹ *Boral Besser Masonry Limited (now Boral Masonry Ltd) v Australian Competition and Consumer Commission* [2003] HCA 5

The essence of market power is absence of constraint. Market power in a supplier is absence of constraint from the conduct of competitors or customers.¹⁴²

- 7.32 The Council considers that there are a number of features of the Port and its users that are relevant when considering whether PNO has market power and whether it has the ability or incentive to set its terms free from constraint. These features are discussed below.

Market power: the Port is a bottleneck facility

- 7.33 The Port is a bottleneck: Hunter Valley coal producers have no practicable alternative to the Port for the export of their coal. While some coal is exported through Port Kembla, that port is not currently an effective competitive constraint on PNO.¹⁴³
- 7.34 As the Port is a bottleneck, PNO has considerable bargaining power over Hunter Valley coal producers who have already sunk costs in exploration and extraction in the Newcastle catchment, where these producers have no other economically viable means to load coal for export markets. This enables PNO to set terms and conditions of access to these coal producers free from any constraint from alternative nearby providers of coal export terminal services.
- 7.35 The Council notes that the Port also offers services to a range of other users, including container ships and cruise ships. These other users of the Port may be able to ‘switch’ to another port such that PNO would have a lesser degree of bargaining power when seeking to provide services to them.

Ability to exercise market power: current regulation at the Port

- 7.36 In considering the market power of PNO, the Council has had regard to the level of constraint that may be provided by other regulatory/government policy actions in the absence of declaration of the Service. In this respect, the Council has previously observed in the Revocation Recommendation report that:
- (a) The NSW Government has a clear interest in the continued development and operation of coal mining in the Newcastle catchment, given its significant economic contribution to the State.
 - (b) To assist in its ability to monitor the activities of PNO at the Port, the PAMA Act and PAMA Regulations provide a degree of transparency over the charges levied by PNO and a price monitoring framework.
- 7.37 The Council has previously observed, however, that the PAMA Act and PAMA Regulations do not currently act to directly limit or regulate the level at which prices may be set by PNO for services provided to users of the Port; and that these instruments are not certified as effective access regimes under Part IIIA of the CCA.
- 7.38 Further, while the lease arrangements between the State of NSW and PNO include provisions designed to ‘constrain’ the behaviour of PNO, these arrangements are

¹⁴² Ibid, per Gleeson CJ and Callinan J at [121]

¹⁴³ NSWMC Application, page 8

effectively private contractual arrangements between the two parties. Any third party with concerns about PNO's behaviour would have to rely on the State of NSW taking action in order to obtain redress. The Council expects that taking such steps would entail a significant time and cost commitment by the State of NSW.

- 7.39 On balance, the Council expects the NSW Government would be likely to intervene if PNO imposed excessive price increases or other access limitations that had the potential to have a material adverse impact on competition in dependent markets; or otherwise harm the public interest. Such an intervention might be via the terms of PNO's lease, under the terms of the PAMA Act by referral to IPART; or by introducing new statutory restrictions. The Council considers that the threat of such action by the NSW Government would be likely to provide a low level of constraint on PNO when it sets its terms and conditions of access in a future without declaration of the Service. The Council further considers the effect of this constraint falls well short of that which would result from an access regime capable of certification. The Council considers that these constraints are not a substitute for the type of access regulation contemplated by the National Access Regime.

Ability to exercise market power: PNO's refusal to participate in collective bargaining

- 7.40 The NSWMC and stakeholders argue that, absent declaration, PNO has no incentive to actively engage in negotiation with the coal industry and can act without constraint in relation to negotiating pricing and other matters.¹⁴⁴
- 7.41 The NSWMC Collective Bargaining Authorisation permits the NSWMC and ten of its nominated members to collectively negotiate with PNO in relation to the terms and conditions of access, including price, at the Port. The authorised arrangement provides for joint discussion and negotiation of common industry issues. Participation in the collective bargaining is voluntary for all parties; and it does not permit boycotts. As such, PNO may be invited, but is not required, to attend and cannot be compelled to participate in the bargaining process.¹⁴⁵
- 7.42 As previously noted, the Council considers that PNO has considerable bargaining power over Hunter Valley coal producers which have sunk costs into exploration and extraction in the Newcastle catchment, where these producers have no other economically viable means to load coal for export markets. The Council has considered the NSWMC's submission regarding PNO having declined to participate in the collective bargaining process but does not consider that that refusal is indicative of market power.

Incentive to exercise market power: would the risk of reputational harm constrain PNO?

¹⁴⁴ NSWMC Application, page 43; Malabar November submission, page 3; Bloomfield November submission, page 2; NSWMC November submission, page 21

¹⁴⁵ As noted in Chapter 5, PNO has sought Tribunal review of the ACCC's authorisation decision.

- 7.43 PNO entered into a 98-year lease over the Port in 2014. The Council considers that PNO would seek to contract with Port users in a way that has regard to its ability to maximise its expected profits over the term of the lease. In this regard, the Council has noted that where PNO prices in a way that reduces future investment in coal mining activity in the Newcastle catchment, this may reduce future profits it can earn from its operation of the Port. This is likely to be an important consideration over the long-term duration of PNO's lease, as future investors who have not made sunk investments yet will have the option to invest in other opportunities, including in developing coal mines in other areas not served by the Port. In this context, harm to PNO's reputation as the operator of the Port can be expected to impact on its commercial returns.
- 7.44 The Council accepts that the extent to which parties will be prepared to consider investment opportunities outside of the Newcastle catchment may vary; and that there is scope for some potential investors to prefer investing in this area, all else being equal. Nonetheless, pricing today by PNO to maximise its short-term profits (by, for instance, expropriating or 'holding-up' those miners that have already sunk costs in coal exploration/mining) would risk sending a signal to potential future investors that it might act in the same way after they make sunk investments in the future. Where investors fear PNO might act in this way in the future, they may be less likely to invest in coal exploration/mining activity in the Newcastle catchment in a way that would reduce PNO's profits over the longer term.
- 7.45 In its Draft Recommendation, the Council considered that the desire to attract future investment in the Newcastle coal catchment over the 98-year term of its lease to increase or maintain utilisation of the Port, would deter PNO from developing a reputation for hold-up of miners who have made sunk investments.
- 7.46 As noted, the NSWMC and other stakeholders have argued that the 98-year term of the lease is not a relevant constraint, as PNO has taken the view that the Port's long term future is in container terminals and not coal exports.¹⁴⁶
- 7.47 The Council recognises that revenue sources are not static and that, in particular, the global transition to other forms of energy generation can be expected to affect future coal production and exploration in the Hunter Valley and the future utilisation of the Port.
- 7.48 Further, the Council accepts that if coal mining activities in the Hunter Valley were to cease well before the end of PNO's lease of the Port, then the nature of any constraint imposed by "reputational effects" on PNO's pricing and setting of non-price terms at the Port would likely change. The Council considers, however, it is not clear that mining activity will dramatically cease in the short-to-medium term. For instance, in its June 2020 *Strategic Statement on Coal Exploration and Mining in NSW*¹⁴⁷ the NSW Government noted that

¹⁴⁶ NSWMC November submission, page 5; see also Malabar November submission, page 2

¹⁴⁷ State of New South Wales (Department of Regional NSW), June 2020, *Strategic Statement on Coal Exploration and Mining in NSW*, available at

Over the coming decades, the coal mining industry will be directly affected by the global transition to different forms of energy generation.

....

In the short to medium term, coal mining for export will continue to have an important role to play in NSW. In our immediate region of the world, as elsewhere, there has been a reduction in demand caused by the economic impacts of COVID19. However, in the medium term, demand is likely to remain relatively stable. Some developing countries in South East Asia and elsewhere are likely to increase their demand for thermal coal as they seek to provide access to electricity for their citizens. Under some scenarios, this could see the global demand for thermal coal sustained for the next two decades or more. The use of coal in the manufacture of steel (coking coal) is likely to be sustained longer as there are currently limited practical substitutes available.¹⁴⁸

- 7.49 Overall, the Council considers that coal export activities are the major source of revenue at the Port; and are likely to remain so in the short-to-medium term. While PNO may wish to increase the level of container terminal services provided at the Port into the future, it will not wish for demand for coal export terminal services to decline. For so long as there remains the prospect of continued demand for coal export services, and the possibility of further investment in the Hunter Valley catchment to support mining activity, the Council expects PNO will be mindful of reputation effects it may create through its current pricing of terminal services at the Port. The Council accepts the extent of this constraint will become weaker if it becomes clear that coal mining activity in the Hunter Valley were to dramatically reduce in the future; and there was little prospect of attracting new investment to support these activities in the Hunter Valley region.

Incentive to exercise market power: there is a lack of meaningful vertical integration

- 7.50 Where the provider of a bottleneck service is vertically integrated into dependent markets, it may have an incentive to deny access to competitors in dependent markets, or to allow access on terms and conditions that inhibit the ability of rivals to compete in these markets. However, as the Productivity Commission noted:

[w]here a service provider is not competing in upstream or downstream markets, it will usually have little incentive to deny access. Rather, it will have a commercial incentive to allow competition in dependent markets to maximise its own profits.¹⁴⁹

- 7.51 Non-vertically integrated service providers typically benefit from greater levels of competition in dependent markets because demand for their services depends on demand in dependent markets. Where firms in dependent markets have market power of their own, this can lead to higher prices and lower levels of output in dependent

https://www.resourcesandgeoscience.nsw.gov.au/__data/assets/pdf_file/0004/1236973/Strategic-Statement-on-Coal-Exploration-and-Mining-in-NSW.pdf

¹⁴⁸ Ibid, at page 2 and 6

¹⁴⁹ Productivity Commission 2013, page 84

markets. In turn, this can suppress the “derived demand” for the services of the non-vertically integrated firm.¹⁵⁰ In this respect, the Hilmer Committee noted:

Where the owner of the ‘essential facility’ is not competing in upstream or downstream markets, the owner of the facility will usually have little incentive to deny access, for maximising competition in vertically related markets maximises its own profits.¹⁵¹

7.52 In submissions received following the Draft Recommendation, the NSWMC and stakeholders contend that the pivot to container terminals will make PNO a vertically integrated provider due to its involvement in providing container shipping services; and will create an incentive for it to favour container terminal operations over coal terminal and coal export operations.¹⁵²

7.53 The Revocation Recommendation considered the commercial interests of certain of PNO’s owners in bulk carrier vessels and container liners and concluded that these interests are indirect and in the (then) circumstances would be unlikely to materially impact PNO’s operations at the Port.¹⁵³ While noting the submissions of the NSWMC and stakeholders regarding PNO’s proposed expansion of container terminal services at the Port, the Council does not consider that PNO is vertically integrated into dependent markets in any meaningful way.

Incentive to exercise market power: the Port is not capacity constrained

7.54 Expected changes in the Port’s capacity utilisation during the Relevant Term may alter prices charged by PNO (and hence the terms and conditions of access provided to) different categories of users of the Port. For instance, if the Port is not capacity constrained over the Relevant Term, it will be likely to set terms and conditions of access for unrelated groups of users (e.g. coal exporters and container terminal service providers) independently of each other. If, however, the Port were to become capacity constrained over the Relevant Term, its profit maximising set of prices for different groups of users may change. For instance, if container terminal service users generated greater levels of marginal profit than coal exporters, the Port would likely have an

¹⁵⁰ The theory of “double marginalisation” in the economic literature shows how firms with market power in certain stages of a supply chain impose a form of negative externality on firms at other stages of the supply chain if they seek to profit maximise by raising their own prices. This is because if a firm with market power within a supply chain raises its prices – i.e. increases its margin above underlying cost – this will flow through to higher prices for the end-product sold to final consumers. In turn, this will suppress demand for the end-product, and hence derived demand for all other firms in the supply chain. For an exposition of this point, see Motta, M, *Competition Policy – Theory and Practice*, 2004, pages 306 – 309

¹⁵¹ Hilmer Report, pages 240 to 241

¹⁵² NSWMC November submission, page 11-12; See also Malabar November submission, page 2; Bloomfield November submission, page 3

¹⁵³ Revocation Recommendation, pages 67 to 70

incentive to increase the level of container terminal services it provides at the expense of coal export terminal services.

- 7.55 The Council does not, however, believe the Port is capacity constrained at this point in time; and is not satisfied it is likely to become so over the Relevant Term such that PNO would have an incentive to deny access (or have an incentive to raise prices on account of this factor) to coal exporters acquiring services at the Port. In this respect, PNO has previously provided submissions about forecast capacity at the Port. This data suggests that by 2031 the Port may receive up to 3,666 vessels per annum.¹⁵⁴ In its *Port Master Plan 2040*, PNO has stated that an assessment undertaken to evaluate the capacity of the Port has demonstrated that the Channel can accommodate the safe movement of over 10,000 vessels per annum. The vessel movements in 2017 indicate that the Channel is currently operating at less than 50% of its capacity.¹⁵⁵
- 7.56 The provision of terminal services to providers of container shipping services remains a very small proportion of the Port's activities. In 2019, the Port received 2,296 ships, 1,813 of which were coal vessels; the remaining 483 ships providing shipment of other products (including containers).¹⁵⁶ During that period, the Port exported 2,232 twenty-foot equivalent unit (TEUs) containers and received 3,104 TEUs containers.¹⁵⁷ During the same period, Port Botany was visited by 571 container vessels, and received 693,599 TEU containers and exported 684,556 TEU containers.¹⁵⁸
- 7.57 In its November submission, the NSWMC argued that the relevant capacity constraint for coal vessels is loading capacity at the coal terminals. In this respect, it submits that the coal terminal facilities are capacity constrained.
- 7.58 The Council accepts that the coal terminals may also act as a bottleneck for Hunter Valley coal producers when exporting coal. However, in assessing PNO's incentives, including whether to deny access to Port users, the Council considers that the relevant capacity is that of the channel. This is because coal terminal facilities at the Port are owned by coal miners and are therefore outside the control of PNO. Where coal exporters consider the level of their capacity to export coal is inhibited by their current level of capacity at their own coal terminals, it is open to them to further invest to expand this capacity.
- 7.59 For its part, PNO is not capacity constrained at the Port, nor is it likely to become so in the foreseeable future, including in response to increased demand for the Service arising from developments in container and cruise terminal services at the Port. The

¹⁵⁴ PNO September 2018 submission, at page 14

¹⁵⁵ See <https://www.portofnewcastle.com.au/wp-content/uploads/2019/10/Port-Master-Plan-2040-for-web.pdf> page 30

¹⁵⁶ See <https://www.portofnewcastle.com.au/wp-content/uploads/2020/05/Port-of-Newcastle-Annual-Trade-Report-2019.pdf> page 3

¹⁵⁷ Ibid, page 5

¹⁵⁸ See <https://www.nswports.com.au/sites/default/files/Uploads/December-2019-Trade-Report.pdf>

Council does not consider that PNO would have an incentive to deny access to Port users, or provide preferential treatment to non-coal export users at the Port, on account of capacity constraint considerations during the Relevant Term.

Incentive to exercise market power: there has been limited price discrimination between Port users

- 7.60 Price discrimination occurs where a firm charges different prices for different units of a good or service, either to the same or different customers, and the difference in charges is not due to differences in the cost of providing these units.¹⁵⁹ The Council notes that price discrimination can, in certain circumstances, improve the efficient use of infrastructure.¹⁶⁰
- 7.61 Price discrimination between different users of the Service would allow PNO to favour one group of users over another. In the context of coal producers, a price discrimination strategy could involve charging higher prices for the Service to users exporting coal from existing mines (being those producers that have sunk costs in coal exploration and mining) than the price offered to access seekers intending to export coal from new mines in the future.
- 7.62 PNO's offerings presently set different charges for different types of user of the Service.¹⁶¹ The open access arrangements set different prices for different groups of Port users (e.g. coal vessels, non-coal vessels). However, this kind of price discrimination is not likely to inhibit the ability of different coal miners to compete on their merits against each other in dependent markets.
- 7.63 Further, for coal vessels, the NSC under the Deed is less than that provided for under the open access arrangement. This can mean that some coal producers will pay more for the Service than others. However, the choice to acquire access under either the Deed or the open access arrangement is available to all users at the Port. Users at the Port are, therefore, all able to choose which option best suits their individual circumstances. In that sense, the Council does not consider the availability of these different options for all users at the Port is likely to inhibit the ability of individual miners to compete on their merits in dependent markets.
- 7.64 It is possible that the arbitrated price in the Glencore-PNO arbitration may, once determined, differ from the NSCs in place at the Port for other users of the Service. The extent to which this may lessen competition in dependent markets is considered in paragraphs 7.159 and 7.160 below.
- 7.65 It may be that PNO price discriminates between classes of Port users. However this is a limited form of price discrimination and is different in nature to the type of price discrimination contemplated by Synergies in its report and discussed by the ACCC.

¹⁵⁹ See Tirole, J, *The Theory of Industrial Organisation*, 5th edition, 1992, pages 133 to 134.

¹⁶⁰ See section 44ZZCA pricing principles for access disputes and access undertakings or codes.

¹⁶¹ See <https://www.portofnewcastle.com.au/wp-content/uploads/2020/03/OAR-TERMS-Schedule-of-Charges-2020-V2-13-March-2020.pdf>

Incentive to exercise market power: do the Deed or open access arrangement affect PNO's behaviour?

7.66 The NSWMC, stakeholders and PNO have differed in their views of the constraint that the Deed and open access arrangement place on PNO's behaviour.

7.67 Key features of the Deed include:

- (a) May be entered into by vessel agents or coal producers.
- (b) Are for an initial period of 10 years.
- (c) Establish an initial NSC rate of \$0.8121 per GT and an initial WC of \$0.0802 per GT from 1 January 2020.
- (d) Provide for an 'annual adjustment' to the NSC and WC, being the greater of CPI or 4%.
- (e) Provide for 'other variations' where such variation is material (being greater than 5%) and is consistent with the 'pricing principles'.
- (f) Establish a dispute resolution process that provides for mediation and commercial arbitration.
- (g) Establish 'pricing principles' to be applied in mediation and arbitration. The pricing principles include elements consistent with the matters provided for by Part IIIA of the CCA.
- (h) Establish 'excluded disputes' which include disputes about the NSC when the NSC does not exceed the value of \$0.8121 plus each subsequent annual adjustment.
- (i) Establish an 'initial capital base' being the value established by reference to the depreciated optimised replacement cost as at 31 December 2014 of the assets used in the provision of all of the services at the Port and, unless otherwise agreed by PNO, without deduction for user contributions.¹⁶²

7.68 Key features of the open access arrangements include:

- (a) Apply to all vessels entering the Port where a Deed is not otherwise in place.
- (b) Establish an initial NSC rate for coal users of \$1.0424 per GT from 1 January 2020.
- (c) Establish the same dispute resolution processes and exclusions as provided for by the Deed.
- (d) Provide for variations to the terms and conditions, including the rate of NSC, subject to PNO satisfying certain notification commitments.

¹⁶² See https://www.portofnewcastle.com.au/wp-content/uploads/2020/03/OAR-TERMS-Producer-Deed-13-March-2020_.pdf; Schedule 3, clause 6

- 7.69 It is likely that the Deed will provide a significant degree of certainty, at least for the (ten year) duration of the Deed, and that this contractual certainty would be higher than that provided by the open access arrangements. The pricing principles include matters consistent with those that would be applied by the ACCC in an arbitration process. In this respect the Council notes that the dispute resolution process is governed by the Australian Centre for International Commercial Arbitration (ACICA) rules¹⁶³ and the non-derogable provisions of the *Commercial Arbitration Act* (NSW) 2010 (the CA Act). The ACICA rules allow an arbitrator to request information from PNO (rule 32.3) and make a finding binding on the parties (rule 38.2). The non-derogable provisions of the CA Act allow the Court's information powers to be used to address information asymmetries. The Council considers that PNO could not unilaterally withdraw the Deed (outside of an event of default allowing termination) or the open access arrangements and offer materially poorer terms without suffering reputational harm and claims for breach of contract.
- 7.70 Having had close regard to the Deed's terms and conditions, the Council's view is that terms and conditions pursuant to declaration are unlikely to be so different to those in the Deed such that they would promote a material increase in competition in a dependent market. The Council considers that the Deed and open access arrangements provide a constraint on PNO's behaviour; the Deed provides a materially greater constraint than that of the open access arrangements.

Overall conclusions

- 7.71 The extent to which a firm enjoys market power, and hence the ability to set terms and conditions less favourable to its customers than those one would expect in a competitive market, is typically a matter of degree. As noted by the High Court:

Market power is the absence of constraint from the conduct of competitors or customers ... Matters of degree are involved ...¹⁶⁴

- 7.72 The Council considers there are a number of factors that impact on the extent to which PNO is likely to have market power when providing services at the Port. There is no material before the Council that PNO has an incentive to deny access to any users of the Port. In the first instance, the Port is not presently capacity constrained and is unlikely to become so over the Relevant Term. Further, PNO is not vertically integrated into coal mining and export activity, and so has no incentive to deny access to coal exporters in order to favour any coal exporting activity of its own. Finally, PNO has no history of denying access to coal exporters; and has provided both an open access arrangement and offered a ten-year Deed to coal exporters wishing to use the Port.
- 7.73 While PNO would appear to have no incentive to deny access to coal exporters seeking to acquire services at the Port, the Council expects PNO will take into account a number

¹⁶³ See https://acica.org.au/wp-content/uploads/2016/02/ACICA_Rules_2016_Booklet.pdf

¹⁶⁴ See *Boral Besser Masonry Limited (now Boral Masonry Ltd) v Australian Competition and Consumer Commission* [2003] HCA 5

of factors when determining its profit-maximising terms and conditions for services provided at the Port. In this respect, the Council notes that:

- (a) The Service is a bottleneck for coal miners wishing to export coal from the Newcastle catchment; and PNO does not face competitive constraints from any alternative nearby providers of the Service
- (b) The potential for regulatory intervention by the State of NSW is likely to provide a low level of constraint on PNO's pricing in a future without declaration of the Service, although this is not likely to be as effective as that envisaged under the National Access Regime
- (c) PNO is not vertically-integrated and therefore is unlikely to have an incentive to set terms and conditions such that it favours any firms in dependent markets in a way that lessens competition in dependent markets
- (d) PNO is likely to be mindful of the harm to its reputation, and consequent effect this may have on deterring future investments in coal mining activity in the Hunter Valley catchment, if it acts in a way that "holds-up" those that have already made sunk investments in reliance on access to the Service. The Council accepts that the strength of any constraint this imposes on PNO will vary depending on the potential for future investments in coal mining activities in the Hunter Valley catchment
- (e) PNO has, in effect, voluntarily applied a certain level of constraint on the terms and conditions of access to the Service at the Port by virtue of the ten-year Deed it has offered to access seekers.

7.74 In the absence of declaration PNO can be expected to price services at the Port to maximise its profits over the long term. In this respect, PNO can be taken to have assessed that the pricing provisions contained in the Deed are, in the circumstances, those most likely to achieve the most profit for it over the lifetime of the Deed.

With declaration, terms and conditions will be negotiated against a backdrop of potential regulatory arbitration

7.75 In a future with declaration of the Service, access seekers can request to negotiate terms and conditions of access to the Service with PNO. If parties are unable to reach commercial agreement, a party will be able to seek arbitration by the ACCC of terms and conditions of access. This provides a backdrop that will act to help frame negotiations between PNO and users of the Service.

7.76 At the arbitration stage, the ACCC may, but need not, require the provision of access by the service provider. If it does require the provision of access, the ACCC may set terms and conditions of access, and may deal with any matter relating to access to the service. In making its final determination, the ACCC must take account of the factors set out in section 44X(1) of the CCA and any other matters it considers relevant.¹⁶⁵ In

¹⁶⁵ These include, amongst other things, the objects of Part IIIA, the legitimate business interests of

the event a party to the ACCC final determination is dissatisfied with the determination, the party is able to seek review of the determination before the Tribunal.¹⁶⁶

- 7.77 Access disputes considered by the ACCC can be bilateral or multilateral. It is open to the ACCC to determine different terms and conditions of access to the Service for different users of the Service. It is also possible under the pricing methodology adopted in the 2018 ACCC Arbitration Determination that different prices could be set for the Service in the future if changes in future events suggest different assumptions may be appropriate to adopt in its pricing approach. If the ACCC's determination is reviewed by the Tribunal, the Tribunal may determine a price for the service that differs to that identified by the ACCC.
- 7.78 For these reasons, including because the Tribunal and ACCC may reach different views of what are reasonable terms and conditions within the meaning of the CCA, there is ultimately a certain degree of uncertainty regarding precisely what terms and conditions, including price, of access might be set for the Service in a future with declaration of the Service.
- 7.79 The Council also considers that in a scenario where a service is declared, the threat of arbitration has the potential to provide an access provider with increased incentives to (and a higher likelihood that it will) provide the service on 'reasonable' (or close to reasonable) terms and conditions. A number of parties submitted that the potential for arbitration to influence the conduct of negotiations was acknowledged by PNO during the course of the hearings in *Glencore Coal Assets Australia Pty Ltd v Australian Competition Tribunal* [2020] FCAFC 145.¹⁶⁷
- 7.80 Further, prices determined via arbitration can frame subsequent negotiations between the facility owner and users of a service, such that users of the service may settle for paying charges that are slightly above those determined via arbitration in order to avoid the costs of access dispute processes and potential re-arbitration by the Tribunal.

In a future without declaration, terms and conditions will be negotiated against a backdrop of commercial arbitration

- 7.81 The Council considers that in the absence of declaration, Port users can obtain access to the Service under the open access arrangements and, by entering into a Deed, vessel agents and coal producers can obtain a long term contractual right of access to the Service. PNO has submitted that a number of vessel agents have already entered into Deeds and, accordingly, have obtained a long term contractual right of access to the Service. As noted at paragraphs 7.66 to 7.70, the Deed and open access arrangements

the provider and the provider's investment in the facility, the public interest, the interests of all persons who have rights to use the service, the costs of access, and the economically efficient operation of the facility.

¹⁶⁶ Section 44ZP(1), CCA.

¹⁶⁷ See Glencore November submission, at page 9; Malabar November submission, at page 3.

provide some degree of certainty to Port users, and that the Deed provides materially greater certainty than the open access arrangements.

- 7.82 The NSWMC submits that, because Port users can only obtain an entitlement or legal right to the Service by way of declaration, access to the Service on reasonable terms and conditions as a result of declaration would ‘surely’ promote a material increase in competition in a dependent market.¹⁶⁸
- 7.83 The Council notes that the word ‘access’ is to be given its ordinary and grammatical meaning and its meaning is not to be restricted to legal right or entitlement.¹⁶⁹ The Full Court¹⁷⁰ described the ordinary meaning of access in the context of access to a service as a ‘right or ability’ to use a service.
- 7.84 The Council further notes that, prior to the Amendment Act (see Chapter 4 above), on the basis of the pre-2017 declaration criterion (a) (the ‘old’ section 44H(4)(a) of the CCA), the Full Court rejected the notion that the word ‘access’ meant a declaration under Part IIIA, noting that such a meaning would readily lead to the conclusion that a comparison between a ‘future with a declaration’ and a ‘future without a declaration’ is to be taken into account.¹⁷¹ Rather, the applicable test under the pre-2017 declaration criteria (a) required a counterfactual analysis between ‘access’ and ‘no access’ and between ‘limited access’ and ‘increased access’, and this analysis precluded a consideration of whatever usage or access the service provider does or will provide voluntarily and under which terms in the absence of declaration.¹⁷²
- 7.85 As set out in Chapter 4 of this Recommendation, the Amendment Act materially changed the wording of declaration criterion (a) in that it now requires that access (or increased access) to a service on reasonable terms and conditions as a result of declaration (rather than access per se) will promote a material increase in competition in a dependent market. This test requires a counterfactual analysis ‘with/without’ declaration and mandates the Council to consider any existing or likely future access arrangements in a future without declaration, including any contractual access arrangements (such as in the present case, the open access arrangements and the long-term Deed).

¹⁶⁸ NSWMC Application, page 25

¹⁶⁹ *Port of Newcastle Operations Pty Ltd v Australian Competition Tribunal* [2017] FCAFC 124, at 85-86

¹⁷⁰ *Port of Newcastle Operations Pty Ltd v Australian Competition Tribunal* [2017] FCAFC 124, at 137, *Sydney Airport Corporation Ltd Australian Competition Tribunal* [2006] FCAFC 146 at 83

¹⁷¹ *Port of Newcastle Operations Pty Ltd v Australian Competition Tribunal* [2017] FCAFC 124, at 138

¹⁷² *Sydney Airport Corporation Ltd Australian Competition Tribunal* [2006] FCAFC 146 at 81; *Port of Newcastle Operations Pty Ltd v Australian Competition Tribunal* [2017] FCAFC 124, at 88-89

Likely charges for the Service in a future with and without declaration of the Service

7.86 As has been noted when undertaking its assessment of criterion (a) the Council does so without forming a concluded view on the potential outcomes of any Part IIIA negotiation or arbitration. In the context of the PNO-Glencore dispute, however, the prior arbitral determinations provide an indication of the range within which the final arbitral price *may* be set. The Glencore-PNO access dispute considered two access charges levied by PNO in respect of the Service, the NSC and the WC. A key contention in these considerations has been the rate of the NSC to be levied by PNO. The WC set during the 2018 ACCC Arbitration Determination was agreed between the parties and adopted by the ACCC.¹⁷³ For the reasons discussed in Chapter 6 of this report, the Council considers it likely (but not certain) that the Tribunal will re-determine an NSC within the range of approximately \$0.63 - \$1.04 per GT. The Council considers that this represents a reasonable indication of the NSC likely (but not certain) to be set in a future with declaration of the Service.

7.87 In contrast, the Council observes that PNO's currently published rates for the access to the Service involve:

- A NSC of \$1.0424 per GT and a WC of \$0.0802 per GT from 1 January 2020 as part of an open access arrangement available to any coal vessel entering the Port.
- A NSC of \$0.8121 per GT and a WC of \$0.0802 per GT from 1 January 2020 to any coal producer or (coal) vessel agent that enters into the Deed. Under the terms of the Deed, the access charges would be subject to annual increase of the greater of 4 per cent or the consumer price index (CPI).

7.88 Stakeholders have submitted that PNO's inclusion of user funded contributions in the initial asset base established by the Deed and open access arrangement is economically inefficient and inconsistent with the pricing principles set out in Part IIIA. As noted in Chapter 6, the Council does not consider it necessary or appropriate for it to form a concluded view as to the value of the regulatory asset base, including any final determination on the value of user funded contributions. In considering the likely price to be charged by PNO for the Service absent declaration the Council does not consider it necessary for it to examine the components of that price in assessing the effect of that price on competition in dependent markets.

7.89 While the Deed contains clauses that enable PNO to adjust the access charges in certain circumstances, the Council considers the pricing provisions contained within the Deed, which include an Annual Adjustment,¹⁷⁴ represent a reasonable indication of the access charges, including NSC, likely to be charged at the Port in a future without declaration of the Service. In this regard PNO has identified that in applying a 4 per cent per annum adjustment, the NSC will be \$1.1559 per GT in 2029 and the WC will

¹⁷³ Final Determination issued by the ACCC on 18 September 2018 in relation to the Glencore-PNO Arbitration dispute, at page 177

¹⁷⁴ See for example clause 7(a) of the Coal Producer Deed.

be \$0.1142 per GT. The Council notes that an annual price review was also a feature of the 2018 ACCC Arbitration Determination and 2019 Tribunal Arbitration Determination, including provision for material change events.¹⁷⁵ The Council recognises that access charges under the Deed can also be increased by ‘Other Variations’.¹⁷⁶ Whether and if so, when and how such other price variations will be applied is not known. The Council notes that the dispute resolution framework in the Deed allows the coal producer to dispute and seek mediation and/or arbitration of ‘Other Variations’: see clause 7(b) of the Deed (being a ‘Permitted Price Dispute’ and clause 6, Schedule 3, of the Deed).

7.90 Given the notice and reporting requirements and the existence of an appropriate dispute resolution framework in the Deed, and the fact that the arbitral determinations established a ‘Five-yearly review’ process, the Council considers that the ability of PNO to impose price increases through ‘Other Variations’ during the term of the Deed does not materially increase the uncertainty for coal producers relative to the position with declaration.

7.91 A comparison of the range of prices set under arbitration determinations by the ACCC and the Tribunal with prices set by PNO for its navigation service is set out in Figure 2 below.

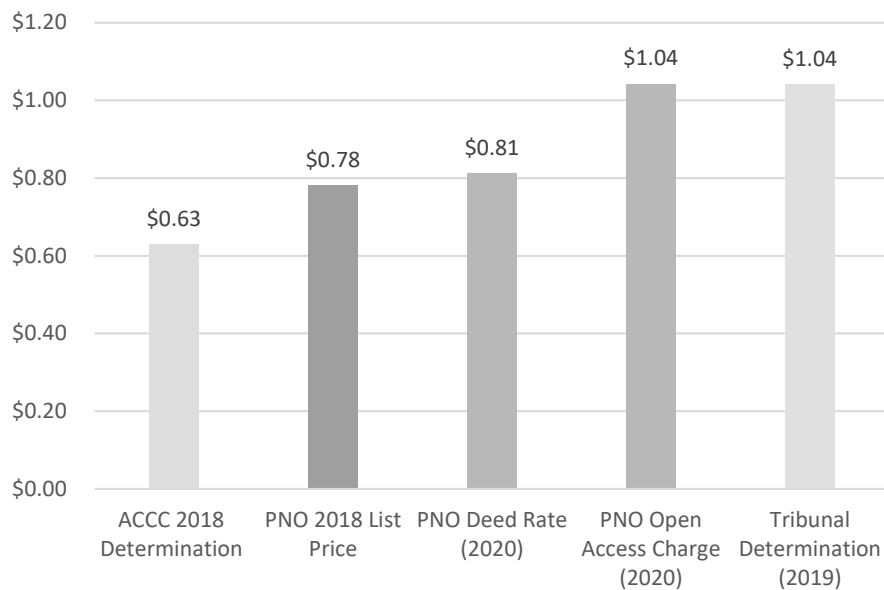


Figure 2 – Navigation Service Charges set by the ACCC, Tribunal and PNO in \$2020 (i.e. adjusted for inflation)¹⁷⁷

¹⁷⁵ See for example ACCC, *Final Determination: Statement of Reasons, Access dispute between Glencore Coal Assets Australia Pty Ltd and Port of Newcastle Operations Pty Ltd*, 18 September 2018, Chapter 7, at pages 178 to 186

¹⁷⁶ See for example clause 7(b) of the Producer Deed

¹⁷⁷ The Council has applied the Sydney All Groups Consumer Price Index number published by the Australian Bureau of Statistics (CPI Sydney) and has averaged across 4 quarter periods to

- 7.92 Figure 2 shows that the NSC presently offered by PNO in 2020 under the Deed is within the range of prices previously determined by the ACCC and the Tribunal in their respective Glencore-PNO arbitration determinations (when those values are adjusted for inflation). Noting these values, PNO's current open access charge available to any other user that has not entered into a Deed with it appears almost identical to that previously determined by the Tribunal for its navigation service (when adjusted for inflation).
- 7.93 It is unclear whether the terms and conditions offered by PNO for access to the Service in the absence of declaration of the Service will be higher or lower than that set by the Tribunal when it re-determines the dispute between Glencore and PNO. While the open access charge set by PNO for the NSC (i.e. approximately \$1.04 per GT in 2020 dollar terms) is almost identical to that determined by the Tribunal in the 2019 Tribunal Arbitration Determination, the price offered by PNO in the Deed (i.e. approximately \$0.81 per GT in 2020 dollar terms) is significantly lower. Given the uncertainty relating to what price will be set for the NSC by the Tribunal when it re-hears the Glencore-PNO arbitration, it is not certain whether the rates offered in the Deed will be less than, equal to or higher than those ultimately determined by the Tribunal.

Markets

- 7.94 The Council seeks to identify one or more dependent markets where competition may be likely to be materially affected by an improvement in terms and conditions of access to the service for which declaration is sought. Often these markets will be vertically related to the market for the service for which declaration is sought. That is, they are upstream or downstream of that market in a supply chain.
- 7.95 In making this assessment, the Council's focus is on the promotion of competition in other markets. The other markets are commonly referred to as 'dependent markets'. Criterion (a) will be satisfied if access (or increased access), on reasonable terms and conditions, as a result of declaration would promote a material increase in competition in one or more dependent markets.
- 7.96 As has been noted, this assessment is undertaken by comparing competition in a dependent market in a future in which there is access or increased access on reasonable terms and conditions as a result of declaration, against a future in which there is no such access or increased access. If the Council is not satisfied that declaration promotes a material increase in competition in at least one dependent market, criterion (a) is not satisfied.
- 7.97 In the Application, the NSWMC has identified the following dependent markets:
- (a) coal export market (the coal export market)
 - (b) markets for the acquisition and disposal of exploration and/or mining authorities (the tenements market)

determine an annual CPI number. It is noted that the NSC value established by the 2019 Tribunal Arbitration Determination is to be re-determined.

- (c) markets for the provision of infrastructure connected with mining operations, including rail, road, power and water (the infrastructure market)
- (d) markets for services such as geological and drilling services, construction, operation and maintenance (the specialist services market)
- (e) a market for the provision of shipping services involving shipping agents and vessel operators, of which ships exporting coal from the Port of Newcastle are a part (the bulk shipping market).¹⁷⁸

7.98 These are the same markets as those previously identified by the Council, the Minister, the Tribunal and the Full Court in relation to the 2015 Glencore Application. The bulk shipping market, the tenements market, the infrastructure market and the specialist services market have previously been accepted as derivative markets of the coal export market.

7.99 In the Application, the NSWMC submits that the tenements market should be divided into:

- (a) early stage Exploration Licences (ELs)—the market for trading ELs for coal in the Hunter Valley, Gunnedah Basin, Gloucester Basin, Newcastle Coalfield and parts of the Western Coalfield;
- (b) advance stage ELs that are likely to be developed into operating coal mines—the market for the supply and acquisition of late stage ELs in the Hunter Valley, Gunnedah Basin, Gloucester Basin, Newcastle Coalfield, and parts of the Western Coalfield catchment (essentially types of tenement developments); and
- (c) operating coal mines, typically Mining Licences (MLs)—the market for the supply and acquisition of operating mines in the Hunter Valley, Gunnedah Basin, Gloucester Basin, Newcastle Coalfield and parts of the Western Coalfield.¹⁷⁹

7.100 The Revocation Recommendation also considered whether declaration would promote a material increase in competition in the container port market. While stakeholders have not addressed this market in responding to the NSWMC Application the Council has considered the container port market at paragraphs 7.162 to 7.163 of this Recommendation report.

Effect of declaration on competition in the coal export market

Submissions received

7.101 The NSWMC has submitted that the global market for seaborne coal is competitive, with prices determined by international customers, producers, and traders. It notes that as price takers, local producers must absorb the costs associated with access to export infrastructure and transportation. It submits that export infrastructure occupies a very strategic position in the mineral export industry by providing the essential

¹⁷⁸ NSWMC Application, pages 37 to 38

¹⁷⁹ Ibid, page 3

services required to compete in the dependent seaborne markets. As the coal price is derived from the interaction of supply and demand for the commodity, the current economic climate is significantly affected by the significantly decreased demand for coal and other minerals. The NSWMC considers that in such market conditions, ongoing incremental cost increases at the margin may drive coal producers to exit the market, with repercussions for related markets that support the coal export market. It argues that the uncertainty associated with the unfettered ability of PNO to set and increase prices compounds broader global pressures, threatening the ability of Hunter Valley coal producers to compete within this market.¹⁸⁰

7.102 The NSWMC submits that thermal coal prices from Newcastle are currently at the bottom of the price cycle and that the industry is sensitive to any additional costs imposed, even more so when those costs can be potentially increased by further amounts in the future. It considers that such impacts put export competitiveness at risk, and even increases that seem small can become material when accumulated over time.¹⁸¹

7.103 The NSWMC contends that a focus on the percentage of the export infrastructure costs compared to the export price for coal ignores both the total amount of infrastructure charges and PNO's unfettered ability to continue increasing access prices.¹⁸²

7.104 The NSWMC submits that declaration of the Service will address uncertainty and create conditions for improved competition. It notes that the right to negotiate will ensure that more reasonable and certain pricing is achieved, providing greater certainty for coal producers when projecting ongoing operating costs and ensuring that related markets continue to be competitive in supporting the coal export chain as well as ensuring their own viability.¹⁸³

7.105 The NSWMC argues that 'light handed' regulation through declaration would create constraints on PNO that do not currently exist as a result of the threat of arbitration by the ACCC. This would lead to materially improved terms and conditions, including safeguards as to the treatment of user funding. Declaration would promote a material increase in competition through the imposition of such a constraint on PNO and the likely resulting increased willingness by PNO to negotiate on future expenditure and pricing paths. In turn, this would give the coal mining industry increased confidence to invest in the Hunter Valley.¹⁸⁴

¹⁸⁰ Ibid, pages 46 to 47

¹⁸¹ NSWMC November submission, page 4

¹⁸² NSWMC Application, pages 46-47

¹⁸³ Ibid, page 48

¹⁸⁴ NSWMC November submission, page 21

7.106 Malabar Resources¹⁸⁵ and Bloomfield Group¹⁸⁶ contend that, absent declaration, the risk of PNO levying higher NSC charges makes the Hunter Valley an increasingly unattractive market for coal mining investment, decreasing competition in the coal export market.

7.107 The ACCC submits that an assessment of materiality should be based on the profit margin of a business contemplating investing in or operating a coal mine rather than the percentage of total revenue or total cost of the business. It argues that future investment decisions and decisions regarding whether to operate a business or not, are not based on revenue or expenditure outcomes, but on the resulting profits. For marginal investments, any increase (or threat of future increases) in costs will have a significant and material impact on a business' decisions.

7.108 PNO has submitted that the coal export market is already likely to be effectively competitive such that declaration is unlikely to promote a material increase in competition in this market.¹⁸⁷

Council's view

Many findings from previous considerations of declaration of a service at the Port are still relevant

7.109 In 2015, the Minister was not satisfied that declaring access to the Service would promote a material increase in competition in any of the identified five dependent markets because:

- (a) there was insufficient evidence that the identified dependent markets are not effectively competitive
- (b) the navigation charges represent a small fraction of the overall cost of producing coal, and even if the charges were to increase significantly in the future, they will remain a minor cost element
- (c) coal producers manage a range of uncertainties in their businesses, many of which are likely to be far greater than that which exists in relation to navigation charges
- (d) PNO was granted a 98-year lease on the Port and is heavily reliant upon coal as the largest share of its throughput
- (e) PNO has contractual obligations with the State of NSW to maintain the Port as a major seaborne gateway
- (f) PNO is not vertically integrated into any dependent market in a way that affects its business decisions.

¹⁸⁵ Malabar November submission, page 2

¹⁸⁶ Bloomfield November submission, page 2

¹⁸⁷ PNO August submission, page 15

7.110 The Minister concluded that the terms of access to the Service provided by PNO were not a material factor in determining whether dependent markets will remain effectively competitive in the future. The Minister also observed that PNO is heavily reliant on coal exports for its revenue and does not have an incentive to diminish the long-term output of the Hunter Valley coal industry.

7.111 In *Re Glencore*, the Tribunal stated that it had the same view as the Minister on these points. The Tribunal concluded:

If it were wrong about the correct approach to s 44H(4)(a) as addressed in Issue 1, it would not be satisfied that increased access would promote a material increase in competition in the coal export market.¹⁸⁸

7.112 Further, Glencore argued before the Tribunal that the absence of declaration created uncertainty in dependent coal markets arising from PNO's 'unfettered monopoly power to increase prices', and this would have an impact on the state of competition in a way that satisfied criterion (a). It referred to the Hilmer Report (at p 241) in support of this argument. The Tribunal responded:

... but at that point the Report says that where the essential facility is not vertically integrated, the question of 'access pricing' is substantially similar to other monopoly pricing issues, and may be subject, where appropriate, to the prices monitoring or surveillance process.¹⁸⁹

Coal export markets are likely to be effectively competitive at present

7.113 In *Fortescue Metals Group Limited*¹⁹⁰, the Tribunal held that access is unlikely to promote competition in a dependent market if it is already effectively competitive (at [1068]). It would follow that, if the coal export market is effectively competitive without declaration of the Service, then the inquiry regarding whether declaration would promote a material increase in competition in this market would end at this point. Notwithstanding this point, the Council has considered a number of factors relevant to whether the state of competition in the coal export market would be materially increased in a future in which access or increased access is on reasonable terms and conditions through declaration.

7.114 In the Revocation Recommendation, the Council considered that the features of the coal export market had not changed significantly since it was considered by the Council in 2015:¹⁹¹

Coal continues to be traded and shipped internationally; and Australian coal exporters participate in this international trade and compete against coal produced and sold through other ports in Australia and overseas. In this respect, there are currently several companies participating in the coal export market

¹⁸⁸ *Re Application by Glencore Coal Pty Ltd* [2016] ACompT 6, at [157]

¹⁸⁹ *Ibid*, paragraph 133

¹⁹⁰ *Fortescue Metals Group Limited* [2010] ACompT 2

¹⁹¹ Revocation Recommendation, pages 91 to 93

which are supplying coal to a wide range of global purchasers; and that the nature of the competitive interactions between participants in the coal export market has not changed significantly despite PNO's acquisition of the Port, and subsequent increases in the price of the Service since 2015.

The Council has not received any submissions during this consideration that suggest the coal export market is not currently effectively competitive. Instead, a number of interested parties made submissions to the effect that they do not consider there to have been a material change in circumstances since the Declaration was made. The Council takes these submissions to indicate that competitive conditions have not changed significantly in the coal export market since the Declaration was made.

In this context, export coal miners from the Newcastle catchment are likely to be 'price takers' – that is, decisions by individual coal miners regarding how much coal they will export in any given period are unlikely to materially affect prices for coal in overseas export markets.

....

It follows, therefore, that the Council does not consider there is likely to be a difference in the state of competition in the coal export market with or without declaration of the Service in the Relevant Term such that criterion (a) would be met in relation to this dependant market.

Consistent with its view in 2015, the Council considers the geographic scope of the coal export market for Australian exporters extends beyond Australia and into at least the Asia-Pacific region. However, as the Council's current assessment does not turn on the geographic dimension of this market, the Council does not propose to define the geographic boundaries with further precision.

The Council also acknowledges that coal is not a homogenous commodity and the differences in the grade of coal (i.e. thermal vs metallurgical) may impact its suitability and thus substitutability for particular purposes. In the current matter, the Council has focused its consideration of the coal export market on thermal coal, since this represents the significant majority of coal exported from the Port. However, as the Council's conclusions regarding the coal export market do not turn on the product dimension of this market, the Council does not propose to define the product boundaries with further precision.¹⁹²

7.115 The Council has not received submissions in response to the NSWMC Application that the coal export market is not effectively competitive or that the features identified in its Revocation Recommendation are not relevant to its considerations. The Council has had regard to these features and the state of competition in this market when assessing the NSWMC's Application.

¹⁹² Ibid, pages 92 to 93

PNO is unlikely to have an incentive to diminish competition in coal export markets

7.116 For the reasons discussed in paragraphs 7.50 – 7.59, Council considers that PNO is unlikely to have an incentive to diminish competition in coal export markets.

7.117 The Council considers this incentive is unlikely to change even if PNO is able to price discriminate between coal producers seeking to export coal through the Port. To the extent that PNO is able to price discriminate between different coal producers, the Council considers that PNO will not wish to price to individual producers in a way that inhibits their ability to compete in the coal export market.

Port charges likely to remain a comparatively small component of cost in exporting coal

7.118 The Council has previously noted that the NSC represents only a very small component of the overall cost of the production and sale of coal for export from the Hunter Valley.¹⁹³

7.119 In its 2018 submission, PNO sought to analyse the relative impact of its NSC.¹⁹⁴ At that time, PNO estimated a coal producers' average cost to be approximately \$43.02 per tonne and submitted that port charges are a small component of the total delivered cost of coal, accounting for less than 1%.

7.120 The Council recognises that costs of production vary across coal producers. Figure 3 (below) depicts publicly available information about the production cost disclosed by Hunter Valley coal producers.

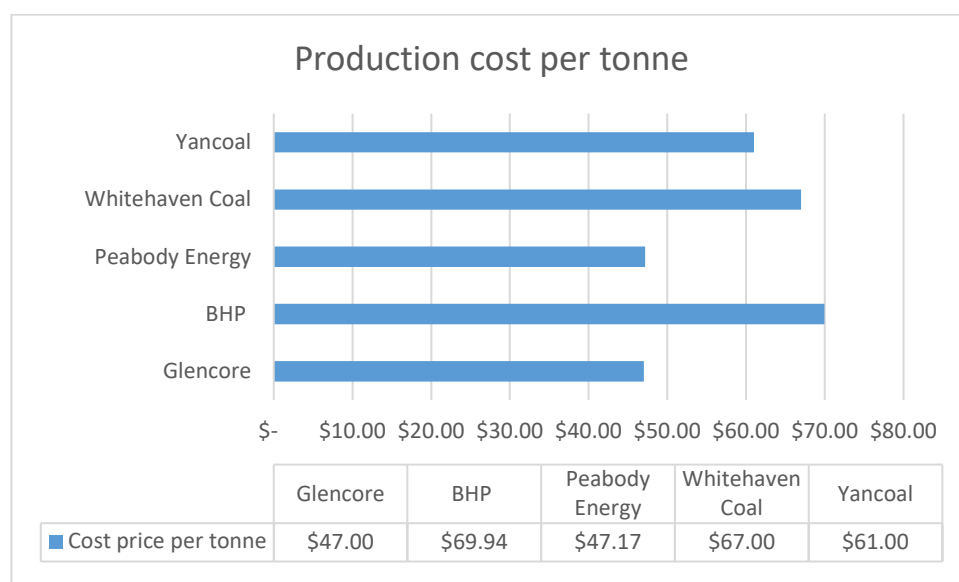


Figure 3: Cost of production, 2019 reporting period¹⁹⁵

¹⁹³ Ibid, pages 94 to 96

¹⁹⁴ PNO July 2018 submission, pages 25 to 28

¹⁹⁵ Sourced at: <https://www.glencore.com/dam/jcr:4d7231e8-f5eb-4da6-904d-6c2d95d49ade/Glencore-Investor-Update-2019.pdf>; https://www.bhp.com/-/media/documents/investors/annual-reports/2020/200915_bhpannualreport2020.pdf;

- 7.121 The Council recognises that there is a range of financial data that will inform a decision to produce or a decision to invest. The Council also considers that expectations of cost are a material consideration that inform expectations of profitability. Notwithstanding that the cost of producing coal will vary from mine-to-mine within the Newcastle catchment, the Council considers that Port access charges are likely to represent only a small proportion of the cost of production and sale of coal.
- 7.122 Further, as noted earlier, the Council considers it is likely (but not certain) that the Tribunal will re-determine an NSC somewhere between \$0.63 and \$1.04 per GT (in 2020 dollar terms), and that this represents a reasonable indication of the NSC likely (but not certain) to be set in a future with declaration of the Service. The NSC set out in the Deed lies at roughly the mid-point of this range (i.e. approximately \$0.81 per GT) and the charge set in the open access arrangement is at the top of this range. It is not clear that an NSC set with declaration would be materially different to that offered by PNO absent declaration. The possible difference between these outcomes will represent an even smaller fraction of the cost of producing coal in the Newcastle catchment.
- 7.123 As has been noted the Council considers the pricing provisions contained within the Deed represent a reasonable indication of the access charges likely to be levied on coal vessels at the Port in a future without declaration of the Service. A number of stakeholders have raised concerns regarding PNO's ability to increase prices and how this may affect the materiality of the access charges over the Relevant Term. As noted, the Council considers that the Deed establishes binding commitments on PNO regarding the pricing of services at the Port. Based on the information before it, the Council does not consider that Port charges will be a material component of the cost of production and sale of coal during the Relevant Term.

Uncertainty and investment incentives

- 7.124 It has been argued that the risk of increases in Port charges adds an extra element of uncertainty for miners in the Newcastle catchment which will likely lead to less investment in the future.
- 7.125 The Council acknowledges that uncertainty associated with the price of using the Service can affect the willingness of users to make future investments that would enable them to compete in markets that relied upon access to the Service. However, the Council considers that there is a range of factors that mean declaration would not materially address uncertainty in a way that will lead to a promotion of competition in the coal export market. In this respect, the Council notes that:

<https://www.peabodyenergy.com/Peabody/media/MediaLibrary/Investor%20Info/Annual%20Reports/2019Peabody10-K.pdf?ext=.pdf>; <https://www.yancoal.com.au/page/en/investors/>; <https://whitehavencoal.com.au/wp-content/uploads/2019/09/20190815-ASX-Announcement-FY2019-Results.pdf>)

Where applicable, conversion from USD to AUD applying a 12 month average
<https://www.rba.gov.au/statistics/tables/xls-hist/f11hist.xls>

- (a) The coal export market is already likely to be effectively competitive; and it is not in PNO's long-term interests for Port users to experience such uncertainty around access charges at the Port if this risks significantly less investment in coal mining activity in the Newcastle catchment or investment by other Port users.
- (b) In a future with declaration of the Service, there is no guarantee of certainty over access charges in the short-to-medium term. In this respect, the Council notes the Glencore-PNO access dispute (still ongoing two years after it was notified to the ACCC) is set to be re-determined by a different regulatory body (i.e. the Tribunal) and the Tribunal's re-determination may ultimately be the subject of further reviews. While the finalisation of this dispute might, in the long-term, provide greater certainty for access seekers and PNO regarding the terms and conditions likely to be set in a future with declaration of the Service, it may be some time before this greater level of certainty is achieved.
- (c) In a future without declaration of the Service, users of the Port will have the option of entering a long-term Deed. PNO has also published open access arrangements that set out terms and conditions of access for any user that has not entered into a Deed with it. Both the Deed and open access arrangements make provision for dispute resolution. The ACICA rules and the non-derogable provisions of the CA Act apply to the resolution of disputes under the Deed. The Council considers that the pricing provisions of the Deed assist coal producers in mitigating the risks that may otherwise arise from pricing and other uncertainties at the Port.

7.126 More broadly, the Council considers that coal producers and exporters seeking access to the Port face significant uncertainty from other factors that are more likely to influence their ability to compete in export coal markets. For instance, they face considerable uncertainty resulting from the magnitude and timing of potential future changes in a number of other factors including coal prices, labour costs and taxes. Relative to these factors, charges for the Service are likely to remain a small proportion of the cost of production and sale of coal for export in a future with or without declaration of the Service. Accordingly, the Council considers that the risks associated with uncertainty over access charges for the Service would not contribute significantly to an investor's expected valuation of future mining projects in the Newcastle catchment.

Promotion of efficiency leading to a material increase in competition

7.127 The ACCC has argued that in assessing criterion (a), the Council should give due weight to the increase in competition that can be promoted by economic efficiency in the pricing of the monopoly infrastructure.

7.128 For the reasons set out in this chapter and in Chapter 10 of this Recommendation report, the Council considers that the difference between the efficiency of operation of, use of, and investment in the Port infrastructure in the futures with and without

declaration will not be sufficient to conclude that declaration would promote a material increase in competition in dependent markets.

No material increase in competition in the coal export market

7.129 Taking into account the factors outlined above, the Council is not satisfied that access or increased access to the Service, on reasonable terms and conditions, as a result of declaration would promote a material increase in competition in the coal export market.

Effect of declaration on competition in the tenements market

7.130 A ‘tenement’ or ‘exploration authority’ is the right under licence to carry out prospecting, exploration or mining activity in respect of a specific piece of land. Such licences are required because all mineral resources in Australia are owned by the Crown.

7.131 In NSW, all exploration and mining activity must be conducted in accordance with an authority issued under the *Mining Act 1992 (NSW)*.¹⁹⁶

7.132 Acquiring rights to mineral deposits generally begins with acquiring an ‘exploration licence’, which grants an exclusive right to search for specific resources in a defined area. An exploration licence enables the licence holder to explore areas where mineral and petroleum resources may be present, to establish the quality and quantity of those resources, and to investigate the viability of extracting the resource.¹⁹⁷ If valuable minerals have been discovered, the owner of the exploration licence may then apply for a production/mining lease.¹⁹⁸ A mining lease permits the business to mine for minerals over a specific area of land.¹⁹⁹ The grant of an exploration licence does not guarantee the grant of a mining lease. As part of the process of applying for a mining lease, the applicant (the exploration licence holder) must go through a separate assessment process (including an environmental impact assessment and extensive public consultation).²⁰⁰ Further information about the acquisition of exploration licences in New South Wales is set out in the Council’s Revocation Recommendation at paragraphs 7.244 to 7.255.

¹⁹⁶ Resources and Geoscience NSW <https://www.resourcesandgeoscience.nsw.gov.au/miners-and-explorers/applications-and-approvals/mining-and-exploration-in-nsw/coal-and-mineral-titles>

¹⁹⁷ Resources and Geoscience NSW ‘Exploration licences and regulation’ <https://resourcesandgeoscience.nsw.gov.au/landholders-and-community/minerals-and-coal/exploration>

¹⁹⁸ NSW Department of Planning and Environment, *Exploration Licences and Regulation*, <https://www.resourcesandgeoscience.nsw.gov.au/landholders-and-community/minerals-and-coal/exploration>

¹⁹⁹ Resources and Geoscience NSW ‘Mining leases and regulation’ <https://resourcesandgeoscience.nsw.gov.au/landholders-and-community/minerals-and-coal/mining>

²⁰⁰ Resources and Geoscience NSW <https://www.resourcesandgeoscience.nsw.gov.au/miners-and-explorers/programs-and-initiatives/strategic-release-framework-for-coal-and-petroleum-exploration>

Submissions received

- 7.133 In its Application the NSWMC has argued that potential acquirers of tenements in the Newcastle catchment face both significantly higher charges for the Service at the Port and significant uncertainty in relation to future price increases that PNO may impose, whether it be on a yearly basis through its schedule of charges or via the pricing re-openers contained in the Producer Deed/Vessel Agent Deed, together with uncertainty over pricing terms after ten years.²⁰¹
- 7.134 The NSWMC considers that, as a consequence of this, potential acquirers of tenements are either prepared to bid less for them or in the case of certain mining opportunities that are likely to involve higher costs, not be prepared to bid for them at all. This is particularly the case for the acquisition of development stage tenements, where users face greater uncertainty, asymmetry and higher access prices for the export of coal, compared to buyers of coal tenements in circumstances where the Port is declared.²⁰² It argues that the incentives to invest are materially diminished in the face of prospective buyers having any future returns/profits eroded by PNO's increased prices for exporting coal through the Port.²⁰³
- 7.135 The NSWMC has noted the decision of the Treasurer of Queensland in the matter of DBCT and argues that declaration would remove the risk of hold-up for new users, or at least do so to an extent such that it would lead to access or increased access that would promote a material increase in competition.²⁰⁴
- 7.136 The NSWMC considers that the greater number of people willing to bid for something generally means that the level of competition will be higher. It considers that in its Revocation Recommendation the Council failed to undertake qualitative analysis of the likely effect and did not give proper weight to the evidence and submissions from the mining industry that an unconstrained PNO will be problematic for competition in the Tenements Market.²⁰⁵ It argues that PNO's pricing practices have a direct flow on effect in the tenements market, particularly the market for development stage tenements, of reducing the number of investors who could viably compete for tenements, and also the level of commercial interest in developing projects in that catchment area.²⁰⁶ The NSWMC further submits that the Council's previous position (that there is substitutability between coal tenements) is not correct, noting that the approach it took in considering the relevant geographic market in reaching its Revocation Recommendation differed from the approach it took in the Pilbara matter.²⁰⁷

²⁰¹ NSWMC Application, page 39

²⁰² Ibid.

²⁰³ Ibid, page 45

²⁰⁴ Ibid, page 41

²⁰⁵ Ibid, page 42

²⁰⁶ Ibid, page 43

²⁰⁷ Ibid, at pages 44-45

7.137 The NSWMC further argues that the coal tenements market is not derivative of the coal export market as it involves considerable investments and the consideration of likely future costs and returns before making an investment decision, which is different to situations where investments have already been made.²⁰⁸

7.138 The NSWMC considers that declaration of the Service will materially increase competition in the tenements market and in particular the tenements development market as:

- (a) Owners of tenements will have increased incentive to invest in the exploration of their tenement, either for the purpose of developing the tenement itself or obtaining more information about the tenement to improve its prospective value.
- (b) Sellers will enjoy greater competition amongst buyers when selling their tenements, both due to the greater information available about tenements, as well as to the removal of a key area of uncertainty in relation to Port access prices, thereby driving price and activity in the tenements market.
- (c) The NSW Government, as the originating seller of tenements, will benefit from increased competition in the bidding for licences, underpinned by pricing certainty in relation to Port access prices.²⁰⁹

7.139 While submitting that the tenements market should be divided into three separate and functionally distinct markets, the NSWMC did not provide further submissions identifying how declaration of the Service would promote a material increase in competition in these (sub)markets as distinct from how declaration would promote a material increase in competition in the tenements market.

7.140 In its report, Synergies has noted that PNO's incentive is to maximise profits and, accordingly, to engage in behaviour consistent with this incentive. It argues that the offer of bilateral contracts that will support price discrimination between coal producers demonstrates that PNO is not constrained by a need to prevent reputational harm. It considers that the risk to coal producers that their significant sunk investments in coal mining will be expropriated will lead to a material adverse effect on competition in the tenements market in a future without declaration. For example, existing customers or potential entrants into a market might either delay, or forgo, new investment that would otherwise be economically efficient.²¹⁰

7.141 Glencore submits that the differential between the NSC determined by the ACCC (being \$0.61 per GT) compared to the current NSC being offered by PNO [of \$1.0424 per GT or \$0.8121 per GT] is likely to give rise to a risk of hold-up of investment in development stage coal tenements in the Hunter Valley region.²¹¹

²⁰⁸ NSWMC November submission, page 20

²⁰⁹ Ibid, page 45

²¹⁰ Synergies, page 14 to 17

²¹¹ Glencore August submission, page 3

- 7.142 Malabar Coal's sole assets are a number of coal tenements in the Hunter Valley. It considers that the Deed and open access arrangements offered at the Port do not constrain PNO's ability and incentive to exercise its monopoly power. It considers that declaration is necessary to provide Port users with long-term certainty as to the relevant terms and conditions of access and that this will drive competition in the tenements market.²¹²
- 7.143 PWCS argues that the inability to forecast channel access charges and future returns with any degree of certainty increases the potential for hold-up of new investments or cancellation of proposed investments.²¹³
- 7.144 The ACCC considers that the added price uncertainty faced by users as a result of PNO's exercise of monopoly power would likely increase the likelihood of delays in mining investments, resulting in a decrease in future mining throughput at the Port. It considers that PNO's market power increases the 'hold-up' risk of coal producers' investments.²¹⁴
- 7.145 In its submission, PNO contended that the NSWMC and other parties have not provided any evidence that PNO's terms and conditions of access are actually having an impact on their investment decisions, nor articulated any such concerns by reference to the pricing principles adopted by PNO. It further argues that:
- (a) The conclusions reached by Synergies are flawed as they fail to take into account the non-discrimination provisions contained in the long term Deed.
 - (b) There are factual differences between the Port and the DBCT which make it erroneous to rely on the decision of the Queensland Treasurer, in particular DBCTM proposes to treat new and existing coal mines differently (including future users paying more than existing users) and, therefore, will be favouring some producers over others for reasons other than efficiency. PNO maintains that it has no intention to do this. It further notes that terminal charges at DBCT are significantly higher than channel charges at the Port and are likely to represent a significantly greater proportion of the price of coal in the export market.²¹⁵

Council's view

- 7.146 Having regard to NSWMC's Application and the submissions received, the Council considers that the relevant facts are not materially different to those that were before the Council in its Revocation Recommendation. On this, the Council notes:
- (a) While it is possible that the geographic scope of the tenements market extends beyond the Newcastle catchment, it is not necessary to precisely determine the

²¹² Malabar August submission, pages 2 to 3; Malabar November submission, page 2

²¹³ PWCS August submission, page 3

²¹⁴ ACCC August submission, at pages 9 to 11; ACCC November submission, page 7

²¹⁵ PNO August submission, pages 17 to 18

geographic scope in order to assess whether declaration would be likely to promote a material increase in competition in this market. The Council considers that if declaration would not promote a material increase in competition where a narrow geographic view of the market is applied, it is even less likely that declaration would promote a material increase in competition in a more broadly defined geographic market. As such, the Council proposes to analyse whether declaration would be likely to promote a material increase in competition in a more narrowly defined market for tenements in the Newcastle catchment.

- (b) The nature of the competition problem identified by users of the Service is that prospective investors in mining tenements will face a higher NSC in a future without declaration of the Service; and have less confidence regarding future charges that may be set by PNO. They consider this will lead to fewer prospective investors that are prepared to bid for tenements that may become available for acquisition in the future, thereby reducing competition for these tenements. For this reason, while the Council has continued to assess the geographic dimension of the tenements market as covering the Newcastle catchment, it has also focussed attention on whether declaration would be likely to promote a material increase in competition for individual tenements when they become available for acquisition in the future.
- (c) The product scope of the tenements markets should not include tenements for other forms of minerals. The Council proposes to take a narrow view of the relevant product dimension and focus on thermal coal, which is the prevalent type of coal in the Newcastle catchment area.

7.147 The Council is also of the view that the broader coal tenements market is, and is likely to remain, effectively competitive with or without declaration of the Service:

- (a) There are a large number of licence holders. This suggests that the holding of tenements in the Newcastle catchment is not significantly concentrated in the hands of only one or two market participants. There appears to also be a number of holders of existing licences that have significant market capitalisations, including multi-nationals with diversified operations.
- (b) Reforms to how coal tenements can be acquired from the State of NSW can be expected to improve the transparency of tenement acquisition and enable greater competition amongst a large pool of potential investors seeking to acquire tenements in the Newcastle catchment (which will not necessarily be limited to existing investors in the Newcastle catchment).

7.148 Further, as noted by the Tribunal in *Re: Glencore*, the market for the acquisition and disposal of exploration and/or mining authorities is a derivative of the coal export market:

It was accepted that, in a practical sense, the coal export market (using the Service as the gateway means of shipping coal from the Hunter Valley) was an

appropriate starting point. The other markets are, in turn, derivative from that market.²¹⁶

7.149 The Tribunal also observed that, if it found that declaration would be unlikely to promote a material increase in the coal export market, it was difficult to see how declaration would be likely to promote a material increase in competition in the market for the acquisition and disposal of exploration and/or mining authorities. The Tribunal said it

does not consider it necessary to address the impacts asserted in relation to derivative markets. If the impact of increased access on the coal export market is not such as to satisfy the Tribunal that it would promote a material increase in competition in that market, it is difficult to see how there would be the flow-on effects on the derivate markets.²¹⁷

7.150 Further, the Tribunal found that if it were wrong about the correct approach to section 44H(4)(a) (criterion (a), as it then stood), which is to say the correct approach was effectively in line with the current criterion (a) test, the Tribunal would not be satisfied that access or increased access would promote a material increase in competition in the coal export market. The Tribunal found that, if competition in the coal export market would not be promoted, 'it follows that the other four dependent markets would also not be promoted with a material increase in competition in any of them.'²¹⁸

7.151 The Council agrees with this view. Given its findings in relation to the coal export market set out above, the Council considers that declaration would not promote a material increase in competition in the market(s) for thermal coal tenements in the Newcastle catchment.

7.152 Notwithstanding this conclusion, the Council has opted to address a number of specific issued raised in submissions in relation to the tenements market(s) below.

Uncertainty and hold-up

7.153 As noted in its assessment of the coal export market, a number of parties have submitted that, in the absence of declaration, there is significant uncertainty as to the terms and conditions of access and that this uncertainty gives rise to a risk of hold-up. They consider that the hold-up risk is likely to lead to less competition in the coal tenements market.

7.154 Investors (or potential investors) in coal tenements in the Newcastle catchment face a range of significant uncertainties which bear upon their investment decisions. In its recent Study Report examining regulation of the resources sector, the Productivity Commission noted that:

Beyond resources specific regulation, there is a range of factors that can affect business investment in the resources sector. These include a number of other

²¹⁶ *Re Application by Glencore Coal Pty Ltd* [2016] ACompT 6, at [126]

²¹⁷ *Ibid*, at [139]

²¹⁸ *Ibid*, at [157]

policy areas (including energy and foreign investment policy), workforce issues, taxes and royalties, safety regulations, infrastructure and pre competitive data.²¹⁹

7.155 The Council notes the reasons set out in paragraph 7.126 of this report, and considers that there are a range of commercial and regulatory uncertainties that will impact on decisions of investors or potential investors in coal tenements in the Newcastle catchment. The Council considers that declaration would not materially address uncertainty with respect to the price of access to the Service in a way that will lead to a promotion of competition in the coal tenements market. Further, the Council considers it is not in PNO's long-term interests to create uncertainty for Port users about future access charges at the Port if this uncertainty leads to significantly less investment in mining activity in the Newcastle catchment.

The consequence of any pricing differences with and without declaration of the Service

7.156 For the reasons set out in this Recommendation report, it is not clear whether prices for the Service in a future with declaration will be less than, equal to or higher than those likely to arise in a future without declaration. To the extent the access charges are not materially different in a future with and without declaration of the Service, declaration would not promote a material increase in competition in the market(s) for coal tenements in the Newcastle catchment.

7.157 To the extent the NSC in a future with declaration of the Service were closer to that set in the 2018 ACCC Arbitration Determination, the Council accepts this may improve expectations of profitability for some coal exploration/mining activities relative to expectations that may be held in a future absent declaration. It may also mean that some additional investors may choose to participate in bidding for certain individual tenement opportunities in a future with declaration of the Service, thereby increasing the number of bidders for these tenements. However, the Council is not satisfied that such an outcome would represent a material promotion of competition in the market(s) for coal tenements in the Newcastle catchment. This is because:

- (a) A higher price for the Service would not necessarily result in a lessening of competition in a dependent market *per se*. In this respect, the Council does not believe that PNO setting the same higher input prices (i.e. the NSC and WC) for all miners or investors competing to acquire a particular tenement opportunity would necessarily amount to a lessening of competition in the market for tenements in the Newcastle catchment. To the extent individual miners or investors face the same higher charge, it would not influence their ability to compete with each other on their merits for an individual tenement opportunity. That is, while higher charges for the Service in a future without declaration may reduce the expected net present value of a mining project to which a tenement relates, this does not mean it would reduce the ability of

²¹⁹ Productivity Commission 2020, *Resources Sector Regulation, Study Report*, at page 68.

individual miners to compete against each other for that tenement on their merits.

- (b) A reduction in the number of competitors for a tenement *is not the same as a decrease in competition for that tenement*. This is especially the case if those parties no longer seeking to bid for the tenement due to higher access charges are less efficient, or higher cost explorers/miners of coal. Further, the Council does not consider this effect is likely to be significant given the extent of any likely differences in charges for the navigation service; and the extent to which the access charge represents only a small proportion of the costs of producing export coal in the Newcastle catchment.

7.158 The Council notes that while the Deed and open access arrangements have led to different prices for groups of users at the Port, PNO's offers of access have been made to the entire market and, as such, do not amount to price discrimination in the manner identified by stakeholders. The Council notes that the NSC of \$0.8121 per GT and WC of \$0.0802 per GT set by the Deed is equally available to both existing and new coal producers seeking to access the Port.

7.159 Some parties have noted concern that Glencore's arbitrated price, once determined, may differ to the access charge in place at the Port for its rivals. As has been noted, the Council considers that there is ongoing uncertainty regarding prices that may ultimately be set in the PNO-Glencore arbitration.

7.160 To the extent Glencore may be afforded a different price for the Service than its rivals, this may mean that the value of particular tenements that come up for sale in the future are affected slightly differently by the access charge for Glencore than its rivals. As has been noted, the Council considers that the Service charges at the Port are a small proportion of the production cost for such any cost benefit to Glencore is also likely to be small.

No material increase in competition in the coal tenements market

7.161 Taking into account the factors outlined above, the Council is not satisfied that access or increased access to the Service, on reasonable terms and conditions, as a result of declaration, is likely to promote a material increase in competition in the tenements market.

Effect of declaration on competition in container port market

7.162 As noted, the Revocation Recommendation considered whether declaration would promote a material increase in competition in the container port market.²²⁰ Stakeholders have not addressed this market directly in responding to the NSWMC Application. The Council considers that the assessment remains relevant to its current considerations. In this regard, the Council notes:

²²⁰ Revocation Recommendation, pages 130 to 138

- (a) the market for containerised shipping services should be considered separately to the bulk shipping market.
- (b) a narrow geographic market, being the Port of Newcastle and Port Botany competing to receive vessels carrying containerised freight originating from, or destined for, areas within their overlapping catchment areas, is appropriate in this matter.
- (c) given PNO is not meaningfully vertically integrated into the provision of container freight transport services, it is unlikely to deny access to different container freight service providers at the Port; or to act in a way that discourages competition in any downstream container freight services.
- (d) PNO will effectively become a new entrant into the provision of container port services, and will be seeking to attract custom away from alternative container port service providers, such as Port Botany; PNO is unlikely to price in a way that decreases competition in the container port market; and PNO's commercial incentives will be to price competitively to win market share.
- (e) the Container Terminal at the Port is unlikely to be capacity constrained. PNO has estimated that container trade at the Port in 2031 will result in 438 vessel visits per year (or less than 10% of channel capacity at the Port), transporting 408,057 TEU in containerised freight (or less than 25% of the proposed Container Terminal's capacity).
- (f) PNO already imposes separate charges for containers and is likely to set fees applicable to containerised freight competitively with or without declaration so as to win market share from Port Botany in order to support the development of its container trade.

7.163 In light of these considerations, the Council is not satisfied that increased access to the Service, on reasonable terms and conditions, as a result of declaration would promote a material increase in competition in the container port market.

Effect of declaration on competition in other markets

7.164 In reaching its Revocation Recommendation, the Council considered that the bulk shipping market, the infrastructure market and the specialist services market are closely tied and substantially depend on the coal export market. The Council considered that it was difficult to see how there might be flow-on effects in these markets leading to a material increase in competition in any of these markets where declaration of the Service does not lead to a material increase in competition in the coal export market.²²¹

7.165 Having reached the conclusion that declaration of the Service was unlikely to materially increase competition in the coal export market, the Council was not satisfied that increased access to the Service, on reasonable terms and conditions, as a result of

²²¹ Ibid, page 138

declaration would promote a material increase in competition in the bulk shipping market, the infrastructure market or the specialist services market.²²²

7.166 In its submission, the NSWMC has noted that it is unclear why the Council did not re-examine the specialist services market in greater detail in reaching its revocation recommendation. It noted that if there was a substantive increase in competition in the tenements market, then it is likely that there would have been a similarly positive increase in competition in the specialist services market. The NSWMC submission did not otherwise expand on this market or the bulk shipping or infrastructure markets.

7.167 For the reasons set out in this Recommendation report, the Council does not consider that declaration of the Service is likely to materially increase competition in the coal export market or the derivative coal tenements market. Accordingly, the Council is not satisfied that increased access to the Service, on reasonable terms and conditions, as a result of the declaration, would promote a material increase in competition in the bulk shipping market, the infrastructure market or the specialist services market.

Council's assessment of criterion (a)

7.168 Based on the information before it, the Council's view is that access or increased access to the Service, on reasonable terms and conditions, as a result of a declaration of the Service, would not promote a material increase in competition in any dependent market.

7.169 The Council's view is that criterion (a) is not satisfied.

²²² Ibid

8 Service could meet the total foreseeable demand in the market (criterion (b))

- 8.1 Section 44CA(1)(b) of the CCA (criterion (b)) stipulates that the facility used to provide the service could meet the total foreseeable demand in the market over the period for which the service would be declared and at the least cost compared to any two or more facilities.

Submissions

- 8.2 The NSWMC has sought declaration for a period of 20 years.
- 8.3 The NSWMC submits that it is practically impossible to develop another facility that would allow vessels to use the existing Port terminals at the Port. It notes that the existing coal terminals at the Port have been designed and constructed so as to be capable of loading vessels which approach using the established channel. It contends that there is no route through any existing waterway which could be used to approach the existing coal terminals even with dredging activities.
- 8.4 In its *Port Master Plan 2040*, PNO has stated that an assessment undertaken to evaluate the capacity of the Port has demonstrated that the Channel can accommodate the safe movement of over 10,000 vessels per annum. The vessel movements in 2017 indicate that the Channel is currently operating at less than 50% of its capacity.²²³

Council's view

- 8.5 As noted in Chapter 12 of this Recommendation report, the Council considers that, should the Service be declared, the appropriate duration for declaration would be fifteen years (the Relevant Term).
- 8.6 Based on the information before it, the Council considers that the Port could likely meet the total foreseeable demand in the market in the Relevant Term and at the least cost compared to any two or more facilities.
- 8.7 The Council's view is that criterion (b) is satisfied.

²²³ See <https://www.portofnewcastle.com.au/wp-content/uploads/2019/10/Port-Master-Plan-2040-for-web.pdf> at page 30

9 The facility is of national significance (criterion (c))

9.1 Section 44CA(1)(c) of the CCA (criterion (c)) stipulates that the facility providing the service is of national significance, having regard to:

- (a) the size of the facility, or
- (b) the importance of the facility to constitutional trade or commerce, or
- (c) the importance of the facility to the national economy.

Submissions

9.2 The NSWMC has submitted that coal exports from the Port via the shipping channels are of national significance. It notes PNO's 2018 Trade Report which reports that in 2018 the Port handled 158.6 million tonnes of coal with a value of approximately \$23.6 billion. It further submits that in 2018/19, the Hunter Valley mining sector directly supported 3,282 businesses; directly employed 13,347 people; paid \$1.4 billion in wages and salaries; directly spent \$4.0 billion on goods and services; paid \$55.0 million to local government; and provided \$4.0 million to 397 community groups. In total, about 19.1% of the Hunter Region's workforce was supported by mining. Mining made up 22.8% of Gross Regional Product, a total of \$11.5 billion. ²²⁴

9.3 Submissions from Glencore²²⁵ and Malabar Coal²²⁶ also noted the importance of mining activity in the Hunter Valley and in New South Wales more broadly to the local and State economies.

Council's view

9.4 The Council considers that the facilities are of national significance in terms of their importance to trade and commerce (specifically, trade or commerce between Australia and places outside Australia) and their importance to the national economy, noting, in particular, the mass and value of trade through the facilities each year, and the economic activity generated by industries that are reliant upon the facilities.

9.5 The Council's view is that criterion (c) is satisfied.

²²⁴ NSWMC Application, page 49

²²⁵ Glencore August submission, pages 3 to 4

²²⁶ Malabar August submission, page 3

10 Promoting the public interest due to access or increased access to the service (criterion (d)).

- 10.1 Section 44CA(1)(d) of the CCA sets out declaration criterion (d), which is ‘that access (or increased access) to the service, on reasonable terms and conditions, as a result of a declaration of the service, would promote the public interest’.

Submissions

- 10.2 The NSWMC submits that the current terms of access at the Port create considerable uncertainty for Port users. It considers that access or increased access to the Service on reasonable terms and conditions as a result of a declaration of the Service would promote the public interest.
- 10.3 The NSWMC considers that the current terms of access at the Port are wholly one-sided and shift all material commercial and legal risks onto Port users. It considers that the terms grant PNO an unfettered ability to increase access prices through various re-openers.
- 10.4 The NSWMC also considers that by including user funded expenditure in its cost base, PNO has decreased allocative efficiency. The NSWMC believes that the costs incurred by the industry as a whole in seeking to obtain reasonable terms and conditions of access in the absence of a declaration far outweigh any compliance and administrative costs PNO may incur.
- 10.5 The NSWMC argues that declaration of the Service will improve competition in the dependent markets, resulting in economic growth and efficiencies, bringing about public benefits.²²⁷
- 10.6 The NSWMC further considers that it is in the public interest that PNO, having been found by the Council to have market power, faces a ‘light handed’ form of regulatory constraint through declaration.²²⁸
- 10.7 Glencore submits that there is a ‘real likelihood PNO will act in an unconstrained manner’, which they consider would have a ‘chilling effect’ on investment in the coal export industry in the Hunter Valley region.²²⁹
- 10.8 Glencore submits that the difference in price between a future with declaration versus without is liable to cause a ‘risk of hold-up of investments in developmental stage coal tenements in the Hunter Valley region’, which Glencore submits would have ‘material impacts in competition in other markets’, such as that for specialist services.²³⁰
- 10.9 Glencore further submits that ‘declaration is necessary to provide users with long-term certainty as to the terms and conditions of access to the Port’. It considers that, in a

²²⁷ NSWMC Application, pages 51 to 53

²²⁸ NSWMC November submission, page 25

²²⁹ Glencore August submission, page 2

²³⁰ Ibid, page 3

situation where PNO is otherwise seeking to force the Hunter Valley coal industry to accept its producer Deeds on a take it or leave it basis, the imposition of such reasonable constraints (as provided by declaration), in the absence of any other constraints on PNO, is in the public interest.²³¹

10.10 PWCS submits that PNO initially increased channel access charges at the Port by up to 60% (depending on vessel) after its privatisation in 2014, which they characterised at the time as a 'one-off pricing restructure and realignment' and then further increased channel access charges by 35% from 1 January 2020.²³² PWCS cited this as an example of potential future price instability in a future without declaration, which they submit would significantly increase uncertainty for access seekers and potential investors.

10.11 PWCS also submits that the current price reporting mechanism contained in the *Ports and Maritime Administration Act 1995* (NSW) is not sufficient, as the Independent Pricing and Regulatory Tribunal 'has no power to determine prices relevant to the Services or to set maximum prices'.

10.12 The ACCC submits that the efficiency gains from declaration are likely to outweigh the long-term marginal increase in administrative and compliance costs and they therefore contend that declaring the Service would be in the public interest.²³³

10.13 The ACCC submits that declaration is likely to result in:

- a material increase in investment in PNO's shipping facility
- an increase in investment in related markets, and
- an immaterial increase in long-run marginal administrative and compliance costs.²³⁴

10.14 The ACCC further submits that PNO's potential exercise of market power undermines efficiency in related markets, which should be considered when assessing NSWMC's Application against criterion (d).²³⁵

10.15 PNO submitted that it has planned future investments which are relevant to the Service including a program to widen the channel at the Port. It argues such investments may be more difficult to fund in a future with declaration if there is a perceived risk of regulatory error.²³⁶ PNO contends that it has no incentive to deliberately act to reduce efficient investment in dependent markets and that, in a future with declaration, a series of bilateral access disputes involving PNO and a series of access seekers is likely

²³¹ Glencore November submission, page 8

²³² PWCS August submission, page 3

²³³ ACCC August submission, page 11

²³⁴ Ibid, page 12

²³⁵ Ibid, page 14

²³⁶ PNO August submission, page 18

to add significant additional administrative and compliance costs associated with declaration of the Service.²³⁷

Council's view

10.16 Criterion (d) requires that access (or increased access) to the service, on reasonable terms and conditions, as a result of declaration of a service, would promote the public interest.

10.17 In considering criterion (d), regard must be had to the matters identified in subsection 44CA(3)(a) and (b). Subsection 44CA(3) provides that '...in considering whether [criterion (d)] applies the Council or the designated Minister must have regard to:

(a) the effect that declaring the service would have on investment in:

(i) infrastructure services; and

(ii) markets that depend on access to the service; and

(b) the administrative and compliance costs that would be incurred by the provider of the service if the service is declared.'

10.18 Paragraph 12.40 of the 2017 EM provides that:

criterion (d) does not call into question the results of subsections 44CA(1)(a), (b) and (c). It accepts the results derived from the application of those subsections, but it enquires whether, on balance, declaration of the service would promote the public interest. It provides for the Minister to consider any other matters that are relevant to the public interest.

10.19 In *Pilbara HCA* the High Court considered the previous public interest criterion. It found that:

It is well established that, when used in a statute, the expression 'public interest' imports a discretionary value judgment to be made by reference to undefined factual matters. As Dixon J pointed out in *Water Conservation and Irrigation Commission (NSW) v Browning*²³⁸, when a discretionary power of this kind is given, the power is 'neither arbitrary nor completely unlimited' but is 'unconfined except in so far as the subject matter and the scope and purpose of the statutory enactments may enable the Court to pronounce given reasons to be definitely extraneous to any objects the legislature could have had in view'. It follows that the range of matters to which the NCC and, more particularly, the Minister may have regard when considering whether to be satisfied that access (or increased access) would not be contrary to the public interest is very wide indeed. And conferring the power to decide on the Minister (as distinct from giving to the NCC a power to recommend) is consistent with legislative recognition of the great breadth of matters that can be encompassed by an inquiry into what is or is not

²³⁷ Ibid, page 4

²³⁸ *Water Conservation and Irrigation Commission (NSW) v Browning* (1947) 74 CLR 492 at 505.

in the public interest and with legislative recognition that the inquiries are best suited to resolution by the holder of a political office.²³⁹

10.20 As has been noted, the words ‘on reasonable terms and conditions, as a result of a declaration’ in criterion (a) and (d) focus the assessment on the effect of declaration. This is achieved by assessing a future in which the Service is declared and access to the Service is through declaration on reasonable terms and conditions, and comparing this to one in which the Service is not declared and any access to the Service is on the terms and conditions offered by PNO, including the Deed and the open access framework proposed by PNO.

10.21 The Council considers that in the absence of declaration, Port users can obtain access to the Service either via the open access regime or the Deed offered by PNO. Under the Deed, coal producers can obtain a long term contractual right of access to the Service. The Council considers the pricing provisions contained within the Deed represent a reasonable indication of the access charges likely to be levied on coal vessels at the Port in a future without declaration of the Service. The access charge, in particular the NSC, offered by PNO under the Deed (and over its term) is within the range of prices previously determined by the ACCC and the Tribunal and may be less than, equal to or greater than the access charge (and NSC) ultimately determined by the Tribunal when it re-arbitrates the PNO-Glencore dispute. As has been noted, the Council considers that PNO could not unilaterally withdraw the Deed (outside of an event of default allowing termination) or the open access arrangements and offer materially poorer terms without suffering reputational harm and claims for breach of contract.

Effect of declaration on investment in infrastructure services

10.22 In considering section 44CA(3)(a)(i), and consistent with the Hilmer Report,²⁴⁰ the Council is primarily concerned with whether declaration would undermine the viability of efficient investment decisions; and hence risk deterring future efficient investment in important infrastructure projects.

10.23 The Council considers that declaration of any service (and any consequent access regulation achieved via a negotiate-arbitrate regulatory model under Part IIIA) has the potential to alter a service provider’s incentive to efficiently invest in maintaining or improving infrastructure necessary to provide the service; and/or inefficiently distort the timing of those investments. This might occur, for instance, if regulated terms and conditions of access set via an arbitration determination unintentionally prevent a service provider from recovering the efficient costs of its past and future investments in the infrastructure necessary to provide a declared service. As noted by the Productivity Commission:

²³⁹ *The Pilbara Infrastructure Pty Ltd v Australian Competition Tribunal* [2012] HCA 36, at 42

²⁴⁰ Hilmer Report, p 251

Prices that are set too low can lead to delayed investment, or the non-provision of some infrastructure services²⁴¹

10.24 The Council considers that while access regulation under Part IIIA via arbitration can allow for a risk adjusted commercial return on investment, it is impossible to completely remove all risks of unintentional regulatory error when setting reasonable terms and conditions of access to a service. This was acknowledged by the Productivity Commission:

Given that regulators are unable to set optimal access prices (prices that would maximise overall economic efficiency) with precision, there is scope for regulatory error in the setting of access terms and conditions. As Allan Fels acknowledged, 'setting the appropriate price requires much detailed, difficult to obtain information about industry cost and demand conditions, making some degree of regulatory error inevitable'²⁴²

10.25 The Council has considered whether declaration of the Service would be likely to have a materially negative effect on PNO's incentive to efficiently invest in the infrastructure necessary to provide the Service. In this regard, where the majority of costs necessary for investment in a particular access service have already been 'sunk' (i.e. incurred, and can no longer be avoided by the service provider), any distortion to investment decisions associated with declaration of a particular service is likely to be muted. In its submission, PNO has noted that it has planned future investments, including a program to widen the channel at the Port. PNO considers that this risk is substantial, noting the reluctance of investors to fund future projects in circumstances where future revenues and returns could be affected by a potential error following declaration.²⁴³

10.26 The Council accepts that there is some risk that independently determined terms and conditions of access for the Service via arbitral determination may unintentionally involve regulatory error that distorts these future investment decisions. In this respect it is noted that the 2018 ACCC Arbitration Determination and the 2019 Tribunal Arbitration Determination reached different conclusions in setting the price for the Service. This illustrates that there can be uncertainty with respect to pricing outcomes determined through regulatory processes; and that different decision makers can reach different views on appropriate prices when arbitrating a dispute under Part IIIA.

10.27 The Council considers that regulatory error can take the form of over estimation or under estimation of charges for access to the Service; and as such represents a risk to both PNO and users of the Service. The Council makes no finding regarding for whom the risk of regulatory error is more significant. The Council notes, however, the findings of the Productivity Commission:

...the consequences for efficiency from setting access prices too low are, all else equal, likely to be worse than setting access prices too high. This is because

²⁴¹ Productivity Commission 2013, at page 104

²⁴² Ibid, page 103

²⁴³ PNO November submission, page 6

detering infrastructure investment (from setting access prices too low) is likely to be more costly than allowing service providers to retain some monopoly rent (from setting access prices too high)²⁴⁴

- 10.28 It is noted that, pursuant to the open access arrangements and the Deed, PNO has implemented a dispute resolution process which provides for commercial mediation/arbitration. The mediation/arbitration process is governed by the ACICA rules which include allowing an arbitrator to request information from PNO (rule 32.3) and make a finding binding on the parties (rule 38.2)²⁴⁵ and the non-derogable provisions of the CA Act. The Council considers that the mediation/arbitration process is comprehensive. Furthermore the pricing principles established by the Deed and open access arrangement are incorporated from section 44ZZCA of the CCA and/or the Competition Principles Agreement. PNO has also introduced measures to provide for transparency of capital expenditure.²⁴⁶
- 10.29 The Council considers that error risks may arise in both regulatory arbitration and in commercial arbitration. While it is possible that declaration of the Service could have an adverse effect on efficient investment in the infrastructure necessary to provide the Service, it is possible that this risk is also present absent declaration.
- 10.30 On balance, it is not clear that the risk is substantial, due to the fact that significant investments necessary to provide the Service have already occurred. While PNO may seek to make significant future additional investments in infrastructure in order to provide the service in the future; it is unclear how different (if at all) prices for the Service would be in a future with and without declaration of the Service. Further, it is unclear whether the risk of 'regulatory error' for prices determined via arbitration in a future with declaration of the Service is likely to be significantly different to the risk of prices being set at inefficient levels via commercial arbitration under the Deed in a future without declaration of the Service.

Effect of declaration on investment in dependent markets

- 10.31 While it is possible that declaration of a service can have a negative effect on incentives for efficient investment in the infrastructure necessary to provide the service, access regulation may conversely lead to more efficient investment in dependent markets. For instance, if declaration prevents an access provider from setting charges for a service at inefficiently high levels, it can encourage other entities to efficiently invest in infrastructure which complements (or is reliant on access to) the service.²⁴⁷
- 10.32 As has been noted, in the absence of declaration, PNO can be expected to price services at the Port to maximise its profits over the long term. The 10-year Deed offered

²⁴⁴ Revocation Recommendation, page 104

²⁴⁵ See https://acica.org.au/wp-content/uploads/2016/02/ACICA_Rules_2016_Booklet.pdf

²⁴⁶ See for example https://www.portofnewcastle.com.au/wp-content/uploads/2020/03/OAR-TERMS-Producer-Deed-13-March-2020_.pdf, at item 7 (c)

²⁴⁷ See also Productivity Commission 2013, at page 82

by PNO to coal producers and (coal) vessel agents, where entered into, provides a significant constraint on PNO's pricing decisions at the Port.

- 10.33 If PNO was unable to price discriminate between different coal producers seeking to export coal through the Port in a future without declaration of the Service, it would likely seek to set a uniform charge that it believed would maximise its long term profits. As has been noted, however, it is unclear if an access charge (including NSC) set with declaration would be materially lower than the access charge rate set by the PNO Deed.
- 10.34 The Council accepts that a higher uniform price for the Service in a future without declaration may dampen expectations of profitability for some coal exploration/mining activities relative to expectations that may be held in a future with declaration. This suggests that declaration has the potential to bring levels of investment closer to their efficient level in the market(s) for coal tenements. However, due to the uncertainty regarding whether prices with declaration would be lower than those set without, it is unclear whether declaration will be likely to bring levels of investment closer to efficient levels in the market(s) for coal tenements. Further, even if prices were lower, the extent of any price difference is unlikely to be material and it is unclear the extent to which any possible price differences might affect the level of investment in this market.
- 10.35 In the absence of declaration, the PNO Deed provides a right of access for both new and existing Port users. The Deed is for an initial period of 10 years and establishes a process for annual adjustments to the access charge. The Council considers that it is likely that the Deed and open access arrangements will provide some certainty to Port users, and that the Deed provides materially greater certainty than the open access arrangements.
- 10.36 Investors (or potential investors) in coal tenements in the Newcastle catchment will likely face a range of significant uncertainties which will bear upon their investment decisions. In its recent Study Report examining regulation of the resources sector, the Productivity Commission noted that
- 10.37 Beyond resources-specific regulation, there is a range of factors that can affect business investment in the resources sector. These include a number of other policy areas (including energy and foreign investment policy), workforce issues, taxes and royalties, safety regulations, infrastructure and pre-competitive data.²⁴⁸
- 10.38 The Council considers that there is a range of commercial and regulatory uncertainties that will impact on decisions of investors or potential investors. Relative to these, the Council is not satisfied that uncertainty arising from the pricing of the access charge absent declaration would be material. This is because the access charge, including NSC, is a small component of coal production cost, and because the difference between the NSC with declaration and the NSC without declaration is likely to be an even smaller component of this cost.

²⁴⁸ Productivity Commission 2020, *Resources Sector Regulation, Study Report*, at page 68.

Administrative and compliance costs of declaration

- 10.39 The Council considers that the administrative and compliance costs of declaration include the costs of negotiating and arbitrating access disputes and, where sought, review of arbitral decisions. The level of such costs may differ depending on factors such as: the likely number of access disputes that may arise in relation to the declared service; the number of parties to these disputes and the complexity of the issues likely to arise.
- 10.40 PNO has submitted that it has incurred significant costs associated with the previous declaration of the shipping channel service. It considers that even if future access disputes arbitrated by the ACCC are relatively less costly than the Glencore-PNO access dispute, a series of bilateral access disputes involving PNO and a series of access seekers is likely to add a significant additional administrative and compliance cost, particularly if further review of the ACCC determinations (or Tribunal re-arbitrations) is sought.²⁴⁹
- 10.41 In its submission, the NSWMC has argued that the administration and costs incurred by the industry as a whole, in seeking to obtain reasonable terms and conditions of access in the absence of a declaration, far outweigh any compliance and administrative costs PNO may incur should declaration be granted.²⁵⁰
- 10.42 In a future with declaration of the Service, parties may seek arbitration of terms and conditions of access to the Service by the ACCC. The number of access disputes that may be referred to the ACCC, and their complexity, is uncertain.
- 10.43 It is noted that the ACCC can conduct multi-party arbitrations. While this has the potential to streamline an arbitration process relative to a series of bi-lateral arbitrations with multiple access seekers, it would not be without its own complexity and administrative and compliance costs. The Council considers that arbitrated access disputes will add to the administrative and compliance cost associated with declaration of the Service.
- 10.44 It can be expected that the PNO open access arrangements and the Deed will also give rise to administrative and compliance cost for PNO and industry participants. On balance the Council considers that these costs are unlikely to be materially different in a future with and without declaration of the Service.

Other matters

- 10.45 In considering an application for declaration, the Council also has regard to the effect of declaration on economic efficiency. This is because the achievement of economic efficiency is, in most cases, likely to be in the public interest. Further, promoting the economically efficient operation of, use of and investment in the infrastructure by

²⁴⁹ PNO August Submission, at page 20

²⁵⁰ NSWMC Application, page 53

which services are provided is an important element within the objects of Part IIIA of the CCA.

10.46 The ACCC submits that monopoly providers will exercise market power when unconstrained by economic regulation, by setting unreasonable prices and terms of access to a service, to the detriment of economic efficiency. It notes that such an exercise of market power can lead to:

- (a) Allocative inefficiency – absent declaration PNO’s prices will exceed its marginal cost of production, this distorts the behaviour of users of the Service, resulting in a ‘deadweight loss’ due to the misallocation of resources in response to PNO’s price signal. PNO cannot correct this inefficiency as it is unable to engage in perfect price discrimination (information limitations and the administrative cost of perfect price discrimination will prevent this from happening).
- (b) Productive inefficiency – absent declaration, pricing by PNO that results in revenues exceeding the standalone cost of a service or subset of services will give rise to productive inefficiency. In a contestable market such pricing encourages entry and, in some circumstances, wasteful duplication. In the context of the Port this could take the form of coal producers seeking to replicate any activity of PNO if this meant they would incur a lower resource cost or seeking to bypass PNO’s exercise of monopoly power and monopoly rents by repeatedly seeking declaration.

The ACCC argues that monopoly rents cannot be conceived as a benign transfer, since expenditure of real resources undertaken to mitigate or eliminate these rents includes social waste.

- (c) Dynamic inefficiency – absent declaration, PNO’s rational strategy would be to increase prices and restrict the volume of services, resulting in the employment of fewer capital, labour and intermediate inputs to production. Declaration would provide the incentive for PNO to increase its volume of services, resulting in the employment of more production inputs, using a cost-minimising input mix to meet this expansion in volume.²⁵¹

Council’s view

The efficient use of and operation of the infrastructure by which the Services is provided

10.47 Allocative efficiency requires that available resources be used to produce the goods and services that consumers value most. For any given good or service, allocative efficiency is achieved where marginal benefit is equal to marginal cost (adjusting for social costs/benefits that accrue to buyers and sellers external to the transaction).

10.48 The Council accepts that material allocative inefficiency (and deadweight loss) can arise where prices for a service are significantly in excess of their marginal cost of production *and* such prices lead to materially reduced consumption of the service relative to what

²⁵¹ ACCC August submission, pages 7 to 10

would occur if prices equalled marginal cost. As noted by the Productivity Commission, this can occur even where declaration of a service would not materially promote competition in a market dependent on access to this service. The Productivity Commission observed that

there can still be allocative efficiency costs from monopoly pricing even where this has no effect on competition in a downstream market, because less of the infrastructure service is produced.²⁵²

10.49 In order to be satisfied that declaration would be likely to materially promote allocative efficiency, with respect to the use of infrastructure by which the Service is provided, the Council would need to be satisfied that declaration would lead to:

(a) A decrease in the price of the Service closer to its marginal cost of production; and

(b) Such a decrease in price would lead to a material increase in use of the Service.

10.50 Importantly, if a difference in price did not lead to a difference in the use of the Service, such a difference in price would not affect allocative efficiency.

10.51 With respect to the first point, it is unclear whether prices for access to the Service, including the NSC, in a future with declaration are likely to be materially lower than prices that will be set in a future without declaration of the Service. While it is likely that an NSC set with declaration would be lower than the open access price currently offered by PNO, it is unclear if an NSC rate set with declaration would be lower than the NSC rate contained within the Deed.

10.52 Further, even if declaration of the Service were to result in a materially lower price for the Service, it is unclear whether this would lead to a material increase in consumption of the Service. This is because demand for the Service at the Port is driven by demand in the world market for coal exported from the Hunter Valley catchment, and the willingness of miners to supply into this market. With respect to these two factors, the Council notes:

(a) For the reasons expressed elsewhere in this Recommendation, the Council is not satisfied that declaration is likely to materially promote competition in the coal export market, or any of its derivative markets, such that demand for coal exported from the Hunter Valley catchment is unlikely to be different with and without declaration of the Service.

(b) The access charge represents a small proportion of the costs of supplying Hunter Valley coal into export markets. While differences in the price of access to the Service, including the NSC, with and without declaration of the Service may impact on the profitability of some marginal coal exploration/mining activities, the Council has no basis to conclude this would be likely to materially affect overall demand for (and hence usage of) the Service at the Port. To the extent it

²⁵² Productivity Commission 2013, at page 79

did, however, the Council accepts this may involve some level of allocative inefficiency.

- 10.53 Productive efficiency requires that goods and services be produced at the lowest possible cost. For a natural monopoly market, it will be less costly for one firm to serve demand than two or more firms.²⁵³
- 10.54 The Council agrees with the ACCC's submission that, in contestable markets, pricing in excess of the stand-alone cost of providing a service may motivate entry by a rival producer of a service, and that this can lead to inefficient duplication of services and productive inefficiency. However the Service is not provided in a contestable market, nor is there any evidence that any difference in the access charge in a future with and without declaration of the Service is likely to generate inefficient duplication of the Services provided by PNO at the Port. This is not to say that the Council assumes that PNO is productively efficient with respect to its provision of the Service, rather, that it is not persuaded that declaration of the service will be likely to improve productive efficiency at the Port.
- 10.55 In the first instance, and as previously noted, it is not clear that the access charge, including that of the NSC, in a future with declaration of the Service will be materially lower than that set in a future without declaration.
- 10.56 Second, even if the access charge was higher in a future without declaration of the Service, it is highly unlikely to elicit entry by a rival producer of services at the Port. This is because new entry would involve largely (or substantially) sunk investment in circumstances where PNO has already made such investment and, as noted in the Council's assessment of criterion (b), is not capacity constrained. The Council notes that a key condition for a market to be contestable is that there are zero (or low) costs of entry and exit from a market.²⁵⁴ The need to incur substantial sunk costs in order to commence providing port services in competition with PNO represents a substantial barrier to entry for any firm contemplating duplicating investment in infrastructure at the Port; and is unlikely to be overcome by any likely differences in the access charge, and in particular the NSC, with and without declaration of the Service.
- 10.57 The Council notes the ACCC's contention that wasteful duplication could occur with respect to any of the activities of PNO if prices are higher in a future with declaration than a future without. The Council accepts that activities undertaken by users at the Port to bypass particular elements of the Service could involve productive inefficiency. However, the Council has been provided with no material to indicate what specific activities associated with the provision of the Service users of the Port might seek to bypass in a future without declaration of the Service, nor how likely this would be,

²⁵³ Ibid, page 77

²⁵⁴ Baumol, William J.; Panzar, John C. and Willig, Robert D. *Contestable markets and the theory of industry structure*. New York: Harcourt Brace Jovanovich, 1982, at pages 349-350.

given the likely differences in the terms and conditions of access to the Service with and without declaration of the Service.

10.58 The Council accepts that the pursuit of opportunities to attain lower prices for access to the Service via statutory processes permitted under Part IIIA of the CCA may represent 'rent seeking' activities. The Council also notes that the present application by the NSWMC represents the third time the Council has considered whether the declaration of a service at the Port meets the requirements set out in Part IIIA of the CCA since 2015. However, the Council does not believe it would be appropriate to declare a service merely to prevent users of it repeatedly lodging applications for declaration in the future, and any consequent resource usage this might involve. There can also be no guarantee that if the Service were declared that PNO would not subsequently again seek a recommendation for revocation of the Service. Further, the ongoing processes with respect to the Glencore-PNO access dispute suggests declaration can also lead to significant expenditure by stakeholders as they seek to avail themselves of statutory processes available under the Part IIIA access regime. The Council is not persuaded that declaration of the Service is likely to lead to a substantial improvement in productive efficiency on account of a reduction in 'rent seeking' activities.

10.59 Dynamic efficiency requires the optimal allocation of resources over time as technology, the availability of inputs and consumer preferences change.²⁵⁵ For the reasons noted in this Recommendation, the Council does not consider it likely that, absent declaration, the investment decisions of PNO would be materially different to those that may be made should declaration be granted. Accordingly it is not clear that the potential loss of dynamic efficiency absent declaration would be material.

Efficiency in dependent markets

10.60 Even if declaration is unlikely to materially improve the efficient use of and operation of the Services provided at the Port, it is possible it could lead to improved efficiency in dependent markets if it leads to a material improvement in competition in these markets. As noted in *Re: Telstra (No. 3)*, there is an important causal link between increased competition and improved economic efficiency:

... competition between firms ... is desirable from a consumer perspective because it creates incentives for firms:

- To lower their prices towards their costs of production in order to attract more consumers to their businesses so that they can expand their market share; and
- To seek greater productive efficiencies (now and over time) so that they may lower their costs of production. In turn, this enables them profitably to lower prices for consumers in ways that will attract more consumers to their business in order to increase their share of the market.²⁵⁶

²⁵⁵ Productivity Commission 2013, at page 77

²⁵⁶ *Re: Telstra (No. 3)* [2007] ACompT 3 at [97].

10.61 If third party access to infrastructure services increases competition in upstream or downstream markets, prices and output in those markets should tend toward their allocatively efficient levels.²⁵⁷

10.62 As noted in its consideration of criterion (a), however, the Council considers that it is unlikely declaration of the Service would promote a material increase in competition in any of the dependent markets. Given the muted effect that declaration is likely to have on competition in these markets, it also makes it unlikely that declaration would materially promote efficiency in any of these markets.

Council's assessment of criterion (d)

10.63 In respect of the mandatory considerations in subsection 44CA(3), the Council considers that access (or increased access) to the service, on reasonable terms and conditions, as a result of declaration:

- Is unlikely to significantly affect investment in the infrastructure necessary to provide the Service as it is unclear how different (if at all) prices for the Service would be in a future with and without declaration of the Service.
- Is unlikely to significantly affect investment in dependent markets.
- Administrative and compliance costs are likely to arise both with and without declaration. On balance the Council considers that these costs are unlikely to be materially different in a future with and without declaration of the Service

10.64 The Council's view is that criterion (d) is not satisfied.

²⁵⁷ Productivity Commission 2013, page 77

11 Conclusion and recommendation

- 11.1 The Council's view, having regard to the objects of Part IIIA, is that criterion (a) and criterion (d) are not satisfied.
- 11.2 The Council considers that the requirements for declaration are not satisfied. Accordingly the Council recommends to the designated Minister that declaration not be granted.

12 Duration of declaration

- 12.1 Although the Council's assessment is that the Service not be declared, consideration has been given to the duration for which the Service should be declared, in the event that the designated Minister decides to declare the Service.
- 12.2 Section 44H(8) of the CCA requires that where a service is declared, the declaration must specify an expiry date for the declaration. The expiry date determines the duration of declaration, which can vary according to the circumstances of each application.
- 12.3 In considering the appropriate duration of declaration, the Council has regard to the importance of long term certainty for business—including access seekers, service providers and other affected parties. It also considers that a declaration should apply for long enough to ensure that the benefits expected from access are able to be realised. This requires that the rights granted by declaration be in place long enough to influence the pattern of competition in relevant dependent markets.
- 12.4 Against these considerations must be balanced the potential for technological development, reform initiatives (such as changes in legislation governing access to the relevant service) and future market evolution. Further, the Council considers that access regulation governing services, including the right granted by declaration, should be reviewed periodically. The expiry of a declaration provides such an opportunity. The Council notes that any declaration can be revoked on the recommendation of the Council (s 44J of the CCA). The Council may make such a recommendation if it considers that the declaration criteria are no longer met. This would allow the Council to reconsider a declaration recommendation in the event of a significant development that had an impact on the basis of its recommendation.
- 12.5 The NSWMC has sought declaration for a period of twenty years or longer given the long term nature of coal mines and the significant investment involved.
- 12.6 The 2016 Glencore Declaration was granted for a period of fifteen years. In lodging its application Glencore noted that this period was appropriate given the long term notice of projects in the coal industry in the Hunter Valley.²⁵⁸
- 12.7 The Council considers that should the shipping channel services at the Port of Newcastle be declared, a period of fifteen years would be appropriate. The Council considers that this term would provide certainty for parties and be sufficient to allow access seekers to realise the benefits of declaration. It would also be a sufficient period for declaration to influence the pattern of competition in dependent markets.
- 12.8 As was noted in Chapter 8, the Council considers that the Port could meet the total foreseeable demand in the market in the Relevant Term.

²⁵⁸ Glencore 2015 Application, page 33

Appendix A List of application materials and submissions

A.1 Application
New South Wales Minerals Council, Application for a declaration recommendation in relation to the Port of Newcastle dated 23 July 2020.
Annexure A: Port of Newcastle Operations Pty Limited - Port User Deed.
Annexure B: Port of Newcastle Operations Pty Limited - Producer Deed.
Annexure C: Port of Newcastle Operations Pty Limited - Vessel Agent Deed.
Annexure D: Port of Newcastle Operations Pty Limited - 2019 Schedule of Charges.
Annexure E: Port of Newcastle Operations Pty Limited - 2020 Schedule of Charges.
Annexure F: Plan of channel.
Annexure G: Synergies Economic Consulting, 23 July 2020, Port of Newcastle Operations ability and incentive to exercise market power and its impact on competition in Newcastle catchment coal tenements market dated July 2020; Provided to the Council with the NSWMC's Application.
A.2 Submissions in response to application
Australian Competition and Consumer Commission, submission to the Council dated 26 August 2020.
Bloomfield Group, submission to the Council dated 25 August 2020.
Bloomfield Group, submission to the Council dated 3 September 2020.
Glencore Coal Assets Australia Pty Ltd, submission to the Council dated 25 August 2020.
Glencore Coal Assets Australia Pty Ltd, submission to the Council dated 7 September 2020.
Malabar Coal Limited, submission to the Council dated 24 August 2020.
Malabar Resources Limited, submission to the Council dated 2 September 2020.
New South Wales Minerals Council, submission to the Council dated 5 September 2020.
[C-i-C] Port of Newcastle Operations Pty Limited, submission to the Council dated 26 August 2020 [C-i-C].
[C-i-C] Port of Newcastle Operations Pty Limited, submission to the Council dated 7 September 2020 [C-i-C].
Port Waratah Coal Services, submission to the Council dated 26 August 2020.
Yancoal Australia Ltd, submission to the Council dated 4 September 2020.
A.3 Submissions in response to Draft Recommendation
Australian Competition and Consumer Commission, submission to the Council dated 23 November 2020.
Bloomfield Group, submission to the Council dated 19 November 2020.
Glencore Coal Assets Australia Pty Ltd, submission to the Council dated 24 November 2020.
Malabar Resources Ltd, submission to the Council dated 20 November 2020.
New South Wales Minerals Council, submission to the Council dated 25 November 2020.

[C-i-C] Port of Newcastle Operations Pty Limited, submission to the Council dated 25 November 2020 [C-i-C].
A.4 Declarations and determinations
Australian Competition and Consumer Commission, 18 September 2018, Final Determination: Access dispute between Glencore Coal Assets Australia Pty Ltd and Port of Newcastle Operations Pty Ltd.
Australian Competition and Consumer Commission, 18 September 2018, Final Determination: Statement of Reasons - Access dispute between Glencore Coal Assets Australia Pty Ltd and Port of Newcastle Operations Pty Ltd.
Australian Competition and Consumer Commission, 27 August 2020, Determination: Application for authorisation AA1000473 lodged by NSW Minerals Council and mining companies.
Glencore Coal Pty Ltd, May 2015, Application for a declaration recommendation in relation to the Port of Newcastle.
Annexure A – Schedule of Pricing.
Annexure B – Calculation of Impact of Price Increase.
Annexure C – Plan of Channel.
Annexure D – Letter from Dr Rob Yeates dated 6 May 2015.
Hon. Ross Cameron MP, 29 January 2004, Statement of decision and reasons concerning the application for declaration of airside services provided by Sydney Airport Corporation Limited.
Hon. Josh Frydenberg MP, 24 September 2019, Statement confirming the deeming of the National Competition Council Recommendation.
National Competition Council, 22 July 2019, Revocation of the declaration of the shipping channel service at the Port of Newcastle: Recommendation.
National Competition Council, 2 November 2015, Declaration of the shipping channel service at the Port of Newcastle: Final recommendation.
National Competition Council, November 2003, Application by Virgin Blue for declaration of airside services at Sydney Airport: Final Recommendation.
Port of Newcastle Operations Pty Ltd, 2 July 2018, Request that declaration at the Port of Newcastle be revoked.
Queensland Competition Authority, March 2020, Final recommendations: Declaration reviews: Aurizon Network, Queensland Rail and DBCT.
Queensland Competition Authority, March 2020, Part C: DBCT declaration review.
A.5 Reports
Australian Government, 24 November 2015, Australian Government response to the Productivity Commission and Competition Policy Review recommendations on the National Access Regime.
Committee of Inquiry comprised of Professor Ian Harper (Chair), Peter Anderson, Su McCluskey and Michael O'Bryan QC, 31 March 2015, Competition Policy Review: Final Report.
Committee of Inquiry comprised of Professor Frederick G Hilmer (Chair), Mark R Rayner and Geoffrey Q Taperell, 25 August 1993, National Competition Policy Review Report.
National Competition Council, April 2018, Declaration of Services: A guide to declaration under Part IIIA of the <i>Competition and Consumer Act 2010</i> (Cth).
Productivity Commission, 25 October 2013, National Access Regime - Inquiry Report.
Productivity Commission, November 2020, Resources Sector Regulation - Study Report.

A.6 Texts
Baumol, William J, Panzar, John C and Willig, Robert D., Contestable markets and the theory of industry structure, New York: Harcourt Brace Jovanovich, 1982.
Motta, M, Competition Policy – Theory and Practice, 2004.
Tirole, J, The Theory of Industrial Organisation, 5th edition, 1992.
A.7 Tribunal and court decisions
<i>Air New Zealand Ltd v Australian Competition and Consumer Commission; PT Garuda Indonesia Ltd v Australian Competition and Consumer Commission</i> (2017) 262 CLR 207.
<i>Application by Port of Newcastle Operations Pty Ltd</i> [2019] ACompT 1.
<i>Boral Besser Masonry Limited (now Boral Masonry Ltd) v Australian Competition and Consumer Commission</i> [2003] HCA; (2003) 215 CLR 374.
<i>Glencore Coal Assets Australia Pty Ltd v Australian Competition Tribunal</i> [2020] FCAFC 145; (2020) 382 ALR 331.
<i>Port of Newcastle Operations Pty Ltd v Australian Competition Tribunal</i> [2017] FCAFC 124; (2017) 253 FCR 115.
<i>Port of Newcastle Operations Pty Limited v Australian Competition Tribunal & Ors</i> [2018] HCA Trans 55 (23 March 2018).
<i>Queensland Wire Industries v BHP</i> (1989) 167 CLR 177.
<i>Re Application by Glencore Coal Pty Ltd</i> [2016] ACompT 6.
<i>Re Fortescue Metals Group Limited</i> (2010) 271 ALR 256.
<i>Re Queensland Co-operative Milling Association Ltd</i> (1976) 8 ALR 481.
<i>Re Telstra Corporation Ltd (No. 3)</i> [2007] ACompT 3; (2007) ATPR 42-160.
<i>Re Virgin Blue Airlines Pty Limited</i> [2005] ACompT 5; (2006) ATPR 42-092.
<i>Sydney Airport Corporation Limited v Australian Competition Tribunal</i> [2006] FCAFC 146; (2006) 155 FCR 124.
<i>The Pilbara Infrastructure Pty Ltd v Australian Competition Tribunal</i> [2012] HCA 36; (2012) 246 CLR 379.
<i>Water Conservation and Irrigation Commission (NSW) v Browning</i> (1947) 74 CLR 492.
A.8 Acts and other instruments
Commercial Arbitration Act 2010 No 61 (NSW).
Competition and Consumer Act 2010 (Cth) (Vol 1).
Explanatory Memorandum, Competition and Consumer Amendment (Competition Policy Review) Bill 2017.
Ports and Maritime Administration Act 1995 (NSW).
Ports and Maritime Administration Regulation 2012 (NSW).
Queensland Government Gazette Vol 384 No 31, 1 June 2020.
A.9 Other materials
Australian Centre for International Commercial Arbitration, 1 January 2016, Incorporating Clauses for Arbitration and Mediation.

BHP, February 2020, Annual Report 2020.
Glencore plc, 3 December 2019, "2019 Investor Update".
Peabody Energy Corporation, Annual Report Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934 for the Fiscal Year Ended 31 December 2019.
Port of Newcastle Operations Pty Limited, 2018, Port Master Plan 2040.
Port of Newcastle, 13 March 2020, Schedule of Service Charges.
Port of Newcastle, April 2020, Port of Newcastle 2019 Trade Report.
State of New South Wales (Department of Regional NSW), June 2020, Strategic Statement on Coal Exploration and Mining in NSW.
Whitehaven Coal Limited, 15 August 2019, Full Year Result FY2019.
Yancoal, 2020, Investors: 2019 Full Year Results Highlights.

COMMONWEALTH OF AUSTRALIA

Competition and Consumer Act 2010 (Cth)

IN THE AUSTRALIAN COMPETITION TRIBUNAL

File Nos: ACT 2 & 3 of 2018

Re: Applications under section 44ZP of the *Competition and Consumer Act 2010* (Cth) for review of the arbitration determination by the Australian Competition and Consumer Commission in relation to an access dispute between Glencore Coal Ltd and Port of Newcastle Operations Pty Ltd.

Applicants Port of Newcastle Operations Pty Limited (ACN 165 332 990)
and
Glencore Coal Assets Australia Pty Ltd (ACN 163 821 298)

ANNEXURE CERTIFICATE

BLL-4

This is the Annexure marked "BLL-4" referred to in the affidavit of Bruce Llewellyn Lloyd affirmed at in on .

Before me:

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Witness

DECISION AND STATEMENT OF REASONS CONCERNING NEW SOUTH WALES MINERALS COUNCIL'S APPLICATION FOR DECLARATION OF CERTAIN SERVICES AT THE PORT OF NEWCASTLE

Competition and Consumer Act 2010, section 44H

BACKGROUND

Statutory provisions

Section 44F of the *Competition and Consumer Act 2010* (CCA) provides that the designated Minister, or any another person, may apply to the National Competition Council (NCC), asking the NCC to recommend that a particular service be declared.

After receiving the application, the NCC must, after having regard to the objects of the Part IIIA of the CCA, recommend to the designated Minister that the service be declared or not be declared (s 44F(2)(b)). The objects of Part IIIA are set out in section 44AA, and are as follows:

- (a) to promote the economically efficient operation of, use of and investment in the infrastructure by which services are provided, thereby promoting effective competition in upstream and downstream markets; and
- (b) to provide a framework and guiding principles to encourage a consistent approach to access regulation in each industry.

The NCC cannot recommend that a service be declared unless it is satisfied of all the declaration criteria for the service (s 44G). The declaration criteria in s 44CA(1) are:

- (a) that access (or increased access) to the service, on reasonable terms and conditions, as a result of a declaration of the service would promote a material increase in competition in at least one market (whether or not in Australia), other than the market for the service; and
- (b) that the facility that is used (or will be used) to provide the service could meet the total foreseeable demand in the market:
 - (i) over the period for which the service would be declared; and
 - (ii) at the least cost compared to any 2 or more facilities (which could include the first-mentioned facility); and
- (c) that the facility is of national significance, having regard to:
 - (i) the size of the facility; or
 - (ii) the importance of the facility to constitutional trade or commerce; or
 - (iii) the importance of the facility to the national economy; and

- (d) that access (or increased access) to the service, on reasonable terms and conditions, as a result of a declaration of the service would promote the public interest.

Section 44CA(3) requires the Minister, when considering paragraph 44CA(1)(d), to have regard to:

- (a) the effect that declaring the service would have on investment in:
 - (i) infrastructure services; and
 - (ii) markets that depend on access to the service; and
- (b) the administrative and compliance costs that would be incurred by the provider of the service if the service is declared.

On receiving a declaration recommendation, the designated Minister must either declare the service or decide not to declare it (s 44H(1)). The designated Minister must have regard to the objects of Part IIIA in making their decision (s 44H(1A)). The designated Minister cannot declare a service unless they are satisfied of all of the declaration criteria (s 44H(4)).

In the present circumstances, the designated Minister is the Commonwealth Treasurer.

Application by New South Wales Minerals Council

On 23 July 2020, the NCC received an application from the New South Wales Minerals Council (NSWMC) under section 44F(1) of the CCA (the Application) requesting that the NCC make a recommendation to declare certain services at the Port of Newcastle (the Service).

The NSWMC defined the Service provided at the Port of Newcastle as:

the provision of the right to access and use all the shipping channels and berthing facilities required for the export of coal from the Port, by virtue of which vessels may enter a Port precinct and load and unload at relevant terminals located within the Port precinct, and then depart the Port precinct.¹

The provider of the Service at the Port of Newcastle is Port of Newcastle Operations Pty Ltd (PNO).

The NCC undertook public consultation in respect of the Application. On 30 October 2020 the NCC released its Draft Recommendation, which proposed to recommend that the Services not be declared.

¹ NSWMC Application, p 17.

On 18 December 2020, following further public consultation, I received the NCC's final recommendation (the Recommendation). The NCC recommended that the Service not be declared on the basis that the criteria in paragraphs 44CA(1)(a) and (d) had not been satisfied.

DECISION

I have decided not to declare the Service.

FINDINGS AND REASONS

In making this decision, I have had regard to:

- the objects of Part IIIA;
- the declaration criteria in section 44CA of the CCA; and
- the NCC's Recommendation provided to me on 18 December 2020.

I have considered the findings and reasoning in the NCC's Recommendation, including the NCC's consideration of the submissions it received, and I accept the conclusions reached by the NCC in the Recommendation. Having considered those conclusions, I have independently decided that I am not satisfied that either paragraph 44CA(1)(a) or (d) are met.

Declaration criteria in section 44CA

Paragraph 44CA(1)(a)

Criterion (a) requires that access (or increased access) to the service, on reasonable terms and conditions, as a result of a declaration of the service would promote a material increase in competition in at least one market (whether or not in Australia), other than the market for the service.

I have considered the NCC's approach to the criterion in paragraph 44CA(1)(a) set out in paragraphs 7.2 to 7.15 of the Recommendation, and I have adopted that approach in making my decision.

I accept that there are likely to be five, functionally distinct dependent markets relevant to access to the Services. These markets are:

- a coal export market (the coal export market)
- markets for the acquisition and disposal of exploration and/or mining authorities (the tenements market)
- markets for the provision of infrastructure connected with mining operations, including rail, road, power and water (the infrastructure market)

- markets for services such as geological and drilling services, construction, operation and maintenance (the specialist services market)
- a market for the provision of shipping services involving shipping agents and vessel operators, of which ships exporting coal from the Port of Newcastle are a party (the bulk shipping market).²

The NCC also analysed the impact in the container port market.

I consider that the tenements market, the infrastructure market, the specialist services market and the bulk shipping market are derivative markets of the coal export market, taking into account the analysis contained in the NCC's Recommendation. It follows that if declaration is unlikely to promote a material increase in competition in the coal exports market, there would be unlikely to be a material increase in competition in any derivative market.³

The Port's ability and incentive to exercise market power

In determining whether criterion (a) is satisfied, I accept the following matters identified by the NCC in its Recommendation:

- The Port is a bottleneck, with Hunter Valley coal producers having no practical alternative to the Port for the export of their coal. This gives PNO considerable bargaining power over coal producers who have sunk costs in the Newcastle catchment (paragraphs 7.33-7.34 of the NCC's Recommendation)
- PNO's incentive to deny access to the Service or otherwise exercise market power is limited:
 - PNO is not vertically integrated into dependent markets in any meaningful way, and has no incentive to deny access to firms operating in dependent markets (paragraphs 7.53 and 7.72)
 - PNO is not capacity constrained at the Port, nor is it likely to become so over the foreseeable future (paragraphs 7.55 and 7.59)
 - PNO has provided an open access arrangement and offered a ten-year Deed to coal exporters wishing to use the Port (paragraph 7.72)

² These markets were outlined in NSWMC's Application. The NCC states at paragraph 7.98 that these are the same markets as those previously identified by the NCC, the Minister, the Tribunal and the Full Court of the Federal Court of Australia in relation to Glencore's 2015 Application for Declaration.

³ The NCC in its Recommendation notes the Tribunal's decision in *Re Application by Glencore Coal Pty Ltd* [2016] ACompT 6, at [139] and [157].

- The potential for regulatory intervention by the NSW Government is likely to provide a low level of constraint on PNO’s pricing absent declaration (paragraph 7.73)
- Given the importance to PNO of coal mining revenue, and its long lease, where there is the prospect of further investment and continued demand for coal export services, PNO is likely to be mindful of reputational effects caused by its pricing (paragraphs 1.24, 7.49 and 7.73)

Competition in the coal export market

In considering whether declaration would promote a material increase in competition in the coal export market, and having considered the NCC’s Recommendation, I accept the following matters:

- the NCC found that the market is likely to be effectively competitive (paragraph 7.125)
- PNO is unlikely to have an incentive to diminish competition in coal export markets or to price discriminate in a way that will inhibit coal exporters’ ability to compete (paragraphs 7.116-7.117)
- Port charges are likely to remain a comparatively small component of the cost of production and export of coal, with or without declaration (paragraphs 7.118 – 7.123)
- While there is uncertainty around the price the Tribunal will re-determine for the Navigation Service Charge (NSC) in its re-determination of the Glencore-PNO access dispute, the NCC considered that it is not clear that an NSC set with declaration will be materially different to that offered by PNO absent declaration (paragraph 7.122). In a future without declaration, users are expected to have the option of entering a long-term deed and PNO has also published open access arrangements (paragraph 7.125)
- Coal producers face uncertainty from factors other than port charges that are more likely to influence their ability to compete in export coal markets (paragraph 7.126).

The Tribunal has found that access is unlikely to promote competition in a dependent market if that market is already effectively competitive.⁴ Based on findings set out in the NCC’s Recommendation, I consider that the coal export market is already likely to be effectively competitive such that access, or increased access, to the Service, on reasonable terms and conditions, as a result of declaration would not promote a material increase in competition in that market (paragraph 7.129).

Competition in other markets

Having found above that the tenements, infrastructure, bulk shipping, and the specialist services markets are derivative of the coal export market, it follows consistent with the

⁴ *Fortescue Metals Group Limited* [2010] ACompT 2, at [1068].

NCC's findings at paragraphs 7.151 and 7.164 to 7.167 that declaration would not be likely to promote competition in those markets. I also note the NCC's finding at paragraph 7.147 that the broader coal tenements market is and is likely to remain effectively competitive with or without declaration. Further, for the reasons identified by the NCC at paragraph 7.162 and 7.163 of its Recommendation, I am not satisfied that declaration would promote a material increase in competition in the container port market.

I am not satisfied that access or increased access to the service, on reasonable terms and conditions, as a result of declaration of the Service would promote a material increase in competition in at least one market, other than the market for the Service.

Accordingly, I am not satisfied that the criterion in paragraph 44CA(1)(a) is met.

Paragraph 44CA(1)(b)

Criterion (b) requires that the facility that is used (or will be used) to provide the service could meet the total foreseeable demand in the market over the period for which the service would be declared, and at the least cost compared to any 2 or more facilities (which could include the first-mentioned facility).

I adopt the NCC's findings that this criterion is satisfied, as set out in Chapter 8 of its reasons.

Paragraph 44CA(1)(c)

Criterion (c) requires that the facility is of national significance, having regard to the size of the facility, the importance of the facility to constitutional trade or commerce, or the importance of the facility to the national economy.

I adopt the NCC's findings that this criterion is satisfied, as set out in Chapter 9 of its reasons.

Paragraph 44CA(1)(d)

Criterion (d) requires that access (or increased access) to the service, on reasonable terms and conditions, as a result of a declaration of the service would promote the public interest. Subsection 44CA(3) states that, in considering whether paragraph 44CA(1)(d) applies, the designated Minister must have regard to:

- (a) the effect that declaring the service would have on investment in:
 - (i) infrastructure services; and
 - (ii) markets that depend on access to the service; and
- (b) the administrative and compliance costs that would be incurred by the provider of the service if the service is declared.

I have considered the NCC's approach to the criterion in paragraph 44CA(1)(d) set out in Chapter 10 of the Recommendation, and I have adopted that approach in making my decision.

With respect to the effect of declaration under Part IIIA on investment in infrastructure services, I adopt the NCC's findings and reasoning at paragraphs 10.22-10.30. I also adopt its relevant reasoning and conclusion at paragraph 10.63 that declaration:

is unlikely to significantly affect investment in the infrastructure necessary to provide the Service as it is unclear how different (if at all) prices for the Service would be in a future with and without declaration of the Service.

With respect to the effect of declaration on investment, I adopt the NCC's findings and reasoning in paragraphs 10.31 to 10.38 and its conclusion at paragraph 10.63 that declaration is unlikely to significantly affect investment in dependent markets.

With respect to the administrative and compliance costs that would be incurred by the provider of the service if the Service were declared, I adopt the NCC's findings and reasoning in paragraphs 10.39-10.44. I also adopt its finding at paragraph 10.63 that administrative and compliance costs are likely to arise both in the future with, and without, declaration and that, on balance, those costs are unlikely to be materially different.

I adopt the NCC's analysis at paragraphs 10.47 to 10.62 of the impact of declaration on economic efficiency, including on the efficient use of and operation of the infrastructure by which the Service is provided, and on efficiency in dependent markets. In respect of the infrastructure by which the Service is provided, the NCC did not find that declaration was likely to lead to material improvements in productive, allocative or dynamic efficiency relative to the future absent declaration. The NCC also did not find that declaration was likely to materially promote efficiency in dependent markets.

In light of the above analysis and conclusions, I am not satisfied that access, or increased access, to the service on reasonable terms and conditions, as a result of declaration of the service would promote the public interest.

Accordingly, I am not satisfied that the criterion in paragraph 44CA(1)(d) is met.

Objects of Part IIIA of the CCA

In making my decision, I have had regard to the objects of Part IIIA, and in particular the object set out in paragraph 44AA(a). As I have referred to above, the NCC did not find that declaration was likely either to (i) materially improve productive, allocative or dynamic efficiency relative to the future absent declaration or (ii) materially promote efficiency in dependent markets. I have adopted the NCC's analysis in this regard and I am therefore satisfied that my decision is consistent with the objects of Part IIIA which are outlined above.

Conclusion

While I am satisfied that the Port facility meets the declaration criteria set out in paragraphs 44CA(1)(b) and (c), I am not satisfied that access (or increased access) to the Service, on reasonable terms and conditions, as a result of declaration of the Service would promote:

- a material increase in competition in at least one market (whether or not in Australia), other than the market for the Service, as required by paragraph 44CA(1)(a); or
- the public interest, as required by paragraph 44CA(1)(d).

Accordingly, I have decided not to declare the Service.



JOSH FRYDENBERG

Treasurer

Dated 16 February 2021



THE HON JOSH FRYDENBERG MP
TREASURER OF THE COMMONWEALTH OF AUSTRALIA



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16 February 2021

Decision on application to declare a service at Port of Newcastle

On 23 July 2020, the New South Wales Minerals Council applied to the National Competition Council (NCC) requesting that it recommend that certain services at the Port of Newcastle be declared under the National Access Regime.

Australia's National Access Regime, contained in the Competition and Consumer Act 2010 (the Act), facilitates third party access to significant infrastructure facilities.

The NCC's recommendation not to declare the service was received on 18 December 2020. Under the Act, the relevant Minister has 60 days to consider the NCC's recommendation.

Consistent with the NCC's recommendation, I have decided not to declare the service under the National Access Regime.

The NCC's final recommendation, my decision and reasons are available on the [NCC website](#).

As a separate matter, I am aware that processes relating to Australia's National Access Regime have in the past had the potential to take many years to reach a conclusion. The National Access Regime exists to promote the economically efficient operation and investment in infrastructure.

It has become apparent that the National Access Regime could benefit from an examination to ascertain whether the length of time that processes under the Regime can take is appropriate and consistent with this objective.

I have tasked the Department of the Treasury with undertaking that examination and reporting to me in the first half of this year.

COMMONWEALTH OF AUSTRALIA
Competition and Consumer Act 2010 (Cth)

IN THE AUSTRALIAN COMPETITION TRIBUNAL

File Nos: ACT 2 & 3 of 2018

Re: Applications under section 44ZP of the *Competition and Consumer Act 2010* (Cth) for review of the arbitration determination by the Australian Competition and Consumer Commission in relation to an access dispute between Glencore Coal Ltd and Port of Newcastle Operations Pty Ltd.

Applicants Port of Newcastle Operations Pty Limited (ACN 165 332 990)
and
Glencore Coal Assets Australia Pty Ltd (ACN 163 821 298)

ANNEXURE CERTIFICATE
BLL-2

This is the Annexure marked "BLL-2" referred to in the affidavit of Bruce Llewellyn Lloyd affirmed at Sydney in New South Wales on 25 February 2021.

Before me:



.....

Witness

COMMONWEALTH OF AUSTRALIA
Competition and Consumer Act 2010 (Cth)

IN THE AUSTRALIAN COMPETITION TRIBUNAL

File Nos: ACT 2 & 3 of 2018

Re: Applications under section 44ZP of the *Competition and Consumer Act 2010* (Cth) for review of the arbitration determination by the Australian Competition and Consumer Commission in relation to an access dispute between Glencore Coal Ltd and Port of Newcastle Operations Pty Ltd.

Applicants Port of Newcastle Operations Pty Limited (ACN 165 332 990)
and
Glencore Coal Assets Australia Pty Ltd (ACN 163 821 298)

AFFIDAVIT

I, Gabriella Sainsbury, of Level 4, 251 Wharf Road, Newcastle in the State of New South Wales, lawyer, affirm as follows:

1. I am Deputy General Counsel and Assistant Company Secretary for Port of Newcastle Operations Pty Limited (**PNO**). I am authorised to make this affidavit on PNO's behalf.
2. Except where otherwise indicated, I make this affidavit from my own knowledge acquired from my personal experience, and from my examination of certain documents and records of PNO which are made and kept in the normal course of, and for the purposes of, the business of PNO. Where I depose to matters from information or belief, I believe those matters to be true.
3. I make this affidavit in relation to paragraph 2 of the notice issued by the tribunal under s 44ZZOAAA(5) of the *Competition and Consumer Act 2010* (Cth) (**CCA**), dated [REDACTED].

Qualifications and experience

4. I have worked at PNO since April 2018, initially on a full-time secondment from an external law firm. I have held my current role as Deputy General Counsel and Assistant Company Secretary at PNO since 1 July 2019. As Deputy General Counsel, I report to the General Counsel, and lead PNO's legal services division comprised of employed solicitors, secondees and external legal engagements.
5. Together with the General Counsel, I have been responsible for leading PNO's pricing strategy from a legal perspective. My role in relation to PNO's pricing strategy has included:
 - a. working on the establishment and publication on PNO's website of the standard terms of use of the channel and berthing facilities of the Port of Newcastle (**Port**) by the owner, operator or charterer of a vessel; and
 - b. negotiations in late 2019 and early 2020 and more recently liaising with the agents of vessel operators using the Port in respect of proposed long term bilateral discounted pricing arrangements in respect of navigation service charges.

Relevant charges at the Port

6. Pursuant to s 50 of the *Ports and Maritime Administration Act 1995* (NSW) (**PAMA Act**), PNO charges a navigation service charge for all vessels (including coal vessels) which enter the Port.
7. Up to 31 December 2019 this charge was imposed on vessel owners or charterers (vessel operators) of vessels which enter the Port. Approximately 2,300 vessels visited the Port in 2019, of which approximately 1,800 were coal vessels.
8. These coal vessels were operated by a number of different vessel operators, including Cosco Shipping (China), Hyundai Glovis (South Korea) and K-Line (Japan).
9. Each time a vessel enters the Port, the vessel operator enters into a contract by conduct with PNO for use of the shipping channels containing PNO's published standard terms and conditions, including the applicable navigation service charge. This contract is a single visit contract that covers the duration of the vessel's visit to the Port.
10. On or about 16 December 2019, PNO established open access arrangements for the terms of access to the Port's channel and berthing facilities by the owners, operators or charters of vessels (**vessel operators**). PNO has published on its website standard terms governing use of the channels by vessel operators pursuant to these open access arrangements. A copy of the current relevant terms is annexed and marked **GS-1**.

11. On a day-to-day basis, PNO does not deal directly with vessel operators, but rather deals with agents, known as “ships’ agents”, that act on behalf of vessel operators. Before vessels enter the Port, the relevant ships’ agent submits details pertaining to the visit to the Port. After vessels leave the Port, PNO issues invoices to ships’ agents, on behalf of vessel operators, for the payment of charges at the Port payable by those vessel operators. Those ships’ agents pay the invoiced charges on behalf of the vessel operators.
12. The navigation service charge payable by vessel operators of coal vessels is fixed and payable according to the gross tonnage of a vessel that enters the Port and uses the channels, referred to in the Schedule of Service Charges in Annexure GS1 to this affidavit as “Vessel Gross Tonnage (GT)”. GT refers to the capacity of the vessel using the channel, and not the volume of coal or other cargo which might be loaded onto the vessel during its visit at the Port.

Bilateral Access Deeds

13. In recent years, ten different ships’ agents have represented the vessel operators of all the coal vessels that have used the Port.
14. Pursuant to section 67 of the PAMA Act, PNO has entered into deeds of ten years in duration with each of these ten ships’ agents (**Bilateral Access Deeds**). The effect of the Deeds is to amend in part the standard terms governing use of the channels by vessel operators PNO has published on its website.
15. As a result of entering into the Bilateral Access Deeds, the operators of all coal vessels which have visited the Port since 1 January 2020 (who each had appointed one of these ships’ agents):
 - a. were not liable to pay the navigation service charge established by PNO under s 51 of the PAMA Act and published on its website with effect from 1 January 2020 of \$1.04 per GT;
 - b. instead were liable to pay and since 1 January 2020 have paid, through their agents, an amount of \$0.81 per GT (as at 1 January 2020, indexed annually) under s 67 of the PAMA Act; and
 - c. have not paid any navigation services charges to PNO under s 51 of the PAMA Act since 1 January 2020.

16. Approximately 2,200 vessels visited the Port in 2020, of which approximately 1,750 (approximately 80%) were coal vessels. These coal vessels were operated by a number of different vessel operators, such as those listed in paragraph 8 above. Pursuant to those Bilateral Access Deeds, each ships' agent warranted they will be acting as agent for vessel operators covered under the Bilateral Access Deed for their visit to the Port, and that they have disclosed to those vessel operators, and will have the power and authority to bind those vessel operators to, the terms of the Bilateral Access Deed for their visit to the Port. These Bilateral Access Deeds took effect from 1 January 2020.
17. The Bilateral Access Deeds entered into with the ship's agents are all in identical terms (save as to party names) and are in the form of the template vessel agent deed which has been published on PNO's website. A copy of that deed is annexed and marked **GS2**.

AFFIRMED by the deponent
at in
on

Before me:

Signature of deponent

Competition and Consumer Act 2010 (Cth)

File Nos: ACT 2 & 3 of 2018

Re: Applications under section 44ZP of the *Competition and Consumer Act 2010* (Cth) for review of the arbitration determination by the Australian Competition and Consumer Commission in relation to an access dispute between Glencore Coal Ltd and Port of Newcastle Operations Pty Ltd.

Applicants Port of Newcastle Operations Pty Limited (ACN 165 332 990)
and
Glencore Coal Assets Australia Pty Ltd (ACN 163 821 298)

GS-1

This is the Annexure marked "GS-1" referred to in the affidavit of Gabriella Sainsbury affirmed at _____ in _____ on _____.

Before me:

.....

Witness

VESSEL BERTHING APPLICATION FORM

Vessels entering the port channel will be bound by PON's terms and conditions of access available on [PON's website here](#).

Vessel Details		
Name of Vessel		
IMO Number		
International Ship Security Certificate	Number	Expiry Date
Vessel Email Address		
Vessel Length Over All - LOA		
Bow to Bridge Measurement		
Bow to Gangway Measurement		
Helicopter Compliant		
Visit Details		
Vessel Inwards Agent		
Vessel Outwards Agent		
Visit Purpose (Loading/Discharging)		
Estimated Time of Arrival - ETA		
Cargo Type		
Through Cargo		
Towage Service Provider	Svitzer / Smit Lamnalco	
Last Port / Next Port after Newcastle	Last:	Next:
Arrival Details		
Berth		
Side to		
Bridge Mark if applicable		
Entry Draught	Fwd:	Aft:
Displacement		
In Ballast		
Departure Details		
Departure Draught	Fwd:	Aft:
Displacement		
In Ballast		

This vessel is accepted into this security regulated port under the provisions of the Maritime Transport and Offshores Facilities Security Act and Regulations 2003 (the Act) on the basis that the Designated Authority for Australia, the Aviation and Maritime Security (AMS) Division, has not provided advice to this port that this vessel cannot be accepted for security reasons. This port will not accept any liability resulting from any decisions either made or not made or advice given or not given by AMS on security matters under the Act 2003.

The Vessel Master shall fully complete this form and submit it for processing via the vessel agent at the earliest possible convenience. The vessel agent shall submit this form to Port of Newcastle operations by email (scheduling@portofnewcastle.com.au) for coal vessels or by data entry using the [C-PORTS](#) system on the Port Authority of NSW website for all other vessels no later than 48 hours prior to the vessels stated ETA.

Port of Newcastle will not accept any vessel movement booking without a completed application form.

Version: 10 June 2020

Vessel Standard Terms and Conditions

Version 1

These Vessel Standard Terms and Conditions are the terms and conditions under which a Vessel may access and use the Port Channel, Facilities and Services. If the Vessel Operator does not agree to be bound by these Terms and Conditions, the Vessel must not enter the Port Channel.

PON may change these terms and conditions by publishing the varied terms and conditions on its website at <https://www.portofnewcastle.com.au/> not later than 10 Business Days before the variation is proposed to take effect. Each Vessel Operator is responsible for reviewing PON's website from time-to-time to ensure it is aware of the current version of these terms and conditions.

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PORT OF NEWCASTLE

VESSEL STANDARD TERMS AND CONDITIONS

1. SCOPE OF TERMS AND CONDITIONS

1.1 Application

These Terms and Conditions apply to the entry of Vessels to the Port Channel and to the use by Vessels of Facilities and Services provided by PON.

1.2 Vessel Berthing Application and other matters to be addressed prior to entering the Port Channel

- (a) As soon as practicable and in any event not later than 48 hours before entering the Port Channel, the Vessel Operator (or its Agent) must complete and submit to PON and PANSW via cPorts a Vessel Berthing Application and must not proceed to enter the Port Channel unless the Vessel Operator (or its Agent) has:
 - (i) been notified via cPorts that the Vessel has been scheduled to enter the Port Channel and berth at the Port (and then only enter in accordance with such scheduling);
 - (ii) provided to PON any Security Deposit notified by PON for the purposes of clause 7; and
 - (iii) if requested by PON, provided evidence to PON that the insurances held in respect of the Vessel satisfy the requirements of clause 11.15.
- (b) A Vessel Berthing Application must be submitted by the Vessel Operator (or its Agent) for each proposed inward bound visit by a vessel to the Port Channel.

1.3 PAMA rights

PON's rights under these Terms and Conditions and the Contract are in addition to, and not in derogation of, PON's rights under the PAMA, the *Admiralty Act 1988* (Cth) or any other statutory right of PON.

1.4 Capitalised terms and interpretation

Capitalised terms in these Terms and Conditions have the meaning given in clause 24.1 and the rules for interpretation of these Terms and Conditions are set out in clause 24.2.

2. BINDING CONTRACT

2.1 Formation of Contract

- (a) A contract will automatically bind the Vessel Operator and PON with respect to the Vessel's entry to and use of the Port as soon as the Vessel enters the Port Channel. The Contract will comprise the documents listed in clause 4, in the order of precedence set out in clause 4.
- (b) If the Vessel Operator does not agree to be bound by the terms of the Contract, the Vessel must not enter the Port Channel.

- (c) The Contract will commence when the Vessel enters the Port Channel and will, subject to clause 19, end at the conclusion of the Access Period.
- (d) The Vessel Operator must comply with, and ensure that its Personnel comply with, the obligations imposed on the Vessel Operator under the Contract.

2.2 Variation

The Contract cannot be varied unless a variation to the Contract is provided for in any Special Conditions or made by PON pursuant to clause 23.4.

3. SPECIAL CONDITIONS

- (a) Without limiting PON's rights under clause 23.4, PON and the Vessel Operator (or any person with authority to act on behalf of such entity) may agree to vary these Terms and Conditions, including any fees or charges specified in the Schedule of Service Charges, by written agreement between PON and any entity comprising the Vessel Operator (or any person with authority to act on behalf of such entity) **(Special Conditions)**.
- (b) These Terms and Conditions and the Schedule of Service Charges will apply to the Vessel Operator subject to any variations provided for in any such Special Conditions.

4. PRECEDENCE

To the extent of any inconsistency between the provisions of any of the Contract documents such inconsistency must be resolved by applying the documents in the following order of precedence:

- (a) first, any Special Conditions;
- (b) second, these Terms and Conditions;
- (c) third, the Vessel Berthing Application;
- (d) fourth, the Passenger Ship Booking Request Form (if applicable); and
- (e) then the Port Rules.

5. FEES AND CHARGES

5.1 Fees and Charges

The Vessel Operator must pay to PON (or must ensure that its Agent pays to PON) all Fees and Charges invoiced by PON to the Vessel Operator arising out of the Vessel's visit to the Port.

5.2 Variation of Fees and Charges

PON may vary the Fees and Charges provided that it has published notice of the proposed change on its website at least 10 Business Days before the variation is proposed to take effect.

5.3 Forward price path

Without limiting clause 5.2, PON may, in its absolute discretion, publish on its website a forward price path setting out proposed future price variations for any Fees or Charges **(Published Future Price Path)**. In varying any Fees and Charges pursuant to clause 5.2, PON will have due regard to any applicable Published Future Price Path.

5.4 GST

Unless expressly stated otherwise, all Fees and Charges and all consideration to be provided under the Contract are exclusive of GST. If GST is payable on any supply made by PON under the Contract, then unless the consideration for that supply is expressly stated to be inclusive of GST, the Vessel Operator will pay to PON (or must ensure that its Agent or other party required to provide consideration for that supply pays to PON) an additional amount equal to the GST payable on the supply. The additional amount must be paid at the same time as the first part of any consideration is provided for that supply. PON will issue a tax invoice in respect of any taxable supply it makes under the Contract. Words and expressions used in this clause 5.4 which have a defined meaning in the *A New Tax System (Goods and Services Tax) Act 1999* (Cth) (**GST Act**) have the same meaning in this clause as in the GST Act.

5.5 PAMA charges

To the extent that a Fee or Charge is expressed in the Schedule of Service Charges to be a fee or charge fixed by PON under Part 5 of the PAMA (**PAMA Charges**), for the avoidance of any doubt, those PAMA Charges are so fixed by PON under Part 5 of the PAMA and the Contract does not displace such determinations for the purposes of section 67 of the PAMA.

6. PAYMENT

6.1 Time for payment

All Fees and Charges payable to PON by the Vessel Operator arising out of the Vessel's visit to the Port must be paid to PON in full within 7 days of the date of PON's invoice.

6.2 No set-off or deduction

All such invoiced monies payable to PON must be paid by the Vessel Operator without any discount, deduction, counterclaim or set-off (whether legal or equitable) and regardless of any dispute (including any Contract Dispute) between PON and the Vessel Operator (or its Agent).

6.3 Late payment

If any amounts payable by the Vessel Operator to PON are not paid by the due date, the Vessel Operator must pay to PON, by way of liquidated damages, interest accruing daily at the Default Rate on the amount outstanding calculated daily from the due date until payment is made in full. The Vessel Operator must indemnify PON for all amounts, including legal fees and costs, on an indemnity basis, incurred by PON associated with the recovery of any amounts owing by the Vessel Operator to PON under or in connection with the Vessel's visit to the Port. Such amounts are a debt due and payable to PON.

6.4 Manner of payment

The Vessel Operator must ensure that all payments required to be made under the Contract are made by:

- (a) direct transfer or immediately available funds by the due date for payment to the bank account nominated in writing by PON; or
- (b) any other method of payment approved by PON in writing provided that payment is made no later than 3 Business Days before the due date for payment.

6.5 Payment by Agent

Any payment to be made by the Vessel Operator to PON under the Contract may be satisfied by the Agent making the relevant payment to PON in full.

6.6 Approved credit agreements

If the Vessel Operator or its Agent has been granted credit pursuant to any approved credit agreement issued by PON from time to time, then payment by the Vessel Operator or its Agent may be made in accordance with the terms of credit established under that credit agreement.

7. SECURITY DEPOSIT

The Vessel Operator acknowledges and agrees that PON may require the Vessel Operator to lodge a Security Deposit with PON in accordance with, and on the terms of, Schedule 1.

8. ACCESS TO AND USE OF FACILITIES AND SERVICES

8.1 Access to Port Channel, Facilities and Services

(a) PON undertakes to:

- (i) grant the Vessel access to the Port Channel;
- (ii) allocate the Vessel a berth in the Port; and
- (iii) grant the Vessel access to and use of Facilities and Services,

for the Permitted Use and subject to the terms and conditions of this Contract (including subject to clause 10 and Schedule 3 if the Vessel is seeking to berth at a Common User Wharf).

(b) The Vessel Operator must not use the Port Channel or any Facilities or Services for any purposes during the Access Period other than for the Permitted Use.

(c) Without limiting PON's rights under section 72 of the PAMA to withhold or withdraw the provision of Services or Facilities, if the Vessel Operator has failed to pay any Fees or Charges payable to PON when due in respect of any prior access to or use of the Port Channel or any Facilities or Services and either:

- (i) any Security Deposit held by PON in respect of the Vessel Operator is insufficient to cover the amount unpaid; or
- (ii) PON does not hold a Security Deposit at the relevant time in respect of the Vessel Operator,

PON may withhold or withdraw access for the Vessel to the Port Channel and any Facilities or Services until such outstanding monies have been paid to PON in full.

(d) The Vessel Operator acknowledges and agrees that the rights conferred upon it by the Contract for the Vessel to access and use the Port Channel and relevant Facilities and Services may not be transferred or assigned by the Vessel Operator to any other party without the prior written consent of PON.

8.2 Comply with Port Rules, PON directions and best industry practice

The Vessel Operator must ensure that it and its Personnel comply with:

- (a) the Port Rules;
- (b) all directions given by PON in connection with the Vessel's visit to the Port;
- (c) all directions given by any relevant Authority or officer (including the Harbour Master and PANSW) in connection with the Vessel's visit to the Port;

- (d) all operational, work health and safety and environmental policies and procedures of PON (including without limitation the Port Rules) that are advised to the Vessel Operator or published on PON's website from time to time; and
- (e) best industry practice in the conduct of the Vessel's activities in the Port.

8.3 No interest in Facilities, Services, the Port Channel or waters

Nothing in these Terms and Conditions will create any licence, tenancy, estate or proprietary interest of any kind for the Vessel Operator in or over any Facilities or Services, the Port Channel or any other waters within the Port Boundaries.

8.4 Availability, suitability and withdrawal of Facilities and Services

- (a) Notwithstanding any other provision of the Contract, entry to the Port and allocation of Facilities or Services by PON as requested by the Vessel Operator or its Agent will always be subject to availability of those Facilities and Services (as determined by PON in its absolute discretion).
- (b) Without limiting PON's rights under section 72 of the PAMA to withhold or withdraw the provision of Facilities or Services, if:
 - (i) PON considers it necessary to do so to ensure safety, security, Port operational efficiency or compliance with any Regulatory Requirements or with relevant industry standards;
 - (ii) the Vessel Operator has failed to comply with the terms of the Contract; or
 - (iii) the Vessel is unable to be loaded or unloaded,
 then PON may at any time withdraw, suspend, reallocate, terminate or otherwise vary or modify any access or usage rights to the Port Channel or any Facilities or Services that have been granted in respect of the Vessel, including directing the Vessel to leave a berth or the Port Channel.
- (c) If PON exercises any of its rights under clause 8.1(c) or clause 8.4(b), nothing will relieve the Vessel Operator from liability to pay any Fees and Charges or any other amount payable by the Vessel Operator arising from the Vessel's visit to the Port already accrued or incurred and nothing will entitle the Vessel Operator to any compensation for any Claim, Liability, damage, demurrage, delay or inconvenience suffered.
- (d) The Vessel Operator acknowledges and agrees that PON has made no representation and gives no warranty concerning the adequacy or suitability of the Port, the Port Channel or any Facility or Service for the Vessel or the use intended by the Vessel Operator. Any details, information or guidance provided by PON or its Personnel regarding the capability, capacity or specifications of any Facilities or Services are provided for general guidance only and PON does not assume any duty of care to the Vessel Operator to consider or review such details, information or guidance for accuracy or suitability for the specific requirements of the Vessel or the Vessel Operator.

8.5 Additional Facilities or Services

In addition to those Facilities or Services for which Fees or Charges are levied under the Schedule of Charges, other or additional Facilities and Services must be utilised in respect of the Vessel at the direction of PON (and may be charged by PON to the Vessel Operator) in circumstances where PON considers the use of additional or alternative Facilities or Services

is necessary to ensure safety, security, Port operational efficiency or compliance with any Regulatory Requirements or with relevant industry standards.

9. CHANNEL ENTRY AND BERTHING ORDER

9.1 Order of entry and departure

- (a) The Vessel Operator acknowledges and agrees that PON will allocate (and may change) in its absolute discretion the order of Port Channel access (entry and departure) for the Vessel and/or berthing of the Vessel or access to the Facilities and Services.
- (b) In general (but subject always to PON's absolute discretion, clause 10 and Schedule 3 in respect of Common User Wharves and the other provisions of this clause), Port Channel access (entry and departure) and/or berthing priority will be based on:
 - (i) Port safety and security;
 - (ii) Port operational efficiency;
 - (iii) the order of arrival at the pilot boarding ground or designated anchorage providing:
 - A. the order of arrival is not inconsistent with the details provided to PON in the Vessel Berthing Application;
 - B. the Vessel is ready to commence loading or unloading its nominated cargo immediately upon arrival at berth; and
 - C. the Vessel is able to work its nominated cargo at a loading or unloading rate commensurate with the design capacity of the Facilities or Services; and
 - (iv) subject always to the Port Rules.

9.2 PON's discretion

Without limiting PON's absolute discretion under clause 9.1, the general priority order may not, at PON's absolute discretion, apply where:

- (a) agreement is reached between PON and any vessel operator to change the berthing order or give a vessel priority berthing rights;
- (b) the Vessel's cargo cannot be worked at a loading or unloading rate equal to the design capacity of the Facility or Services;
- (c) a condition survey of the Vessel (where required) has not been passed or where the Vessel is deemed non-working by PON or an Authority; or
- (d) any Special Conditions provide otherwise.

9.3 PANSW guidelines

Port Channel access (entry and departure) and berthing must also be undertaken in accordance with applicable ship handling safety and other guidelines published by PANSW from time to time.

9.4 Condition survey

If the Vessel requires a condition survey prior to the commencement of cargo operations, the Vessel Operator must ensure that the survey is completed prior to the Vessel's arrival at the anchorage or at a berth. If the Vessel fails to pass a condition survey it will lose its berthing priority and, if alongside, must be moved at the Vessel Operator's own cost as soon as possible after being directed to move by PON or the Harbour Master. All costs and expenses incurred by PON in relation to this clause 9.4 (including the Vessel Operator's failure to comply with clause 9.4 or the Vessel not passing a condition survey) must be paid for by the Vessel Operator on demand by PON as a debt due and payable to PON within 7 days of the date of PON's invoice.

9.5 Completion of cargo operations

Without limiting clause 8.2, if the Vessel has completed cargo operations and requires further work, or is waiting for a tide to sail, the Vessel will have no right to the berth and must be moved at the Vessel Operator's cost if so directed by PON or the Harbour Master.

10. USE OF COMMON USER WHARF

If the Vessel is scheduled by PON to access and use a Common User Wharf, the provisions in Schedule 3 will, in addition to the other terms of the Contract, apply to the Vessel's access to and use of the Common User Wharf and applicable Facilities and Services.

11. OTHER OBLIGATIONS

11.1 No damage or alterations

The Vessel Operator must ensure that it and its Personnel do not:

- (a) cause any damage, loss or destruction to any Facilities or Services or anything else within the Port; or
- (b) make any alterations or additions (including installation of any fixed plant or equipment) to any Facilities or Services.

11.2 Notification of damage or injury

- (a) As soon as practicable after the Vessel Operator, its Agent or any of its Personnel becomes aware of any:
 - (i) damage, loss or destruction to any Facilities or Services;
 - (ii) injury to or death of any person at, or in the vicinity of, any Facilities or during the course of the provision of any Services; or
 - (iii) circumstances likely to cause any such damage, loss, destruction, injury or death,the Vessel Operator (or its Agent) must, without limiting its obligations under clause 13.2(c), notify PON and PANSW of such damage, loss, destruction, injury, death or circumstances.
- (b) Within 72 hours after the Vessel Operator gives notice in accordance with clause 11.2(a) the Vessel Operator must lodge a detailed written report with PON and PANSW in respect of the event or other circumstance referred to in clause 11.1.

11.3 Maintenance and repair

The Vessel Operator must ensure that any Facilities or Services used by the Vessel are used in such a manner as to maintain their good condition and state of repair (having regard to their

age and general condition) and the Vessel Operator must ensure that any Facilities or Services used are left in a good, clean and operational condition after use.

11.4 Rectification of damage

Without limiting the indemnity provided by the Vessel Operator under clause 16.2, if any Facilities or Services are not left in the condition and state of repair required by clause 11.3, PON may:

- (a) direct the Vessel Operator, at the cost of the Vessel Operator, to return the Facility or Service to the condition required under clause 11.3 and to provide evidence (via an independent report or other means) that it has returned the Facility or Service to the condition required under clause 11.3; and/or
- (b) carry out any work necessary to restore the Facilities or Services to the condition required under clause 11.3, and all costs and expenses incurred by PON in respect of such work (including PON internal costs) must be paid for by the Vessel Operator on demand by PON as a debt due and payable to PON within 7 days of the date of PON's invoice.

11.5 Professional standards

- (a) The Vessel Operator must ensure that all shipping activities and work carried out on the Vessel in or around the Port in connection with the Vessel's visit are carried out:
 - (i) by Personnel who are fit for work and possess the appropriate training, experience and qualifications to do the work; and
 - (ii) with a high degree of skill, competence and professionalism at all times.
- (b) The Vessel Operator acknowledges and agrees that it is responsible for the acts and omissions of its Personnel in respect of the Vessel's visit to the Port.

11.6 Third party service providers

- (a) The Vessel Operator must not:
 - (i) engage a third party to provide stevedoring services in respect of the Vessel unless that third party has been licensed by PON to provide stevedoring services; or
 - (ii) engage a third party to provide any other services in respect of the Vessel or its cargo when the Vessel is in the Port unless:
 - A. the third party holds all permits, licences or approvals that may be required from time to time under any Law to provide those services; and
 - B. PON has, subject to clause 11.6(b), given its prior written consent to that third party providing those services, provided that PON consent will not be required for tradespersons performing minor works on board the Vessel.
- (b) If requested by PON, the Vessel Operator must provide to PON evidence that any third party service provider referred to in clause 11.6(a) holds any permit, licence or approval as may be required by Law to provide the relevant services, prior to PON giving its consent under clause 11.6(a).

11.7 No interference with other users

The Vessel Operator must ensure that it and its Personnel do not obstruct or cause any interference to PON, PANSW or anyone else lawfully using the Port.

11.8 Not to cause Pollution Incidents, Environmental Hazards or Contamination

- (a) The Vessel Operator must ensure that it and its Personnel do not cause any Pollution Incident, Environmental Hazard or Contamination of any kind arising from the Vessel Activities (**Environmental Incident**).
- (b) Without limiting the Vessel Operator's obligations under clause 11.8(a), the Vessel Operator must as soon as possible after the Vessel Operator or its Personnel becomes aware of any Environmental Incident, give PON and PANSW notice of the occurrence of such Environmental Incident (followed by written notice given to PON not later than 24 hours after the initial notification to PON).
- (c) Promptly and in any event not later than 48 hours after the Vessel Operator or any of its Personnel receives any notices or legal proceedings in respect of any Environmental Incident, including notices or proceedings issued by any Authority, the Vessel Operator must give written notice to PON and PANSW of the issue of that notice or legal proceedings, together with a copy of such notice or proceedings. The Vessel Operator and its Personnel must comply with any and all statutory notices referred to in this clause 11.8(c) and the Vessel Operator is liable for any costs of compliance with such statutory notices.

11.9 Obligation to clean-up

- (a) Without limiting the Vessel Operator's obligations under clause 16.2, the Vessel Operator must, at its expense, clean-up and otherwise address or rectify any Environmental Incident and the cause of the Environmental Incident, including in accordance with any direction issued by PON, PANSW or any Authority and within the timeframe specified in the direction.
- (b) PON may, at its absolute discretion and at the Vessel Operator's cost, engage an environmental auditor in respect of an Environmental Incident.
- (c) Without limiting the Vessel Operator's obligations under clause 16.2, if the Vessel Operator fails to clean-up and otherwise address or rectify any Environmental Incident or the cause of the Environmental Incident, including in accordance with any direction or notice issued by PON, PANSW or any Authority within the timeframe specified in the direction or notice, PON may at its absolute discretion take such actions or steps as it considers necessary to clean-up or address or rectify the Environmental Incident or the cause of the Environmental Incident. All costs and expenses incurred by PON under this clause 11.9(c) must be paid for by the Vessel Operator on demand by PON as a debt due and payable to PON within 7 days of the date of PON's invoice.

11.10 Induction

The Vessel Operator must:

- (a) ensure that it and its Personnel undertake any PON induction briefings or courses as and when required by PON in relation to anything connected with the Vessel's visit to the Port or as set out in the Port Rules; and
- (b) pay such fees as PON may prescribe from time to time for attendances of the Vessel Operator and its Personnel at such induction briefings or courses.

11.11 Compliance with Regulatory Requirements

- (a) The Vessel Operator must ensure that it and its Personnel comply with all Regulatory Requirements relating to the Vessel, its Personnel, its access to the Port and its use of the Facilities and Services, including paying any charges or other amounts payable pursuant to any such Regulatory Requirements from time to time.
- (b) Without limiting the Vessel Operator's obligations under clause 16.2, if PON incurs costs or expenses as a result of complying with any Regulatory Requirement in relation to the Vessel, including costs or expenses incurred in connection with the provision of security for the protection of people and property or other services related to the protection of people and property, then all such costs and expenses incurred by PON must be paid for by the Vessel Operator on demand by PON as a debt due and payable to PON within 7 days of the date of PON's invoice.
- (c) The Vessel Operator must ensure that the acts or omissions of the Vessel Operator or any Personnel of the Vessel Operator in respect of the Vessel's visit to the Port do not cause or contribute to PON contravening any Regulatory Requirement. If any act or omission of the Vessel Operator or any Personnel of the Vessel Operator in respect of the Vessel's visit to the Port causes or contributes to PON contravening any Regulatory Requirement, PON may notify the Vessel Operator of the relevant act or omission and breach and the Vessel Operator must (without limiting PON's rights or the Vessel Operator's obligations under clause 16) promptly take such steps and actions as PON may direct in its notice to cease the relevant act or omission and/or rectify the contravention at the Vessel Operator's cost and expense.

11.12 Biosecurity, ballast water management and cargo residues

Without limiting its obligations under clause 11.11, the Vessel Operator must ensure that it and its Personnel comply with:

- (a) the requirements of the *Biosecurity Act 2015* (Cth) in regard to ballast water management and discharge, anti-fouling and in-water cleaning and other biosecurity requirements in respect of the Vessel's visit to the Port, including the reporting of biosecurity incidents;
- (b) the requirements of the *Protection of the Sea (Prevention of Pollution from Ships) Act 1983* (Cth) and applicable MARPOL requirements regarding the prevention of pollution from the Vessel in its visit to the Port; and
- (c) any directions provided by PON, AMSA or any other Authority regarding the management or discharge of ballast water, waste, garbage or pollution from the Vessel, in-water cleaning or any biosecurity or biofouling incident.

11.13 Dangerous cargo

The Vessel Operator undertakes to ensure that the Vessel does not enter the Port Channel with any Known Dangerous Cargo without prior to arrival in the Port Boundaries:

- (a) giving written notice to PANSW and PON of the details and nature of the Known Dangerous Cargo as required by PANSW or pursuant to any applicable Laws; and
- (b) ensuring that the Known Dangerous Cargo and its container or other outside covering is appropriately marked as required by any applicable Laws and indicating that it requires special care by any person or stevedore who moves or handles it.

11.14 Access to Vessel

- (a) The Vessel Operator must, upon request from PON at any time during the Access Period, give:

- (i) authorised Personnel of PON; and
- (ii) other persons authorised by PON under the *Marine Safety Act 1998* (NSW),

access to the Vessel to check and monitor the Vessel Operator's compliance with its obligations under these Terms and Conditions or any Regulatory Requirement, subject to:

- (iii) those persons carrying appropriate photo ID at all times; and
 - (iv) compliance by PON with the reasonable requirements of the master of the Vessel.
- (b) The Vessel Operator must ensure that PON is given prompt access to any information that is requested by PON to calculate and issue any invoice for Fees and Charges arising from the Vessel's visit to the Port and to check and monitor the Vessel Operator's compliance with its obligations under these Terms and Conditions or any Regulatory Requirement.
 - (c) The Vessel Operator must in the event of any emergency, accident or security situation, provide authorised Personnel of PON and any relevant Authority, including NSW Police, the Australian Federal Police and medical and emergency services, with reasonable and prompt access to the Vessel and any Facilities or Services being used by the Vessel.

11.15 Insurance

- (a) The Vessel Operator must:
 - (i) ensure that the Vessel is entered with a P&I Club for:
 - A. P&I Cover;
 - B. hull and machinery liabilities; and
 - C. pollution and oil spill liabilities;

on the terms commonly provided by the 'International Group of Protection and Indemnity Clubs' for a vessel of a type which is the same or substantially similar to the Vessel type and for amounts not less than the minimum amount calculated in accordance with the *Convention on Limitation of liability for Maritime Claims 1976* and that the Vessel continues to be covered on those terms for at least the duration of the Access Period; and
 - (ii) effect and maintain such other insurances as the Vessel Operator is required to hold under any Law.
- (b) As a pre-condition to being scheduled to enter the Port Channel, and at any time before the end of the Access Period, PON may require the Vessel Operator or its Agent to produce evidence to PON (including certificate of entry issued by a P&I Club or certificates of currency) that the insurances required under clause 11.15(a) are in place in respect of the Vessel. The Vessel Operator, or its Agent, must produce promptly to PON any such evidence, if requested by PON.
- (c) PON may, at its absolute discretion, approve in writing the Vessel accessing or remaining in the Port Channel with alternative insurance and indemnity coverage to the coverage specified in clause 11.15(a) above provided that the Vessel Operator seeks such approval not later than 96 hours before proposing to enter the Port

Channel and promptly provides such information as PON may reasonably require to assess the request.

- (d) PON may, at its absolute discretion, refuse the Vessel access to the Port Channel, or direct the Vessel to leave the Port Channel if it is not satisfied with the adequacy of the policies of insurance held by the Vessel Operator.
- (e) The Vessel Operator:
 - (i) represents and warrants that all obligations under all insurances and indemnities referred to in clause 11.15(a) have been complied with; and
 - (ii) must ensure that it complies (and, where relevant, must procure that any third party complies) with all obligations under all insurances or indemnities referred to in clause 11.15(a),

and has not done and will not do anything which may prejudice or adversely affect the right and entitlement of any insured or third party to recover or bring a claim under any such insurances or indemnities, including by complying with any duty of disclosure and notification requirements.

12. CARGO MANIFESTS AND ADDITIONAL INFORMATION

12.1 Inward manifest

If the Vessel Operator proposes to discharge cargo at the Port, the Vessel Operator must or must ensure that its Personnel, by the end of the first working day after the Vessel leaves the Port Channel, submit electronically to PON (using manifests@portofnewcastle.com.au) an accurate, complete and correctly formatted manifest in the form of an Approved Manifest for all cargo discharged or intended to be discharged (as applicable) at the Port which must include:

- (a) the details required under any Regulatory Requirements, including under section 16(5) of the PAMA Regulations;
- (b) without limiting clause 12.1(a), accurate and complete particulars of the cargo (including empty containers) which are intended to be discharged or which have been discharged (as applicable) at the Port;
- (c) the full name, address and contact details of any entity or entities which chartered the Vessel to visit the Port; and
- (d) all other information prescribed by PON from time to time.

12.2 Outward manifest

If cargo is loaded onto the Vessel at the Port, the Vessel Operator must, or must ensure that its Personnel, by the end of the first working day after the Vessel leaves the Port Channel submit electronically to PON (using manifests@portofnewcastle.com.au) an accurate, complete and correctly formatted manifest in the form of an Approved Manifest for all cargo loaded onto the Vessel which must include:

- (a) the details required under any Regulatory Requirements, including under section 17(5) of the PAMA Regulations;
- (b) without limiting clause 12.2(a), accurate and complete particulars of the cargo loaded onto the Vessel;
- (c) the full name, address and contact details of any entity or entities which chartered the Vessel to visit the Port; and

- (d) all other information prescribed by PON from time to time.

12.3 Additional information

Without limiting PON's rights under section 40E of PAMA, the Vessel Operator or its Agent must submit electronically to PON (using manifests@portofnewcastle.com.au):

- (a) by the end of the first working day after the Vessel leaves the Port Channel a copy of the 'Draft Survey', 'Mate's Receipts' and 'Bills of Lading' in respect of the cargo loaded onto or unloaded from the Vessel; and
- (b) any additional information or documentation requested by PON concerning any cargo or the Vessel referred to in an inward manifest or an outward manifest within 3 days of a written request from PON to do so.

12.4 No cargo discharged or loaded

If the Vessel does not discharge or load any cargo whilst at the Port, the Vessel Operator must, within 48 hours after the Vessel departs the Port Channel, give PON written notice that no cargo was discharged or loaded (as applicable).

12.5 New Electronic Data Interchanges (EDIs)

- (a) The Vessel Operator must, and must ensure that its Personnel, comply with PON's requirements in relation to the development, configuration and application of any new EDI between any entity comprised in the Vessel Operator and PON.
- (b) The Vessel Operator acknowledges that all new EDIs between any entity comprised in the Vessel Operator or its Personnel and PON must be tested by PON before being used.

13. WORK HEALTH AND SAFETY

13.1 Vessel Operator's responsibility

The Vessel Operator acknowledges and agrees that work health and safety on the Vessel is the Vessel Operator's responsibility and the Vessel Operator must ensure that it and its Personnel comply with all applicable WHS Laws.

13.2 Vessel Operator's obligations

The Vessel Operator must:

- (a) ensure that its Personnel are not exposed to conditions or practices that have the likely potential to cause personal injury or property damage;
- (b) ensure that its Personnel are made aware of and comply with all work health and safety requirements, including the work health and safety management plan and induction training (if any) for the Port; and
- (c) immediately notify PON of any incident or dangerous occurrence on the Port Channel or in respect of Facilities or Services which is notifiable to SafeWork NSW, AMSA or any other Authority pursuant to the provisions of, as applicable, any WHS Law or any Maritime Safety Law.

13.3 Provision of notices

Promptly and in any event within 48 hours after the Vessel Operator or its Personnel receives any notices or legal proceedings in respect of the impact of the activities of the Vessel on human health and safety related to a visit by the Vessel to the Port, including notices or

proceedings issued by any Authority, the Vessel Operator must give written notice to PON and PANSW of the issue of that notice or legal proceedings, together with a copy of such notice or proceedings.

14. PORT SECURITY

14.1 Compliance with security procedures

The Vessel Operator must ensure that it and its Personnel comply with PON's security procedures and requirements in relation to cargo, vessels, Facilities, Services and access to and from the Port communicated to it or its Personnel. Communication of such procedures and requirements is deemed to have been communicated when they are placed on PON's website.

14.2 MTOFSA and Customs Act

Without limiting clause 14.1:

- (a) the Vessel Operator must comply with, and must ensure that its Personnel are aware of and comply with the security requirements of the Port, including the MTOFSA and the Customs Act;
- (b) the Vessel Operator must prepare and maintain a security plan for the Vessel in accordance with the International Ship and Port Facility Security Code (ISPS Code);
- (c) the Vessel Operator acknowledges that the Port is a 'security regulated port' within the meaning of the MTOFSA and that security measures required by the MTOFSA may be audited by PON and various Authorities, including the Department of Home Affairs and their appointees;
- (d) the Vessel Operator acknowledges that financial penalties apply for breaches of the MTOFSA and the Customs Act;
- (e) the Vessel Operator acknowledges that it is an offence under the MTOFSA for an unauthorised person, vessel or vehicle to enter or remain in a Maritime Security Zone;
- (f) the Vessel Operator acknowledges that the Port is an appointed port within the meaning of section 15 of the Customs Act and that compliance with the requirements of the Customs Act may be audited by PON and its Personnel and the Department of Home Affairs and its Personnel;
- (g) the Vessel Operator must comply with, and ensure that its Personnel understand and comply with, PON's security requirements; and
- (h) the Vessel Operator acknowledges that it is an offence under the Customs Act for a person to be in a 'waterfront area' of a port (as defined in section 20 of the Customs Act) and to fail to produce identification to an officer of Customs in accordance with the requirements of that Act.

15. SUPPLY OF WATER AND ELECTRICITY

15.1 Water for personal consumption

Any fresh water supplied by PON to the Vessel will be for the purpose of personal consumption by the Vessel crew, Vessel passengers and visitors to the Vessel (e.g. drinking, washing and cooking) and the Vessel Operator must ensure that the water supplied is not used for industrial or commercial purposes, including washing down decks or for ballast purposes, unless otherwise approved by PON.

15.2 Equipment

- (a) The Vessel Operator must ensure that PON's fresh water hoses and equipment are properly attached to the existing fresh water supply fixtures located at the wharf apron.
- (b) The Vessel Operator must ensure that any person engaged by or on behalf of the Vessel to collect water from PON's fresh water supply takes good care of PON's water supply equipment and returns such equipment promptly after use in the same condition as supplied. Without limiting any rights of PON under clause 16, the Vessel Operator is responsible for any damage to fresh water supply equipment and will bear the cost of any repair or replacement of such equipment.

15.3 Water and electricity charges

The Vessel Operator must pay PON for the use of fresh water or electricity supplied by PON in accordance with clause 5.

16. LIMITATION OF LIABILITY

16.1 Release of PON

- (a) Subject to clause 16.1(b) and 16.3, but without limiting clause 16.4, the Vessel Operator (and its Personnel) will use the Port, the Port Channel, the Facilities and Services at its own risk and the Released Parties will not be liable to the Vessel Operator (or its Personnel), and the Vessel Operator releases (and will procure that its Personnel release) each Released Party to the fullest extent permitted by Law from and against any Claim of any kind arising out of, or in connection with, directly or indirectly, the Vessel's visit to the Port or the use of the Port Channel and any Facilities or Services, including:
 - (i) the loss of, or any destruction or damage to, or Claim in respect of, any vessel, plant, equipment, cargo or other property;
 - (ii) any Claim or Liability arising from injury or damage done or suffered to any person, including death; or
 - (iii) any Claim or Liability arising from any Pollution Incident, Environmental Hazard or Contamination caused by the Vessel, the Vessel Operator or any of the Vessel Operator's Personnel, or arising from the Vessel's use of any Facilities or Services or the Port.
- (b) Subject to clause 16.4, the releases in clause 16.1(a) will not apply for the benefit of a Released Party to the extent that the relevant Claim is directly caused by the gross negligence or wilful misconduct of PON in providing the Services.

16.2 Indemnity by Vessel Operator

- (a) Subject to clause 16.2(b) below, the Vessel Operator indemnifies and will keep each Released Party indemnified from and against all Claims that may be brought by any person (including any of the Vessel Operator's Personnel or the end cargo customer) against, and all Liabilities that may be suffered or incurred by, the Released Party, directly or indirectly, in relation to or arising from:
 - (i) the Vessel Activities including:
 - A. any loss or damage to, or claim in respect of, any vessel, plant, equipment, cargo or other property;
 - B. any Claim or Liability arising from injury or damage done or suffered to any person, including death;

- C. breach of any Law; or
- D. any negligence or wilful misconduct;
- (ii) any Pollution Incident, Environmental Hazard or Contamination caused by the Vessel, the Vessel Operator or any of the Vessel Operator's Personnel, or arising from the Vessel's use of any Facilities or Services or the Port;
- (iii) any breach of, or default under, the Contract by the Vessel Operator; or
- (b) Subject to clause 16.4, the indemnities in clause 16.2(a) will not apply for the benefit of a Released Party to the extent the relevant Claim or Liability is directly caused by the gross negligence or wilful misconduct of PON in carrying out the Services.

16.3 Re-supply of Facilities or Services

Without limiting the remainder of this clause 16, to the extent that any rights or warranties cannot be excluded or limited as a matter of Law, the Liability of PON (or any other Released Party) to the Vessel Operator or its Personnel for any failure to provide, or default in providing any Facility or Service in accordance with this Contract must be strictly limited to either of the following remedies as elected by the applicable Released Party:

- (a) the re-supply of equivalent Facilities or Services; or
- (b) the payment by that Released Party of the costs necessary to have the Facilities or Services supplied again.

16.4 Further limitations

- (a) Notwithstanding any other provision of the Contract, under no circumstances will a Released Party be liable for, or responsible to the Vessel Operator, its Personnel or any other person for, any Claim or Liability arising from or in connection with:
 - (i) the availability of, or inability of, the Vessel to enter or use the Port Channel or a berth;
 - (ii) the availability of, or inability of the Vessel to use, any Facilities or Services;
 - (iii) the failure to perform or delay in providing any Facilities or Services;
 - (iv) for any demurrage, delay or other costs of transportation of any kind; or
 - (v) any Consequential Loss,

howsoever caused or contributed to including, without limitation, the gross negligence of a Released Party.

17. PROPORTIONATE LIABILITY

17.1 Exclusion of Civil Liability Act 2002 (NSW)

To the extent permitted by Law, part 4 of the *Civil Liability Act 2002* (NSW) (and any equivalent statutory provision in any other state or territory) are excluded in relation to all and any rights, obligations or liabilities of any party under this Contract or any claim, demand or cause of action under this Contract whether those rights, obligations or liabilities are sought to be enforced in contract, tort or otherwise.

17.2 Contract prevails

Without limiting clause 17.1, the rights, obligations and liabilities of the parties under this Contract or in relation to any Claim under this Contract with respect to proportionate liability are as specified in this Contract and not otherwise, whether those rights, obligations or liabilities are sought to be enforced by a Claim in contract, in tort or otherwise.

18. DISPUTE RESOLUTION

If a Contract Dispute arises between PON and the Vessel Operator, the Contract Dispute must be notified in accordance with, and determined pursuant to, the Dispute Resolution Procedures.

19. EXPIRY OR TERMINATION

On termination of the Contract or expiry of the Contract under clause 2.1(c):

- (a) nothing will release or discharge the Vessel Operator from liability to PON in relation to anything occurring prior to the termination or expiry (including any breach of the Contract);
- (b) nothing will release or discharge the Vessel Operator from liability for any Fees and Charges or other amount payable to PON by the Vessel Operator in relation to anything occurring prior to the termination or expiry;
- (c) none of the warranties, indemnities nor any other provision of the Contract merges on completion of the Contract;
- (d) the indemnities and releases in the Terms and Conditions, including in clause 16, are continuing obligations and remain in full force and effect following the expiry or termination of the Contract; and
- (e) without limiting clauses 19(a) to 19(d), the following clauses of the Terms and Conditions will also survive expiry or termination of the Contract: clauses 5, 6, 7 11.4, 11.8, 11.9, 11.11, 11.15, 12, 13.3 17, 18, 19 and 21 .

20. FORCE MAJEURE

Despite anything to the contrary contained elsewhere in these Terms and Conditions, PON will not be in breach of any obligations it may have in circumstances where PON's ability to comply was interfered with, obstructed, delayed or prevented by a Force Majeure Event.

21. TRUSTEE LIMITATION

21.1 Trustee capacity

PON is the trustee for the Port of Newcastle Unit Trust (in this clause 21, the **Trustee**) and is a party to the Contract only in its capacity as trustee for the Port of Newcastle Unit Trust (in this clause 21, the **Trust**).

21.2 Trustee limitations

- (a) A Liability arising under the Contract is limited to and can be enforced against the Trustee only to the extent to which it can be satisfied out of the property of the Trust out of which the Trustee is actually indemnified for the Liability.
- (b) No person will be entitled to:

- (i) Claim from or commence proceedings against the Trustee in respect of any Liability under the Contract in any capacity other than as trustee for the Trust;
 - (ii) seek the appointment of a receiver, receiver and manager, liquidator, an administrator or any similar office-holder to any property of the Trustee, or prove in any liquidation, administration or arrangement of or affecting the Trustee, except in relation to the property of the Trust; or
 - (iii) enforce or seek to enforce any judgment in respect of a Liability under the Contract against the Trustee in any capacity other than as trustee of the Trust.
- (c) The limitations of Liability and restrictions in this clause 21 will not apply in respect of any obligation or Liability of the Trustee to the extent that it is not satisfied because under the agreement governing the Trust or by operation of Law there is a reduction in the extent of the indemnification of the Trustee out of the assets of the Trust as a result of fraud, negligence or breach of trust of the Trustee or the Trustee waiving or agreeing to amend the rights of indemnification it would otherwise have out of the assets of the Trust.
- (d) The limitation of liability in this clause 21 applies despite any other provision of the Contract.

22. NOTICES

22.1 Notices to PON

Subject to the specific requirements in clauses 12.1, 12.2 and 12.3 regarding electronic submission of manifests and other information using manifests@portofnewcastle.com.au, any notice or other communication in relation to the Contract may only be given by the Vessel Operator to PON if the notice or communication is in writing and addressed to PON and delivered in person to the delivery address or sent by email to the email address specified in Schedule 4.

22.2 Notices to Vessel Operator

PON may give a notice or communication in relation to this Contract to the Vessel Operator by giving the relevant notice or communication to the Agent or to any entity comprised in the Vessel Operator, by such method and to such address (including an email address) as PON, acting reasonably, may determine.

23. MISCELLANEOUS

23.1 No assignment

The rights and entitlements of the Vessel Operator under the Contract must not be assigned, novated or transferred by the Vessel Operator without the prior written consent of PON.

23.2 Severance

If any term or clause contained in these Terms and Conditions or elsewhere in the Contract is declared or becomes unenforceable, invalid or illegal for any reason then that term or clause will be severed and the other terms and clauses will remain in full force and effect.

23.3 Governing law and jurisdiction

The Contract is governed by and will be construed in accordance with the laws of New South Wales and the Vessel Operator and PON each irrevocably and unconditionally submit to the non-exclusive jurisdiction of the courts of New South Wales.

23.4 Variation

- (a) PON may vary these Terms and Conditions provided it provides notice of any variation in accordance with clause 23.4(b).
- (b) PON will notify any variation to these Terms and Conditions by placing the varied terms on its website not later than 10 Business Days before the variation is proposed to take effect.

23.5 Released Parties

PON holds the benefit of the releases, indemnities and limitations in clause 16 for its benefit and as trustee for the benefit of each other Released Party and PON may enforce the provisions of clause 16 on its behalf and for and on behalf of any other Released Party.

24. DEFINITIONS AND INTERPRETATION

24.1 Definitions

In these Terms and Conditions:

Access Period means, with respect to the Vessel, the period commencing from the earliest time at which the Vessel enters the Port Boundaries and expires when the Vessel departs the Port Boundaries.

Agent means the Vessel Operator's agent (if any) specified in the Vessel Berthing Application.

AMSA means the Australian Maritime Safety Authority.

Approved Manifest means the form and content of manifest prescribed by PON from time to time.

Authority means any governmental or semi-governmental or local government authority, administrative or judicial body or tribunal, department or commission, public authority, Minister, statutory corporation or instrumentality.

Business Day means a day on which banks are open for general banking business in the City of Newcastle, but does not include Saturdays, Sundays or public holidays in the City of Newcastle.

Claim includes a claim, cause of action, notice, demand, action, proceeding, litigation, investigation, judgement, damage, loss, cost, expense or liability however arising, whether present, unascertained, immediate, future or contingent, whether based in contract, tort (including negligence), statute or otherwise and whether involving a third party or a party to the Contract.

Cleared Zone means an area of land or water within the Port which is established as a 'cleared zone' under the MTOFSA and MTOFSR.

Common User Wharf means the wharf structures adjacent to the following Port berths:

- (a) Dyke 1 and 2;
- (b) Kooragang 2, 2.5 and 3;
- (c) Mayfield 4;
- (d) Channel Berth; and
- (e) Western Basin 3 and 4.

Consequential Loss includes any:

- (a) indirect or consequential loss or damage;
- (b) loss of revenue or loss of profits;
- (c) loss of use of the Vessel; or
- (d) loss of opportunity, loss of access to markets, loss of goodwill, loss of business reputation, adverse publicity or damage to credit rating.

Contamination means the presence in the Environment at a level above background levels of any substance which is potentially harmful to human health and comfort, detrimental to the well-being of flora or fauna and/or detrimental to the beneficial uses of the Environment, irrespective of whether the quantity of the substance does or does not exceed statutory or industry criteria applicable to commercial or industrial land or waterways use.

Contract means the contract between PON and the Vessel Operator that is formed under clause 2.

Contract Dispute means any dispute, controversy or claim arising out of, relating to or in connection with the Contract, including any question regarding its existence, validity or termination.

cPorts means the vessel scheduling and communications system currently known as "cPorts" hosted by PANSW (or any future vessel scheduling/communications system which may replace cPorts).

Customs Act means the *Customs Act 1901* (Cth).

Dangerous Cargo means good or cargo defined as dangerous in the International Maritime Dangerous Goods Code as promulgated by the International Maritime Organization (IMO).

Default Rate means the rate of 5% per annum above the interest rate at the applicable time charged by the Commonwealth Bank of Australia on unsecured overdrafts in excess of \$100,000.

Dispute Resolution Procedures means the Port of Newcastle Dispute Resolution Process as published on PON's website at <https://www.portofnewcastle.com.au/> (as varied by any Special Conditions).

Environment means the physical factors of the surroundings of human and non-human life forms, including land, soil, plants, habitat, waters, atmosphere, climate, sound, odours, tastes, biodiversity and the social and aesthetic values of landscape.

Environmental Hazard means a state of danger to human health or the Environment, whether imminent or otherwise, resulting from the location, storage, handling or release of any substance having toxic, corrosive, flammable, explosive, infectious, irritant or otherwise dangerous or damaging characteristics.

Environmental Incident has the meaning given in clause 11.8(a).

Facilities means the land, buildings, berths, wharves, jetties, buoys, dolphins, lay-down areas and any associated plant and equipment and other infrastructure or equipment of any kind that is owned, vested in, managed, leased, controlled or operated by PON to which the Vessel is given access or use of in connection with the Vessel's visit to the Port, and includes the Mayfield 7 facilities.

Fees and Charges (or Fees or Charges) means:

- (a) those PAMA Act charges and other fees, rates, levies and charges set out in the Schedule of Service Charges, which are expressed in that Schedule to be payable by the owner of the Vessel; and
- (b) any additional amounts required to be paid by the Vessel Operator to PON under the Contract.

Force Majeure Event means any event or situation that arises due to something beyond the reasonable control of PON.

Harbour Master means the Port's harbour master and includes any assistant harbour master or other person authorised to carry out any harbour master's functions or duties in the Port.

Known Dangerous Cargo means cargo that:

- (a) has been declared by a consigner or consignee of the cargo or their agents as Dangerous Cargo; or
- (b) the Vessel Operator knew or ought reasonably to have known is Dangerous Cargo.

Landside Restricted Zone means an area of land or a structure within the boundaries of the Port which is established as a 'land-side restricted zone' under the MTOFSA and MTOFSR.

Law means the common law and any legislation of the Commonwealth of Australia, any Australian State or Territory or any local government or Authority, including without limitation delegated legislation, regulations, statutory instruments, notices and directions.

Liability includes all liabilities, losses, damages, costs, charges and expenses however arising, whether present, unascertained, immediate, future or contingent, whether based in contract, tort (including negligence), statute or otherwise including where arising under any Claim.

Maritime Safety Law means, as applicable to the Vessel or its Personnel, the *Navigation Act 2012* (Cth), the *Marine Safety Act 1998* (NSW) and any other Law in respect of maritime safety.

Maritime Security Zone includes Landside Restricted Zones and Waterside Restricted Zones, Cleared Zones.

MARPOL means the International Convention for the Prevention of Pollution from Ships.

MTOFSA means the *Maritime Transport and Offshore Facilities Security Act 2003* (Cth).

MTOFSR means the *Maritime Transport and Offshore Facilities Security Regulations 2003* (Cth).

NBT Terminal Rules means the Newcastle Bulk Terminal: Terminal Rules and Information posted from time to time on PON's website at <https://www.portofnewcastle.com.au/newcastle-bulk-terminal/>

Newcastle Bulk Terminal means the common user cargo handling facilities located at Kooragang 2 and Kooragang 3.

PAMA means the *Ports and Maritime Administration Act 1995* (NSW).

PAMA Regulations means the Ports and Maritime Administration Regulation 2012 (NSW).

PANSW means the Port Authority of New South Wales.

Passenger Ship Booking Request Form means the "Passenger Ship Booking Request Form" on the Port of Newcastle website as amended from time to time, and which is required to be completed and submitted by every cruise ship or similar passenger vessel desiring to enter and use the Port on each proposed visit to the Port by the vessel.

Permitted Use means (as applicable to the Vessel):

- (a) the embarking and disembarking of passengers (where applicable);
- (b) the transit, receipt, delivery, loading and unloading of cargo;
- (c) providoring and bunkering;
- (d) ship repair and maintenance; and
- (e) crew change.

Personnel means any employee, officer, agent, consultant, contractor, representative, invitee or licensee of the relevant party (or an entity comprised in the relevant party) and, with respect to the Vessel Operator includes:

- (a) any shipping agent engaged by the Vessel Operator; and
- (b) crew and other personnel engaged by or performing duties for the Vessel Operator.

P&I Club means a mutual insurance association which provides P&I Cover and is a member of the 'International Group of Protection & Indemnity Clubs'.

P&I Cover means protection and indemnity insurance that covers loss, damage or liabilities concerning or arising from at least the following risks:

- (a) death and personal injury to seamen, passengers and third parties;
- (b) in respect of stowaways or persons rescued at sea;
- (c) collisions;
- (d) groundings;
- (e) damage to fixed and floating objects;
- (f) pollution;
- (g) wreck removal;
- (h) towage operations; and
- (i) cargo damage.

Pollution Incident has the meaning given to it in the *Protection of the Environment Operations Act 1997* (NSW).

PON means Port of Newcastle Operations Pty Limited (ACN 165 332 990) as trustee for the Port of Newcastle Unit Trust (ABN 97 539 122 070) trading as Port of Newcastle.

Port means the Port of Newcastle, including all waters in the Port Boundaries.

Port Boundaries means the boundaries of the land and waters comprising the Port as delineated in the PAMA Regulations.

Port Channel means the area of navigable waters and adjacent land in the Port Boundaries as shown in the channel plan in Schedule 2 as amended by PON from time to time.

Port Rules means the rules (including the NBT Terminal Rules) established by PON or PANSW from time to time governing access to and use of the Port and, in the case of rules established by PON, as posted on PON's website at <https://www.portofnewcastle.com.au/> from time to time.

Regulatory Requirement means:

- (a) any Law;
- (b) certificates, licences, consents, permits, approvals and requirements of or issued by any Authority;
- (c) directions of the Harbour Master or PANSW;
- (d) the Port Rules; and
- (e) directions of any Authority.

Released Party means each of:

- (a) PON, Port of Newcastle Investments (Property) Pty Limited (ACN 169 286 024) as trustee of the Port of Newcastle Investments (Property) Trust (**PNIP**) and any related body corporate of PON or PNIP; and
- (b) any employee, officer, agent or contractor of PON, PNIP or any related body corporate of PON or PNIP.

Schedule of Service Charges means the schedule of PON's rates, levies, charges or other fees from time to time and which are posted on PON's website at <https://www.portofnewcastle.com.au/shipping-and-operations/#port-charges> (as varied by any Special Conditions).

Security Deposit means:

- (a) a cash deposit; and/or
- (b) an irrevocable and unconditional bank guarantee with an expiry date of not less than 6 months from the date the bank guarantee is provided to PON and otherwise in a form reasonably acceptable to PON, given by a bank acceptable to PON and capable of being drawn on demand at any branch of that bank in Sydney or Newcastle, New South Wales.

Services means any services that are provided by or arranged by PON pursuant to the Contract.

Special Conditions has the meaning given in clause 3(a).

Terms and Conditions means these Terms and Conditions (as amended by any Special Conditions).

Vessel means the vessel particularised in the Vessel Berthing Application (or if the relevant vessel enters the Port and has not been particularised in a Vessel Berthing Application, that vessel).

Vessel Activities means all acts, conduct and omissions of the Vessel Operator or its Personnel arising from or in connection with the Contract, the Vessel's visit to the Port or the use of any Facilities or Services by the Vessel Operator or its Personnel.

Vessel Berthing Application means the "Vessel Berthing Application" on cPorts website as amended from time to time, and which is required to be completed and submitted by every vessel desiring to enter and use the Port on each proposed visit to the Port by the vessel.

Vessel Operator means each of the owner of the Vessel, the charterer of the Vessel and the operator of the Vessel (and also includes any mortgagee in possession of the Vessel).

Waterside Restricted Zone means an area of water within the Port which is established as a 'water-side restricted zone' under the MTOFSA and MTOFSR.

WHS Laws means all legislation, regulations, by-laws, orders and legal requirements concerning the health, safety and welfare of people at work, including the *Work Health and Safety Act 2011* (NSW).

24.2 Interpretation

In these Terms and Conditions:

- (a) words importing the singular will include the plural and vice versa and any word or expression defined in the singular has the corresponding meaning if used in the plural and vice versa;
- (b) a reference to any act or statute (including subordinate legislation) will include a reference to any amendment, re-enactment or extension thereof or any statutory or regulatory provision that may be substituted from time to time and includes any subordinate legislation issued or made under it;
- (c) where any party to the Contract is comprised of more than one person or entity then those people or entities will be bound jointly and each of them will be bound severally by the terms of the Contract;
- (d) a reference to the Vessel Operator includes a reference to each of the entities referred to in the definition of Vessel Operator jointly and severally (so that for example an undertaking in this Contract given by the Vessel Operator is given by each such entity jointly and severally);
- (e) headings are for ease of reference and do not affect the interpretation of the Contract;
- (f) a reference to a party includes a reference to that party's heirs, executors, administrators, successors and permitted assigns;
- (g) words importing natural persons include partnerships, bodies corporate, associations, governments and governmental and local authorities and agencies;
- (h) a reference to \$ is a reference to the currency of Australia;
- (i) a provision of the Contract must not be construed to the disadvantage of PON merely because PON was responsible for the preparation of it or for its inclusion in the Contract; and
- (j) the word "including" or any other form of that word is not a word of limitation.

Schedule 1 - Security Deposit

1.1 Requirement to provide Security Deposit

- (a) The Vessel Operator acknowledges PON's right to require the Vessel or any entity comprised in the Vessel to provide a Security Deposit to PON (including as a pre-condition to the Vessel entering the Port Channel).
- (b) The Vessel Operator acknowledges and agrees that PON may, at any time, issue a notice to the Vessel Operator requesting the Vessel Operator to provide:
 - (i) a Security Deposit;
 - (ii) a replacement Security Deposit in a greater amount than the amount of the Security Deposit held by PON at the relevant time, having regard to the matters contemplated in paragraph 1.2(b); or
 - (iii) a replacement Security Deposit,(a **Security Deposit Notice**).
- (c) Following the delivery of a Security Deposit Notice, the Vessel Operator must provide the Security Deposit referred to in the Security Deposit Notice to PON on or before the date that is the Vessel enters the Channel (or such later time as PON may direct).
- (d) If the Vessel Operator does not provide a replacement Security Deposit within the time specified by PON, PON may draw down on the existing Security Deposit in full and PON will hold the proceeds as a Security Deposit for the Vessel Operator and pay the amount remaining at the relevant time to the Vessel Operator:
 - (i) when the Vessel Operator provides a replacement Security Deposit to PON for the amount stated in the Security Deposit Notice referred to in paragraph 1.1(b); or
 - (ii) otherwise in accordance with paragraph 1.4(a).
- (e) For the avoidance of doubt, if PON holds an amount under paragraph 1.1(d), that amount will be deemed to be the Security Deposit and PON will be entitled to draw on it in accordance with paragraph 1.3.

1.2 Security Deposit

- (a) The amount of the Security Deposit will be determined by PON, in its absolute discretion.
- (b) In determining the amount of the Security Deposit, PON may have regard to such matters as it deems relevant in its absolute discretion, including:
 - (i) the creditworthiness of the entities comprised in the Vessel Operator and their related bodies corporate;
 - (ii) any incident that PON considers may give rise to a Liability on the part of the Vessel, the Vessel Operator, an entity comprised in the Vessel Operator or the Vessel Operator's Personnel to PON; and
 - (iii) the potential Liabilities of the Vessel Operator or any entity comprised in the Vessel Operator to PON under this Contract or Part 5 of the PAMA.

- (c) PON may review the amount of the Security Deposit at any time, in its absolute discretion.

1.3 Entitlement to Security Deposit

- (a) PON will be entitled, without prior notice to the Vessel Operator, to draw down on the Security Deposit and retain the proceeds to:
 - (i) pay any Fees or Charges, GST amounts or any other sums actually or contingently owing under this Contract (or any prior or future Contracts made in respect of Vessels where the Vessel Operator is the owner, operator or charterer of the Vessel) which have not been paid when due; and
 - (ii) pay any interest calculated in accordance with clause 6.3 owing on overdue amounts.

Any such draw down is without prejudice to any other rights PON may have against the Vessel Operator.

- (b) For the avoidance of doubt, the amount PON is entitled to draw down includes such amount as is required to satisfy any GST gross-up required to be paid to PON under clause 5.4 in respect of the draw down of the Security Deposit.
- (c) The parties acknowledge that the amount of the Security Deposit is a genuine pre-estimate of the costs and losses PON will suffer if an event contemplated by paragraph 1.3(a) occurs.
- (d) If PON draws down on a Security Deposit, PON must promptly notify the entity comprised in the Vessel Operator that provided the Security Deposit that it has drawn down on the Security Deposit.

1.4 Return of Security Deposit

PON must on written request of the entity comprised in the Vessel Operator that provided the Security Deposit return the Security Deposit to that entity if:

- (a) this Contract has expired or otherwise been terminated and:
 - (i) the Vessel Operator has performed all of the obligations required to be performed or procured by it under this Contract (and any prior contract between PON and the Vessel Operator in respect of prior Vessel visits to the Port) or such obligations have been waived by PON; and
 - (ii) any and all disputes between PON and the Vessel Operator arising out of or in connection with this Contract (or any prior contract between PON and the Vessel Operator in respect of prior visits to the Port) have been fully and finally resolved; and
 - (iii) the Vessel Operator has advised PON in writing that any entity comprising the Vessel Operator will not be seeking access to the Port in the next 6 months; or
- (b) the Vessel Operator has provided a replacement Security Deposit or a Security Deposit in a greater amount in accordance with paragraph 1.1(b).

Schedule 2 - Port Channel Plan



Schedule 3 - Common User Wharf

1. Access to and use of Common User Wharves

1.1 No right of exclusive occupation

- (a) The Vessel Operator acknowledges and agrees that it has no right of exclusive occupation or use of any Common User Wharfs.
- (b) Without limiting the generality of this paragraph 1.1, PON may at any time exercise its rights to enter, use, possess and enjoy the whole or any part of a Common User Wharf, including granting access and usage rights to the Common User Wharfs to other vessels and vessel operators.

1.2 Berthing order

Clause 9 will apply in respect of PON determining the berthing order and time for any Vessel proposing to berth at a Common User Berth.

1.3 Access to be exercised in accordance with directions

The Vessel's right to occupy, access or use a Common User Wharf for the Permitted Uses is subject to the directions of PON, the Harbour Master and PANSW, which directions may specify the Common User Wharf to which access is permitted, the method of access and the dates and time of access.

1.4 Newcastle Bulk Terminal Rules

The Vessel's access to and use of the Newcastle Bulk Terminal and associated Facilities and Services will be subject to, and the Vessel Operator and its Personnel must comply with, the NBT Terminal Rules.

1.5 Common User Wharves may change

The Vessel Operator acknowledges and agrees that the Common User Wharves available for access by the Vessel may change from time to time in PON's absolute discretion. If there is a change to access arrangements or the status of the Common User Wharves, PON will give notice of such change to the Vessel Operator.

1.6 Rights to access, occupy and use a Common User Wharf are personal

The Vessel Operator acknowledges and agrees that the rights conferred upon it by this Contract to access, occupy and use a Common User Wharf may not be transferred or assigned by the Vessel Operator to any other party without PON's prior written consent.

1.7 Condition

- (a) The Vessel Operator must ensure that any Common User Wharves used by the Vessel are used in such a manner as to maintain their good condition and state of repair (having regard to their age and general condition) and the Vessel Operator must ensure those Common User Wharves are left in good, clean and operational condition after use.
- (b) Clause 16.2 of the Terms and Conditions will apply if the Vessel Operator fails to comply with paragraph 1.7(a).

1.8 Plant and equipment

- (a) The Vessel Operator and its Personnel must not use any PON plant or equipment situated on a Common User Wharf, including PON's grabs and hoppers, unless PON has expressly authorised such use.
- (b) The Vessel Operator must ensure that PON's plant and equipment, if used by the Vessel, the Vessel Operator or its Personnel during the Access Period, is left in the same condition and state of repair as at the commencement of the Access Period.
- (c) Clause 16.2 of the Terms and Conditions will apply if the Vessel Operator fails to comply with paragraph 1.8(b).

1.9 No alterations

The Vessel Operator must not make any alterations or additions to the Common User Wharves.

1.10 No installation

The Vessel Operator must not install fixed plant or equipment including any fuel storage tanks on, over or under the Common User Wharves.

Schedule 4 - PON notice details

Item	Description	Detail
1.	PON address	Delivery address: Level 4, 251 Wharf Road NEWCASTLE NSW 2300 Email address: manifests@portofnewcastle.com.au



SCHEDULE OF SERVICE CHARGES

EFFECTIVE FROM 1 JANUARY 2021

VERSION: 2 DECEMBER 2020

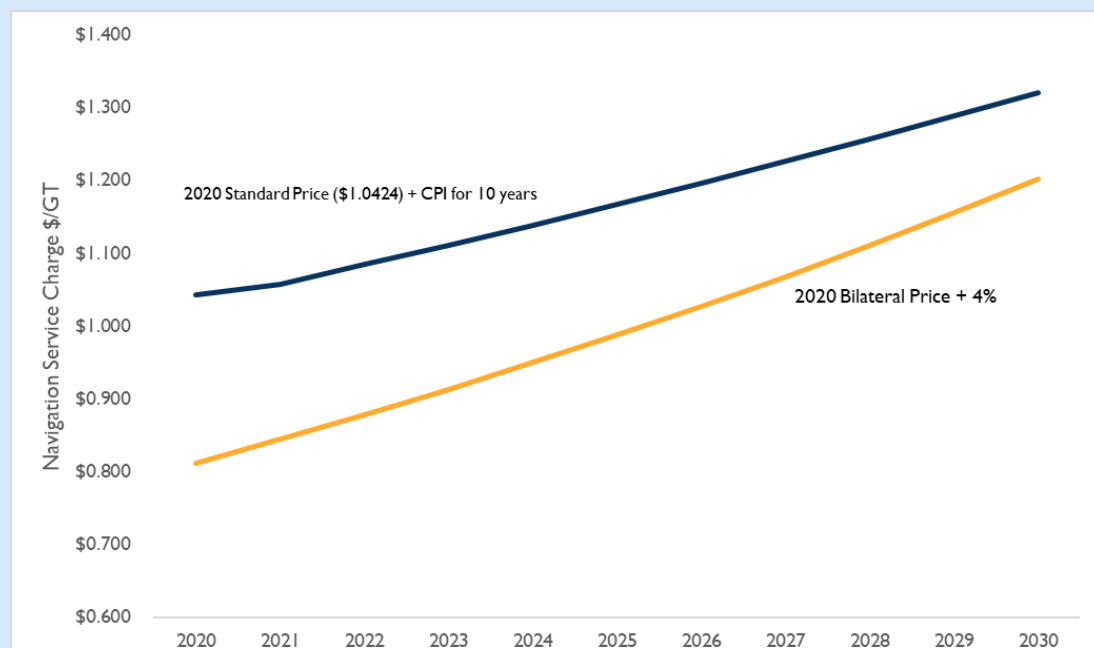
ABOUT THIS SCHEDULE OF SERVICE CHARGES

This Schedule of Service Charges for Port of Newcastle Operations Pty Ltd (ACN 165 332 990) as Trustee for the Port of Newcastle Unit Trust (ABN 97 539 122 070) trading as Port of Newcastle (**Port of Newcastle**) sets out the service charges applicable to the commercial use of the Port of Newcastle effective from 1 January 2021, including in accordance with the Ports and Maritime Administration Act 1995 (NSW) (**PAMA Act**) and Ports and Maritime Administration Regulation 2012 (**Service Charges**). The party liable for the applicable Service Charge is as identified in the relevant provisions of the PAMA Act or in this schedule. Port of Newcastle may in its discretion agree to issue invoices to shipping agents engaged by a person who is liable to pay any Service Charge.

Note: Longer term bilateral arrangements

PON encourages Vessel Agents, Vessel Operators, Coal Producers and FOB coal consignees involved in the shipment of coal from the Port to contact PON directly to discuss entering into longer term discounted pricing arrangements with PON, based on the terms of the pro forma deed which is available [here for Vessel Agents](#) and [here for Coal Producers](#). Please refer in particular to Schedule 2 of this deed for discounted navigation service charge pricing available.

The graph below is indicative only of the forward 10 year price variance between standard coal vessel pricing and bilateral price deed coal vessel pricing (using an indicative assumption that CPI is 2.50%):



By using the Port or its facilities, you agree to be bound by the terms and conditions in this schedule and all other relevant Port of Newcastle requirements.

Port of Newcastle may vary this schedule from time to time, including varying or introducing any new fees or charges. Port of Newcastle will publish notice of the proposed change on its website at least 10 Business Days before the variation is proposed to take effect.

Unless expressly stated otherwise, all charges set out in this schedule are in Australian dollars and are exclusive of GST. If GST is payable on any supply made by Port of Newcastle under this schedule, then

unless the consideration for that supply is expressly stated to be inclusive of GST, you agree to pay to Port of Newcastle (or must ensure that your agent or other party required to provide consideration for that supply pays to Port of Newcastle) an additional amount equal to the GST payable on the supply. The additional amount must be paid at the same time as the first part of any consideration is provided for that supply. Port of Newcastle will issue a tax invoice in respect of any taxable supply it makes under this schedule. Words and expressions used in this paragraph which have a defined meaning in the *A New Tax System (Goods and Services Tax) Act 1999 (Cth)* (**GST Act**) have the same meaning in this paragraph as in the GST Act.

To the extent that a charge is expressed in this schedule to be a fee or charge fixed by Port of Newcastle under Part 5 of the PAMA Act (**PAMA Charges**), for the avoidance of any doubt, those PAMA Charges are so fixed by Port of Newcastle under Part 5 of the PAMA Act and this schedule does not displace such determinations for the purposes of section 67 of the PAMA Act.

This schedule is not exhaustive and does not detail all charges, rules and requirements applicable to use of the Port. For further details please contact:

Email: trade@portofnewcastle.com.au

Phone: (02) 4908 8200

For details about our berths please visit our website [www. https://www.portofnewcastle.com.au/](https://www.portofnewcastle.com.au/).

For details about other charges applicable to the use of the Port, including pilotage, contact the Port Authority of NSW.

PORT CHARGES 2021

Navigation Service Charge (NSC)

Vessel Gross Tonnage (GT)	Rate (ex GST)
Non-coal vessels (over 600GT)	\$0.5325 per GT for the first 50,000 GT plus \$1.1987 per GT thereafter. (Subject to a maximum NSC for passenger cruise ships of \$56,654.07 per visit)
Standard price for coal vessel (over 600GT) where bilateral long term price deed does not apply to the vessel	\$1.0580 per GT
If bilateral long-term price deed applies for the coal vessel (over 600GT)	See schedule 2 of the deeds found here for Vessel Agents and here for Coal Producers , which indicates a 2021 NSC Covered Vessel charge of \$0.8445.

Port Security Charge

Per visit all vessels	Rate (ex GST)
	\$617.22

Site Occupation Charge

Berth name	Rate per hour (ex GST)
Channel Berth (cruise vessels)	\$261.87
Dyke 1 and 2 Channel Berth (non passenger cruise vessels)	\$78.55
Kooragang 2,2.5 and 3, Mayfield 4, West Basin 3 and 4	\$297.59

Wharfage Charge

Non-containerised cargo by berth	Rate per Revenue Tonne (ex GST)
Dyke 1	\$1.93
Dyke 2	\$1.03
Mayfield 4, West Basin 3 and 4, Kooragang 2 and 3	\$2.10
East Basin 1 and 2, Dyke 4 and 5, Kooragang 4 - 10, BHP 6 and Mayfield 7	\$0.0814

Containerised cargo and cargo on platforms	Rate per Twenty Foot Equivalent Unit (TEUs) (ex GST)
Full	\$64.93
Empty	\$11.89

Note: Container wharfage rates apply to conventional containers or full-size frames. All other types of containers carrying cargo are invoiced at the appropriate tonnage rate based on the gross weight or volume of the cargo.

OTHER CHARGES

Ship Utility Charge

Per visit for non-coal vessels	Rate (ex GST)
	\$222.91

Kooragang 2 Bulk Cargo Unloading Infrastructure

Price on application.

Non-Standard Vessel Charges

Charge	Rate (ex GST)
Non standard vessel movements	Additional fees and charges may be prescribed by Port of Newcastle for vessel movements which are not undertaken in accordance with standard vessel movement requirements and procedures required under the Vessel Standard Terms and Conditions, including any Port Rules or directions given by Port of Newcastle. These charges may include additional charges for late vessel arrivals or failure to berth in accordance with Port of Newcastle requirements.
Additional bespoke services requested by users	Price on application

FUTURE CHARGE INCREASES

PON's current intention is that from 1 January each year, published charges will increase by CPI annually, and may also be increased to reflect additional investment by Port of Newcastle in port services, any increases in government charges or taxes or changes in law and any material change events.

PAYMENT TERMS

Port of Newcastle requires that payment for any Service Charge is made in full within seven days from the date of the Port of Newcastle's invoice.

All such invoiced monies payable to Port of Newcastle must be paid without any discount, deduction, counterclaim or set-off and regardless of any dispute between Port of Newcastle and the party liable for the Service Charge.

If any amounts payable by the party liable for the service charge to Port of Newcastle are not paid by the due date, the party liable for the Service Charge must pay to Port of Newcastle, by way of liquidated damages, interest accruing daily at the Default Rate on the amount outstanding calculated daily from the due date until payment is made in full.

The party liable for the Service Charge must ensure that all payments required to be made under the invoice are made by:

- a) direct transfer or immediately available funds by the due date for payment to the bank account nominated in writing by Port of Newcastle; or
- b) any other method of payment approved by Port of Newcastle in writing provided that payment is made no later than 3 Business Days before the due date for payment.

TERMS USED IN THIS SCHEDULE

Unless otherwise defined, terms in this schedule have the meaning set out in the PAMA Act and:

Business Day

Means a day on which banks are open for general banking business in the City of Newcastle, but does not include Saturdays, Sundays or public holidays in the City of Newcastle.

Coal vessel

A vessel which enters the Port of Newcastle to load coal at any dedicated coal berth within the Port of Newcastle, being Dyke 4 and Dyke 5 and Kooragang 4, 5, 6, 7, 8, 9 and 10.

Default Rate

Means the rate of 5% per annum above the interest rate at the applicable time charged by the Commonwealth Bank of Australia on unsecured overdrafts in excess of \$100,000.

Navigation service charge

The navigation service charge means the charge levied by Port of Newcastle under section 50 of the PAMA Act in consideration for the service described in that provision on vessels at the time of port entry and, for the avoidance of doubt, is in addition to any Wharfage Charge, any Site Occupation Charge and any other fee or charge (including Non-Standard Vessel Charges) provided for in this schedule, the Vessel Standard Terms and Conditions or the PAMA Act arising from the relevant vessel's visit to the Port. The charge is payable by the owner of the vessel.

Non-coal vessel

Any vessel that is not a coal vessel.

Non-Standard Vessel charges

The additional fees and charges specified above under the heading "Non-Standard Vessel Charges" in "Other Charges" above payable by the owner of the vessel.

Port security charge

The port security charge is payable on each entry by a vessel into the Port to cover costs associated with implementation of the Maritime Transport and Offshore Facilities Security Act 2003 (Cth). The charge is payable by the owner of the vessel.

Revenue Tonne

A revenue tonne is a mass of 1,000 kilograms or a volume of 1 cubic metre or 1 kilolitre, whichever gives the largest number of units of quantity cargo.

Ship Utility Charge

A fixed fee payable by non-coal vessels on each entry for the supply of utilities, including water and electricity. The charge is payable by the vessel owner.

Site Occupation Charge

The site occupation charge means the charge levied by Port of Newcastle under section 60 of the PAMA Act in consideration for the service described in that provision and, for the avoidance of doubt, is in addition to any Navigation Service Charge, Wharfage Charge and any other fee or charge provided for in this schedule (including Non-Standard Vessel Charges), the Vessel Standard Terms and Conditions or the PAMA Act arising from the relevant vessel's visit to the Port. The charge is currently calculated per hour (or part thereof) during which the site, or a part of it, is reserved or is occupied without reservation. The charge is payable by the person whom Port of Newcastle recognises as the occupier of the relevant site.

Vessel Standard Terms and Conditions

The Vessel Standard Terms and Conditions published by Port of Newcastle on this website from time to time.

Wharfage Charge

The wharfage charge means the charge levied by Port of Newcastle under section 61 of the PAMA Act in consideration for the service described in that provision and, for the avoidance of doubt, is in addition to any Navigation Service Charge, any Site Occupation Charge, and any other fee or charge provided for in this schedule (including Non-Standard Vessel Charges), the Vessel Standard Terms and Conditions or the PAMA Act arising from the relevant vessel's visit to the Port. The charge is payable by the owner of the cargo, as determined under sections 61 and 48 of the PAMA Act.

PORT OF NEWCASTLE DISPUTE RESOLUTION PROCESS

This Dispute Resolution Process forms part of and binds the parties to the Contract.

1. OBJECTIVE

- 1.1 PON is committed to the fair and final resolution of commercial disputes proactively and constructively without unnecessary delay or expense and, where possible, informally and quickly in a cost effective manner.

2. RAISING A DISPUTE

2.1 Where:

- (a) a User wishes to raise a Dispute with PON; or
- (b) PON wishes to raise a Dispute with a User,

that party must do so within 3 months after the circumstance giving rise to that Dispute by providing a Dispute Notice to the other party for the purpose of endeavouring to resolve the Dispute.

2.2 The Dispute Notice must be in writing and include details of:

- (a) the nature of the Dispute, including, where the Dispute relates to a service provided by PON to the User, the precise details of the service in question;
- (b) the outcome sought by the party in relation to the Dispute; and
- (c) the action on the part of the other party which the party believes will resolve the Dispute.

2.3 The parties agree and the User accepts that no Dispute may be raised by a User that is an Excluded Dispute.

3. RESOLVING THE DISPUTE

3.1 Within 7 days of a party providing the other party with a Dispute Notice, senior representatives of each party must meet and undertake genuine and good faith negotiations with a view to resolving the Dispute expeditiously by joint discussion.

3.2 If the Dispute is not resolved in accordance with clause 3.1 within 14 days of a party providing the Dispute Notice to the other, then the Dispute shall be mediated in accordance with the ACICA Mediation Rules. The mediation shall take place in Sydney, Australia and be administered by ACICA.

3.3 If the Dispute has not been settled pursuant to the ACICA Mediation Rules within 28 days of a party providing the Dispute Notice to the other or within such other period as the parties may agree in writing, the Dispute shall be resolved by arbitration in accordance with the ACICA Arbitration Rules, and:

- (a) the seat of arbitration shall be Sydney, Australia;
- (b) the language of the arbitration shall be English;
- (c) the number of arbitrators shall be one;

- (d) the parties designate the laws applicable in the State of New South Wales as applicable to the substance of the Dispute.

4. MATTERS TO BE TAKEN INTO ACCOUNT IN PERMITTED PRICE DISPUTES

4.1 To the extent the Dispute to be resolved is a Permitted Price Dispute:

- (a) a mediator in conducting a mediation must take into account; and
- (b) an arbitrator in making any award must apply,

the Pricing Principles set out in clause 4.2.

Pricing Principles

4.2 The matters that must be taken into account by a mediator and applied by the arbitrator in resolving a Permitted Price Dispute are:

- (a) PON's legitimate business interests and investment in the port or port facilities, including a reasonable opportunity to recover over the Leasehold Period the efficient cost of the service provided at the Port of Newcastle, which recovery shall include:
 - (i) the value of its Initial Capital Base and any updates thereof;
 - (ii) a reasonable rate of return on the value of all assets comprising its Initial Capital Base and any updates thereof; and
 - (iii) the return over the Leasehold Period of the total value of the assets comprising its Initial Capital Base and any updates thereof;
- (b) the costs to PON of providing the service (including the costs of any necessary modification to, or extension of, a port facility) but not costs associated with losses arising from increased competition in upstream or downstream markets;
- (c) the economic value to PON of any additional investment that the User or PON has agreed to undertake;
- (d) the interests of all persons holding contracts for use of any relevant port facility;
- (e) firm and binding contractual obligations of PON or other persons (or both) already using any relevant port facility;
- (f) the operational and technical requirements necessary for the safe and reliable provision of the service;
- (g) the economically efficient operation of any relevant port facility;
- (h) the benefit to the public from having competitive markets;
- (i) that prices should allow multi-part pricing and price discrimination when it aids efficiency;
- (j) that prices should not allow a vertically integrated service provider to set terms and conditions that would discriminate in favour of either its upstream or downstream operations, except to the extent that the cost of providing services to others would be higher; and

- (k) that prices should provide incentives to reduce costs or otherwise improve productivity.

5. GENERAL

5.1 The terms of this Dispute Resolution Process govern the resolution of all Disputes to the exclusion of other forms of dispute resolution unless agreed to by the parties. Neither a User, PON, nor any person acting on their behalf, may commence any court proceedings in relation to a Dispute, except where:

- (a) an Insolvency Event affects, or is reasonably likely to affect imminently, either PON or any entity comprising the User, and the other party reasonably considers it necessary to commence court proceedings in relation to a Dispute to preserve its position with respect to creditors of the other party;
- (b) PON or the User is seeking to enforce unpaid debts;
- (c) PON or the User is seeking urgent interlocutory relief; or
- (d) the relevant Dispute relates to a material failure by PON or the User to comply with this Dispute Resolution Process.

5.2 The parties agree that no appeal may be made to the Court on a question of law arising out of an award of the arbitrator appointed under this Dispute Resolution Process.

5.3 The particulars of the Dispute, any negotiation, mediation or arbitration and any terms of resolution including any Award must be kept strictly confidential by PON and the User.

6. DEFINITIONS

In this Dispute Resolution Process, capitalised terms have the meaning given in the Contract and the following meanings will apply (unless the context otherwise indicates):

ACICA means the Australian Centre for International Commercial Arbitration.

Coal vessel has the meaning given in the Schedule of Service Charges.

Contract means the agreement defined at the webpage entitled "Vessel Open Access Terms" which binds the User and PON with respect to the relevant Vessel's entry to and use of the Port.

Corporations Act means the *Corporations Act 2001* (Cth).

CPI means the consumer price index number published by the Australian Statistician for Australia - All Groups.

Dispute means any dispute, controversy or claim arising out of, relating to or in connection with the Contract, including any question regarding its existence, validity or termination.

Dispute Notice means a notice given by a party of a Dispute under clause 2.1 in a form which complies with clause 2.2.

Excluded Dispute means a Dispute relating to:

- (a) the amount of the Navigation Service Charge for Coal vessels, where the amount of the Navigation Service Charge per gross tonne published in the Schedule of Service Charges for Coal vessels does not exceed \$1.04 (exclusive of GST) per vessel gross tonne in 2020, and each subsequent annual CPI increase in the

amount of the Navigation Service Charge for Coal vessels each calendar year for a 10 year period from 1 January 2020; and

- (b) the amount of the Wharfage Charge, where the amount of the Wharfage Charge for each of East Basin 1 and 2, Dyke 4 and 5, Kooragang 4-10, BHP 6 and Mayfield 7 published in the Schedule of Service Charges does not exceed \$0.0.0802 (exclusive of GST) per revenue tonne in 2020, and each subsequent annual CPI increase in the amount of that Wharfage Charge each calendar year for a 10 year period from 1 January 2020.

Initial Capital Base means the value established by reference to the depreciated optimised replacement cost as at 31 December 2014 of the assets used in the provision of all of the services at the Port of Newcastle and, unless otherwise agreed by PON, without deduction for user contributions.

Insolvency Event means, in respect of a person:

- (a) the person states that it is unable to pay its debts or becomes insolvent within the meaning of section 95A of the Corporations Act or insolvent under administration within the meaning of section 9 of the Corporations Act, or circumstances exist such that the court must presume insolvency under section 459C of the Corporations Act (regardless of whether or not an application has been made as referred to in that section);
- (b) an application being made to a court for an order to appoint, or a step is taken to appoint, a controller, administrator, receiver, provisional liquidator, trustee for creditors in bankruptcy or analogous person to the person or any of the person's property or such an appointment being made;
- (c) the person suspends payment of its debts or enters, or takes any step towards entering, a compromise or arrangement with, or assignment for the benefit of, any of its members or creditors;
- (d) any event under any law which is analogous to, or which has a substantially similar effect to, any of the events referred to in paragraphs (a) to (c),

unless this takes place as part of a solvent reconstruction, amalgamation, merger or consolidation.

Leasehold Period means the term of the Port Lease which expires on 30 May 2112, at which time the land and improvements to the land on which the Port is situated will revert to the lessor for nil consideration.

Navigation Service Charge has the meaning given in the Schedule of Service Charges.

PAMA means the *Ports and Maritime Administration Act 1995* (NSW).

Permitted Price Dispute means a Dispute which is not an Excluded Dispute and relates to:

- (c) the amount of the Navigation Service Charge published in the Schedule of Service Charges; and
- (d) the amount of the Wharfage Charge published in the Schedule of Service Charges.

PON means the Port of Newcastle Operations Pty Limited (ACN 165 332 990) as trustee for the Port of Newcastle Unit Trust, being the operator of the Port of Newcastle.

Port has the meaning given to the term "Port of Newcastle" under the PAMA.

Port Lease means the 98-year leasehold interest dated 30 May 2014 granted by Port of Newcastle Lessor Pty Limited to Port of Newcastle Investments (Property) Pty Limited in the land on which the Port is situate.

Schedule of Service Charges means the schedule of charges published by PON on its website for services supplied at the Port to Users from time to time.

User means a Vessel Operator. Where a person asserts that they act on behalf of the Vessel Operator for the purposes of the DR Process, such person must furnish to PON written authority from the Vessel Operator to do so in a form satisfactory to PON in its absolute discretion.

Wharfage Charge has the meaning given in the Schedule of Service Charges.

Competition and Consumer Act 2010 (Cth)

File Nos: ACT 2 & 3 of 2018

Re: Applications under section 44ZP of the *Competition and Consumer Act 2010* (Cth) for review of the arbitration determination by the Australian Competition and Consumer Commission in relation to an access dispute between Glencore Coal Ltd and Port of Newcastle Operations Pty Ltd.

Applicants Port of Newcastle Operations Pty Limited (ACN 165 332 990)
and
Glencore Coal Assets Australia Pty Ltd (ACN 163 821 298)

GS-2

Before me:

.....

L\338977183.1

VESSEL AGENT PRO FORMA LONG TERM PRICING DEED

This document is not binding on PON or the relevant Vessel Agent unless and until PON and the Vessel Agent have each agreed, executed and delivered the final form of the deed

[date]

[Name]

[Position]

[Vessel Agent name]

[Address]

Dear [name]

Long term pricing arrangements: navigation service charge for Covered Vessels

This document (executed as a deed) sets out the navigation service charge agreed between PON and [Vessel Agent name] which will apply during the Initial Term with respect to coal loaded onto Covered Vessels at the Port.

The agreed special pricing arrangements are set out in more detail in the **Annexure** to this deed.

Please confirm [Vessel Agent name]'s agreement to these special arrangements by executing and returning to me a copy of this deed.

Following our receipt of your executed version of this deed, PON will implement those arrangements effective from the Commencement Date as set out in the Annexure.

This deed does not apply with respect to nor affect any provision of the terms and conditions of the supply of services at the Port, whether with respect to Covered Vessels, coal loaded onto Covered Vessels or otherwise, other than the navigation service charge applicable to Covered Vessels in accordance with its terms.

Yours sincerely

[PON contact officer]

Executed as a deed

Signed, sealed and delivered for and on behalf of **Port of Newcastle Operations Pty Limited (ACN 165 332 990) as trustee for the Port of Newcastle Unit Trust ABN (97 539 122 070)** by its attorneys under a power of attorney dated 11 February 2015 in the presence of:

Signature of witness

Full name of witness

Signature of witness

Full name of witness

Signature of attorney who declares that the attorney has not received any notice of the revocation of the power of attorney

Full name of attorney

Signature of attorney who declares that the attorney has not received any notice of the revocation of the power of attorney

Full name of attorney

Executed by [name and ABN of Vessel Agent] in accordance with section 127 of the *Corporations Act 2001* (Cth):

Signature of director

Full name of director

Signature of company secretary/director

Full name of company secretary/director

Annexure

Item	Matter	Provision
1.	Parties	<p>Port of Newcastle Operations Pty Limited (ACN 165 332 990) as trustee for the Port of Newcastle Unit Trust (ABN 97 539 122 070) trading as Port of Newcastle (PON).</p> <p>The entity named in Paragraph 1 of Schedule 1 (Vessel Agent).</p>
2.	Initial Term	The Covered Vessel NSC will commence with effect from the Commencement Date and continue for 10 years (unless terminated earlier under Item 16) (Initial Term).
3.	Extension of Initial Term	<p>Not later than 36 months prior to the expiry of the Initial Term, PON or the Vessel Agent may issue written notice to the other requesting that the parties enter into discussions with respect to agreeing any special pricing arrangements to apply following the expiry of the Initial Term (Extension Notice).</p> <p>Following the issue of an Extension Notice, PON and the Vessel Agent will promptly commence discussions regarding any special pricing arrangements to apply following the expiry of the Initial Term and will continue such discussions in good faith for a period of up to 6 months (or such other period as the parties agree in writing).</p>
4.	Covered Vessel NSC	<p>Schedule 2 sets out the Covered Vessel NSC agreed by PON and the Vessel Agent to apply during the Initial Term for Covered Vessels.</p> <p>For the avoidance of doubt, the Covered Vessel NSC is in addition to any other fees or charges payable to PON in respect of a Covered Vessel's visit to the Port pursuant to PON's published standard terms and conditions and fees and charges for Port services, and are in substitution (only) for the PAMA NSC which would otherwise be payable in respect of the Covered Vessel and coal loaded onto the Covered Vessel under PON's published standard fees and charges for Port services.</p>
5.	Non-discriminatory pricing	<p>PON represents that:</p> <p>(a) the terms of Item 4 and Item 7 do not adversely discriminate against the Vessel Agent by comparison with the Covered Vessel NSC applicable to like circumstances to other Vessel Agents who have entered into materially similar deeds including as to the period of the Initial Term;</p> <p>(b) PON will not:</p> <p>(i) enter into bilateral arrangements with any other vessel aAgents concerning the Covered Vessel NSC to apply over the Initial Term, or</p> <p>(ii) give effect to any variations made to such charges under Item 7,</p> <p>which are materially dissimilar to the relevant provisions of, or different to any such variations under, this deed.</p>

Item	Matter	Provision
6.	Provision of information to PON	<p>The Vessel Agent must promptly provide to PON such information as PON may reasonably require from time to time to:</p> <p>(a) verify that a vessel is a Covered Vessel for the purposes of receiving the benefit of the Covered Vessel NSC; and</p> <p>(b) properly administer this deed.</p> <p>If the Vessel Agent fails to provide such information to PON within 24 hours of the request by PON, PON may, if it is not reasonably satisfied that the vessel is a Covered Vessel, decline to apply the Covered Vessel NSC to that vessel and PON's published standard charges will apply to that vessel and such amount is a debt due and payable by the Vessel Agent in accordance with the Published Vessel Standard Terms and Conditions.</p>
7.	Variations to Covered Vessel NSC	<p>The Covered Vessel NSC for Covered Vessels will not be varied by PON during the Initial Term, except for the following variations which will occur at the beginning of each Contract Year (other than the beginning of the first Contract Year) (each an Adjustment Date).</p> <p>(a) Annual Adjustment</p> <p>The Covered Vessel NSC will be adjusted to the amount which is the greater of Amount A and Amount B, where</p> $\text{Amount A} = C_1 + (C_1 \times 4\%)$ $\text{Amount B} = \left\{ C_1 \times \frac{\text{Current CPI}}{\text{Previous CPI}} \right\}$ <p>Where:</p> <p>C₁ is the amount of the relevant Covered Vessel NSC (excluding GST) immediately before the Adjustment Date</p> <p>CPI means the consumer price index number published by the Australian Statistician for Australia-All Groups</p> <p>Current CPI means the CPI for the quarter ending 30 September in the calendar year immediately preceding the Adjustment Date (Current Contract Year)</p> <p>Previous CPI means the CPI for the quarter ending 30 September in the calendar year immediately before the Current Contract Year</p> <p>(b) Other variations</p> <p>PON may increase the Covered Vessel NSC in addition to the basis set out in Item 7(a) where each of the following requirements is met:</p> <p>(i) where any such increase is Material; and</p>

Item	Matter	Provision
		<p>(ii) the increased Covered Vessel NSC is consistent with the Pricing Principles.</p> <p>(c) Capex transparency</p> <p>(i) Without affecting PON's rights under Item 7(b), in order to provide the Vessel Agent with visibility of and the opportunity to comment on any prospective increases in the Covered Vessel NSC on account of capital expenditure proposed to be incurred by PON, not later than 31 March 2020 PON will prepare and provide to the Vessel Agent a forward looking 5 year forecast (covering the period 1 January 2020 to 31 December 2024) of its projected capital expenditure that may impact the Covered Vessel NSC and meet with the Vessel Agent to discuss those forecasts and any potential associated variations to the Covered Vessel NSC. PON will update this 5 Year CAPEX Forecast annually on a rolling 5 year basis by no later than 31 March each following Contract Year and will meet with the Vessel Agent to discuss each such updated 5 Year CAPEX Forecast. For the avoidance of doubt, PON may, but is not obliged to, implement any comments made by the Vessel Agent on its 5 Year CAPEX Forecasts or any proposed increase to the Covered Vessel NSC.</p> <p>(ii) The operation of Item 8 and Item 9 of this deed with respect to resolving a Dispute following a Price Variation Objection Notice concerning a Notified Price Change are unaffected by the terms of, and any communications which may occur between the parties pursuant to, this Item 7(c).</p>
8.	Notice of proposed variations to Covered Vessel NSC	<p>PON must provide the Vessel Agent with written notice of any proposed variations to the Covered Vessel NSC pursuant to Item 7 not later than 45 days before the proposed date for commencement of the proposed variation (Notified Price Change).</p> <p>If a Notified Price Change includes any proposed variations to the Covered Vessel NSC on account of PON applying paragraph (b) of Item 7, PON will issue with the Notified Price Change a copy of a report prepared by an independent appropriately qualified professional which sets out the opinion of that person, and the material facts (including all relevant cost, capital expenditure and revenue data) on which that opinion was based, as to whether those proposed variations to the Covered Vessel NSC meet the requirements of Item 7 and are consistent with the Pricing Principles.</p> <p>If the Vessel Agent objects to any Notified Price Change, the Vessel Agent must issue a price objection notice to PON within 14 days of receipt of the Notified Price Change (Price Variation Objection Notice) in which event Item 9 will apply to resolve the Dispute.</p> <p>All variations the subject of a Notified Price Change will take effect on and from the date notified by PON (provided that the parties will retrospectively make such adjustments as may be</p>

Item	Matter	Provision
		necessary to take account of the resolution of any dispute notified by the Vessel Agent in any Price Variation Objection Notice).
9.	Disputes in regard to Price Variation Objection Notice and other Disputes	<p>Where PON receives a Price Variation Objection Notice in accordance with Item 8, the Dispute is to be resolved pursuant to the Dispute Resolution Process.</p> <p>The Dispute Resolution Process will also apply in respect of all other Disputes.</p>
10.	Consultation in relation to efficiency improvements and other matters	<p>PON and the Vessel Agent will meet at least twice in each Contract Year (or at such other frequency as PON and the Vessel Agent may agree from time to time) to consult on the following matters:</p> <ul style="list-style-type: none"> (a) measures that can be introduced to improve the efficiency of delivery of any Vessel Services to Covered Vessels; (b) PON's delivery of Vessel Services, including (as they relate to the delivery of the Vessel Services): <ul style="list-style-type: none"> (i) PON's capital expenditure; (ii) any proposed variation to PON's fees and charges; (iii) PON's costs of operations; (iv) the Vessel Agent's future needs, including the Vessel Agent's estimates of coal to be shipped from the Port on Covered Vessels in the next 6 month period; (v) the application of these special pricing arrangements; and (vi) any other matters agreed between PON and the Vessel Agent (each acting reasonably); and (c) respective market insights of the parties, including volume forecasts and shipment destinations.
11.	GST	Unless expressly stated otherwise, all amounts specified in this deed are exclusive of GST and any GST payable must be paid in accordance with the Published Vessel Standard Terms and Conditions. Words and expressions used in this Item 11 which have a defined meaning in the <i>A New Tax System (Goods and Services Tax) Act 1999</i> (Cth) (GST Act) have the same meaning in this Item as in the GST Act.
12.	Assignment	Neither party may assign or novate its rights and obligations under this deed to any person without the prior written consent of the other party in its absolute discretion.
13.	Vessel Agent acting as agent	The Vessel Agent represents and warrants to PON that it will be acting as the agent for the Vessel Operator of the relevant Covered Vessel in respect of that Covered Vessel's visit to the Port (Principal) and, has disclosed to, and will have the power and authority to bind, the Principal to the terms of this deed in respect of that Covered Vessel's visit to the Port.

Item	Matter	Provision
14.	Published Vessel Standard Terms and Conditions	For the avoidance of any doubt, the Published Vessel Standard Terms and Conditions apply to Covered Vessels and the Vessel Agent, except that this deed will prevail to the extent of any inconsistency between the terms of this deed and the terms of the Published Vessel Standard Terms and Conditions.
15.	Section 67 PAMA agreement	This deed is an agreement for the purposes of section 67(1) of the PAMA.
16.	Termination	<p>Termination by PON</p> <p>If the Vessel Agent is in default of this deed and the default is not remedied within a period of 21 days from the date PON provides notice of the breach to the Vessel Agent, PON may terminate this deed by written notice to the Vessel Agent.</p> <p>If any Covered Vessel NSC charged by PON in respect of a Covered Vessel is due and payable and is not paid to PON in full within 7 days of PON issuing written notice to pay the overdue amount, PON will not be required to continue to afford that Covered Vessel the benefit of the Covered Vessel NSC unless and until such time as the outstanding amounts have been paid.</p> <p>Termination by the Vessel Agent</p> <p>If PON is in default of this deed and the default is not remedied within a period of 21 days from the date the Vessel Agent provides notice of the breach to PON, the Vessel Agent may terminate this deed by written notice to PON.</p>
17.	Trustee limitations	<p>PON is the trustee for the Port of Newcastle Unit Trust (in this Item 17, the Trustee) and is a party to this deed only in its capacity as trustee for the Port of Newcastle Unit Trust (in this Item 17, the Trust).</p> <p>(a) A Liability arising under this deed is limited to and can be enforced against the Trustee only to the extent to which it can be satisfied out of the property of the Trust out of which the Trustee is actually indemnified for the Liability.</p> <p>(b) No person will be entitled to:</p> <ul style="list-style-type: none"> (i) Claim from or commence proceedings against the Trustee in respect of any Liability under this deed in any capacity other than as trustee for the Trust; (ii) seek the appointment of a receiver, receiver and manager, liquidator, an administrator or any similar office-holder to any property of the Trustee, or prove in any liquidation, administration or arrangement of or affecting the Trustee, except in relation to the property of the Trust; or (iii) enforce or seek to enforce any judgment in respect of a Liability under this deed against the Trustee in any capacity other than as trustee of the Trust.

Item	Matter	Provision
		<p>(c) The limitations of Liability and restrictions in this Item 17 will not apply in respect of any obligation or Liability of the Trustee to the extent that it is not satisfied because under the agreement governing the Trust or by operation of law there is a reduction in the extent of the indemnification of the Trustee out of the assets of the Trust as a result of fraud, negligence or breach of trust of the Trustee or the Trustee waiving or agreeing to amend the rights of indemnification it would otherwise have out of the assets of the Trust.</p> <p>(d) The limitation of liability in this Item 17 applies despite any other provision of this deed.</p> <p>(e) In this Item 17:</p> <p>(i) Claim includes a claim, cause of action, notice, demand, action, proceeding, litigation, investigation, judgement, damage, loss, cost, expense or liability however arising, whether present, unascertained, immediate, future or contingent, whether based in contract, tort (including negligence), statute or otherwise and whether involving a third party or a party to this deed; and</p> <p>Liability includes all liabilities, losses, damages, costs, charges and expenses however arising, whether present, unascertained, immediate, future or contingent, whether based in contract, tort (including negligence), statute or otherwise including where arising under any Claim.</p>
18.	Variation	This deed may only be varied by a document signed by or on behalf of PON and the Vessel Agent.
19.	Confidentiality	<p>(a) (Confidentiality) The existence of and the terms of this deed, and any information disclosed to a party pursuant to this deed, is confidential (Confidential Information).</p> <p>(b) (Keep confidential) Subject to Item 19(c), each party must keep the Confidential Information confidential and not themselves nor through their servants, agents or employees directly or indirectly disclose Confidential Information to another person.</p> <p>(c) (Exceptions) A party may disclose Confidential Information:</p> <p>(i) to a professional adviser, financial adviser, banker, financier or auditor if that other person is obliged to keep the information confidential;</p> <p>(ii) to comply with any applicable law, or any requirement of any regulatory body (including any relevant stock exchange);</p> <p>(iii) to any of its employees on a confidential basis to whom it is necessary to disclose the information;</p> <p>(iv) to obtain the consent of any third party to any term of, or to any act pursuant to, this deed;</p> <p>(v) to enforce its rights or to defend any claim or action under this deed;</p> <p>(vi) to a related body corporate on a confidential basis;</p>

Confidential and privileged

Item	Matter	Provision
		(vii) to a Principal or any person the Vessel Agent is seeking to act for as a vessel agent in respect of a coal vessel's visit to the Port; or (viii) if the information has come into the public domain through no fault of that party.
20.	Definitions	In this deed, defined terms have the meaning given in this Annexure and Schedule 4.

Confidential and privileged

Schedule 1 - Reference Schedule

Paragraph	Reference	Details
1.	Vessel Agent	[insert name and ABN of Vessel Agent]
2.	Commencement Date	1 January 2020

Schedule 2 - Covered Vessel NSC

\$0.8121 (exclusive of GST) per vessel gross tonne from the Commencement Date calculated by reference to the gross tonnage of the relevant Covered Vessel, adjusted over the Initial Term pursuant to Item 7 of this deed.

Illustrative example

By way of illustration only, and without limiting Item 7 of this deed, the following is an example of the adjusted navigation service charge (exclusive of GST) each Contract Year during the Initial Term applying the Annual Adjustment under Item 7 if the increase in CPI for the relevant Contract Year is less than 4%, assuming no other adjustments apply under Item 7:

Scenario	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029
CPI increase	2.37%	2.37%	2.37%	2.37%	2.37%	2.39%	2.50%	2.50%	2.50%	2.50%
NSC + 4% (A\$)	0.8121	0.8446	0.8784	0.9135	0.9501	0.9881	1.0276	1.0687	1.1115	1.1559

Schedule 3 - Dispute Resolution Process

This Dispute Resolution Process forms part of and binds the parties to the Contract.

1. Objective

- 1.1 PON and the Vessel Agent are committed to the fair and final resolution of commercial disputes proactively and constructively without unnecessary delay or expense and, where possible, informally and quickly in a cost effective manner.

2. Raising a Dispute

2.1 Where:

- (a) the Vessel Agent wishes to raise a Dispute with PON; or
- (b) PON wishes to raise a Dispute with the Vessel Agent,

that party must do so within 21 days after the circumstance giving rise to that Dispute by providing a Dispute Notice to the other party for the purpose of endeavouring to resolve the Dispute.

2.2 The Dispute Notice must be in writing and include details of:

- (a) the nature of the Dispute;
- (b) the outcome sought by the party in relation to the Dispute; and
- (c) the action on the part of the other party which the party believes will resolve the Dispute.

2.3 The parties agree and the Vessel Agent accepts that no Dispute may be raised by the Vessel Agent that is an Excluded Dispute.

3. Resolving the Dispute

- 3.1 Within 7 days of a party providing the other party with a Dispute Notice, senior representatives of each party must meet and undertake genuine and good faith negotiations with a view to resolving the Dispute expeditiously by joint discussion.

- 3.2 If the Dispute is not resolved in accordance with clause 3.1 within 14 days of a party providing the Dispute Notice to the other, then the Dispute shall be mediated in accordance with the ACICA Mediation Rules. The mediation shall take place in Sydney, Australia and be administered by ACICA.

- 3.3 If the Dispute has not been settled pursuant to the ACICA Mediation Rules within 28 days of a party providing the Dispute Notice to the other or within such other period as the parties may agree in writing, the Dispute shall be resolved by arbitration in accordance with the ACICA Arbitration Rules, and:

- (a) the seat of arbitration shall be Sydney, Australia;
- (b) the language of the arbitration shall be English;
- (c) the number of arbitrators shall be one; and
- (d) the parties designate the laws applicable in the State of New South Wales as applicable to the substance of the Dispute.

4. Matters to be taken into account in Permitted Price Disputes

4.1 To the extent the Dispute to be resolved is a Permitted Price Dispute:

- (a) a mediator in conducting a mediation must take into account; and
- (b) an arbitrator in making any award must apply,

the Pricing Principles set out in clause 4.2.

Pricing Principles

4.2 The matters that must be taken into account by a mediator and applied by the arbitrator in resolving a Permitted Price Dispute are:

- (a) the provisions in Item 7 of this deed (but only in relation to whether the requirements of Item 7(a) or 7(b)(i) are met (not in relation to the requirement in Item 7(b)(ii) that any proposed increase in the Covered Vessel NSC is consistent with the Pricing Principles, which will be measured solely by reference to the remaining principles below);
- (b) PON's legitimate business interests and investment in the Port or Port facilities, including a reasonable opportunity to recover over the Leasehold Period the efficient cost of the service provided at the Port, which recovery shall include:
 - (i) the value of its Initial Capital Base and any updates thereof, including efficient additional capital investments;
 - (ii) a reasonable rate of return, commensurate with the commercial risks involved on the value of all assets comprising its Initial Capital Base and any updates thereof, including efficient additional capital investments; and
 - (iii) the return over the Leasehold Period of the total value of the assets comprising its Initial Capital Base and any updates thereof, including efficient additional capital investments;
- (c) the revenue expected to be derived from all users of the service;
- (d) the costs to PON of providing the service (including the costs of any necessary modification to, or extension of, a Port facility) but not costs associated with losses arising from increased competition in upstream or downstream markets;
- (e) the economic value to PON of any additional investment that the Vessel Agent (or any other user of the service) or PON has agreed to undertake;
- (f) the interests of all persons holding contracts for use of any relevant Port facility or otherwise having rights to use the service;
- (g) firm and binding contractual obligations of PON or other persons (or both) already using any relevant Port facility;
- (h) the operational and technical requirements necessary for the safe and reliable provision of the service;

Confidential and privileged

- (i) the economically efficient operation of any relevant Port facility;
- (j) the benefit to the public from having competitive markets;
- (k) that prices should allow multi-part pricing and price discrimination when it aids efficiency;
- (l) that prices should not allow a vertically integrated service provider to set terms and conditions that would discriminate in favour of either its upstream or downstream operations, except to the extent that the cost of providing services to others would be higher; and
- (m) that prices should provide incentives to reduce costs or otherwise improve productivity.

5. General

- 5.1 The terms of this Dispute Resolution Process govern the resolution of all Disputes to the exclusion of other forms of dispute resolution unless agreed to by the parties. Neither the Vessel Agent, PON, nor any person acting on their behalf, may commence any court proceedings in relation to a Dispute, except where:
- (a) an Insolvency Event affects, or is reasonably likely to affect imminently, either PON or the Vessel Agent, and the other party reasonably considers it necessary to commence court proceedings in relation to a Dispute to preserve its position with respect to creditors of the other party;
 - (b) PON or the Vessel Agent is seeking to enforce unpaid debts;
 - (c) PON or the Vessel Agent is seeking urgent interlocutory relief; or
 - (d) the relevant Dispute relates to a material failure by PON or the Vessel Agent to comply with this Dispute Resolution Process.
- 5.2 The parties agree that no appeal may be made to the Court on a question of law arising out of an award of the arbitrator appointed under this Dispute Resolution Process.
- 5.3 The particulars of the Dispute, any negotiation, mediation or arbitration and any terms of resolution including any Award must be kept strictly confidential by PON and the Vessel Agent.

6. DEFINITIONS

In this Dispute Resolution Process, capitalised terms have the meaning given in Schedule 4 of this deed and the following meanings will apply (unless the context otherwise indicates):

ACICA means the Australian Centre for International Commercial Arbitration.

Corporations Act means the *Corporations Act 2001* (Cth).

Dispute Notice means a notice given by a party of a Dispute under clause 2.1 in a form which complies with clause 2.2.

Excluded Dispute means a Dispute relating to the amount of the navigation service charge for Covered Vessels, where the amount of the navigation service charge per gross tonne for Covered Vessels does not exceed \$0.8121 (exclusive of GST) per

vessel gross tonne in 2020, and each subsequent Annual Adjustment in the amount of the navigation service charge for Covered Vessels from 1 January 2020.

Initial Capital Base means the value established by reference to the depreciated optimised replacement cost as at 31 December 2014 of the assets used in the provision of all of the services at the Port and, unless otherwise agreed by PON, without deduction for user contributions.

Insolvency Event means, in respect of a person:

- (a) the person states that it is unable to pay its debts or becomes insolvent within the meaning of section 95A of the Corporations Act or insolvent under administration within the meaning of section 9 of the Corporations Act, or circumstances exist such that the court must presume insolvency under section 459C of the Corporations Act (regardless of whether or not an application has been made as referred to in that section);
- (b) an application being made to a court for an order to appoint, or a step is taken to appoint, a controller, administrator, receiver, provisional liquidator, trustee for creditors in bankruptcy or analogous person to the person or any of the person's property or such an appointment being made;
- (c) the person suspends payment of its debts or enters, or takes any step towards entering, a compromise or arrangement with, or assignment for the benefit of, any of its members or creditors; or
- (d) any event under any law which is analogous to, or which has a substantially similar effect to, any of the events referred to in paragraphs (a) to (c),

unless this takes place as part of a solvent reconstruction, amalgamation, merger or consolidation.

Leasehold Period means the term of the Port Lease which expires on 30 May 2112, at which time the land and improvements to the land on which the Port is situated will revert to the lessor for nil consideration.

Permitted Price Dispute means a Dispute which is not an Excluded Dispute and relates to the amount of the navigation service charge for Covered Vessels.

Port Lease means the 98-year leasehold interest dated 30 May 2014 granted by Port of Newcastle Lessor Pty Limited to Port of Newcastle Investments (Property) Pty Limited in the land on which the Port is situated.

Schedule 4 - Defined Terms

Annual Adjustment	each annual price adjustment of the Covered Vessel NSC provided for in paragraph (a) of Item 7.
Commencement Date	the date specified in Paragraph 2 of Schedule 1.
Contract Year	each year in the Initial Term comprising 1 January to 31 December.
Covered Vessel	a vessel that is loaded with coal at the Port in respect of which the Vessel Agent is named as the vessel's inward agent in the vessel berthing application lodged with PON in respect of that vessel's visit to the Port.
Covered Vessel NSC	The navigation service charge set out in Schedule 2, as varied pursuant to Item 7.
Dispute	any dispute, controversy or claim arising out of, relating to or in connection with this deed, including any question regarding its existence, validity or termination.
Dispute Resolution Process	the dispute resolution process set out in Schedule 3.
Initial Term	has the meaning given in Item 2.
Material	means an increase in the Covered Vessel NSC of more than 5%.
PAMA Act	<i>Ports and Maritime Administration Act 1995</i> (NSW).
PAMA NSC	a navigation service charge imposed by PON for standard vessel movements under Division 2 of Part 5 of the PAMA Act.
Parties	the parties named in Item 1.
Port	the Port of Newcastle.
Pricing Principles	the principles set out in clause 4.2 of Schedule 3.
Principal	has the meaning given in Item 13.
Published Vessel Standard Terms and Conditions	PON's Vessel Standard Terms and Conditions for vessels entering the Port as published (and varied) by PON from time to time.
Vessel Operator	the owner or charterer of the relevant Covered Vessel.

Vessel Services

the provision of the right to access and use the shipping channels (including berths next to the wharves as part of the channels) at the Port, by virtue of which vessels may enter the Port precinct and load and unload coal at the relevant terminals located within the Port precinct and then depart the Port precinct.

COMMONWEALTH OF AUSTRALIA
Competition and Consumer Act 2010 (Cth)

IN THE AUSTRALIAN COMPETITION TRIBUNAL

File Nos: ACT 2 & 3 of 2018

Re: Applications under section 44ZP of the *Competition and Consumer Act 2010* (Cth) for review of the arbitration determination by the Australian Competition and Consumer Commission in relation to an access dispute between Glencore Coal Ltd and Port of Newcastle Operations Pty Ltd.

Applicants Port of Newcastle Operations Pty Limited (ACN 165 332 990)
and
Glencore Coal Assets Australia Pty Ltd (ACN 163 821 298)

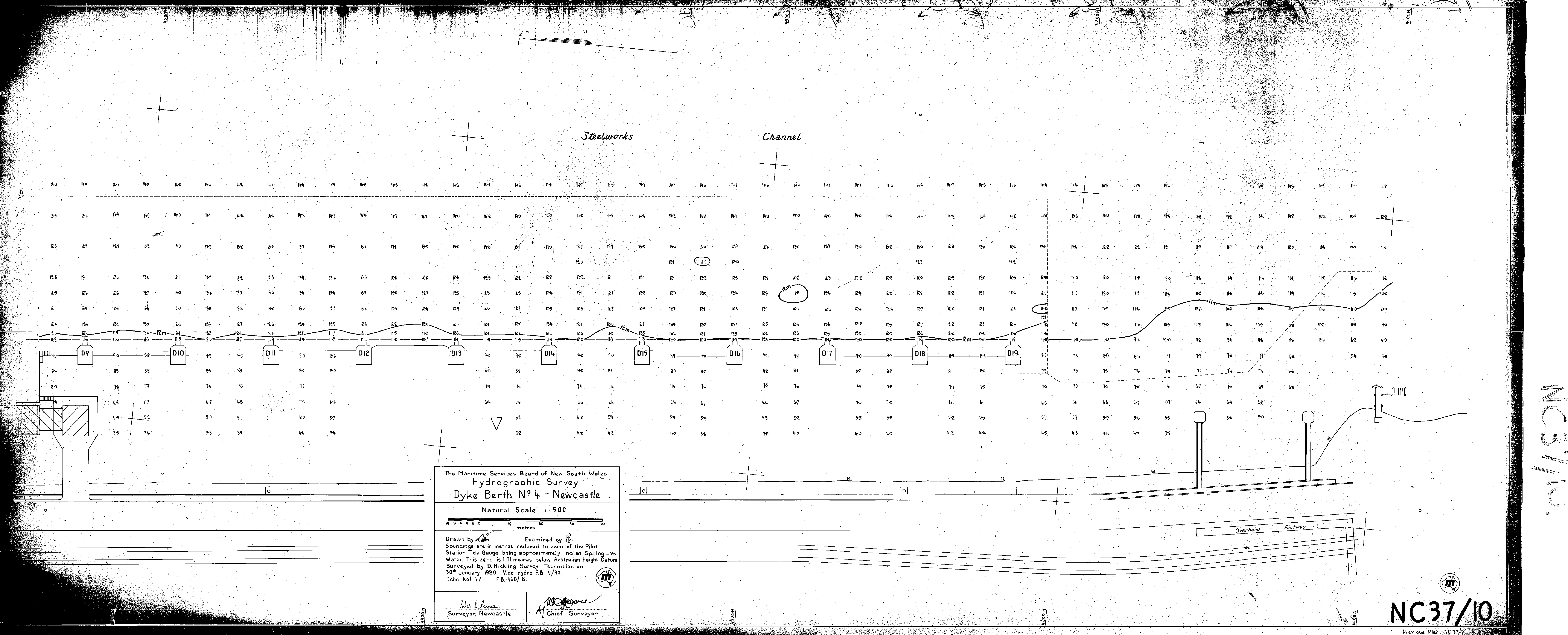
ANNEXURE CERTIFICATE
BLL-3

This is the Annexure marked "BLL-3" referred to in the affidavit of Bruce Llewellyn Lloyd affirmed at Sydney in New South Wales on 25 February 2021.

Before me:



.....
Witness



The Maritime Services Board of New South Wales
Hydrographic Survey
Dyke Berth No 4 - Newcastle
Natural Scale 1:500

Drawn by *AB* Examined by *AB*
Soundings are in metres reduced to zero of the Pilot
Station Tide Gauge being approximately Indian Spring Low
Water. This zero is 1.01 metres below Australian Height Datum.
Surveyed by D. Hickling Survey Technician on
30th January 1980. Vide Hydro F.B. 9/90.
Echo Roll 77. F.B. 460/18.

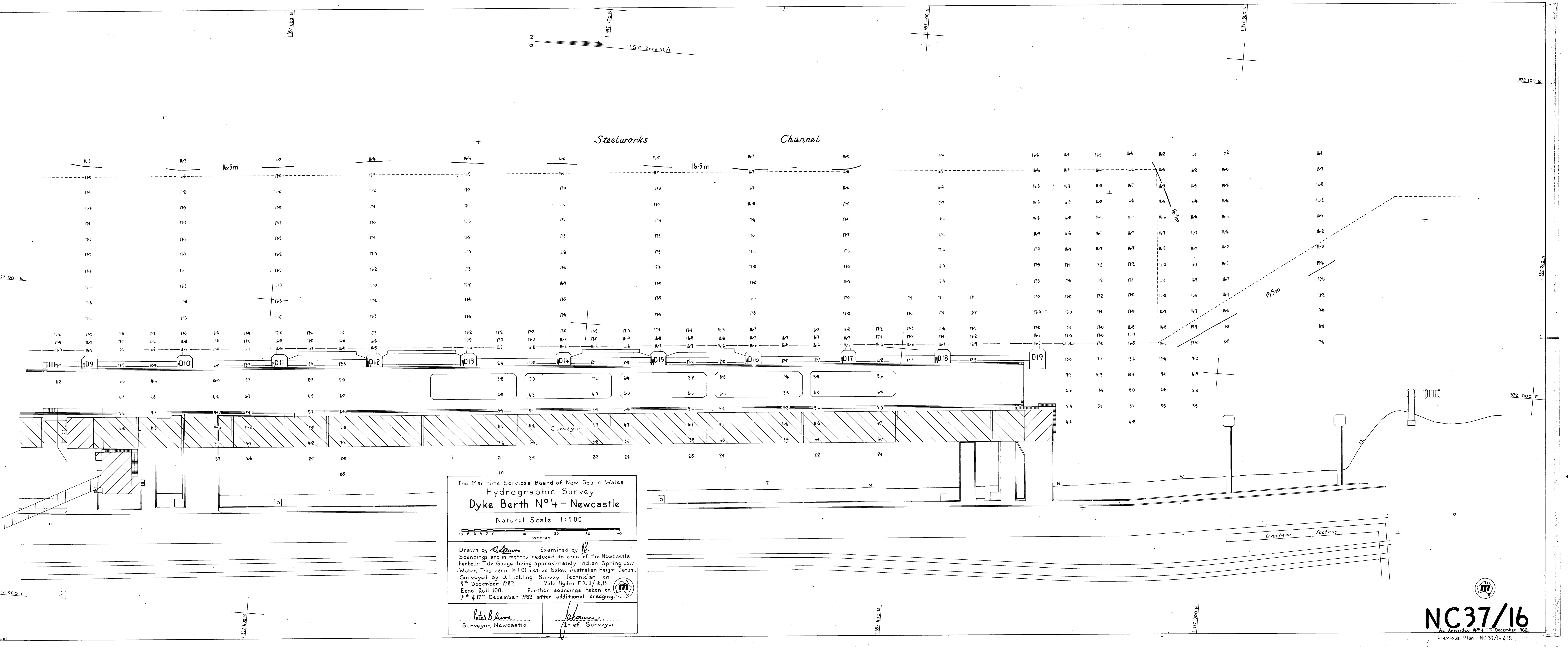
Peter Blume
Surveyor, Newcastle

At
Chief Surveyor

NC37/10

Previous Plan NC 37/9

NC37/10



The Maritime Services Board of New South Wales
Hydrographic Survey
Dyke Berth No 4 - Newcastle
Natural Scale 1:500

Drawn by [signature] Examined by [signature]
Soundings are in metres reduced to zero of the Newcastle
Harbour Tide Gauge being approximately Indian Spring Low
Water. This zero is 1.01 metres below Australian Height Datum.
Surveyed by D. Hickling Survey Technician on
9th December 1982. Vide Hydro F.B. 11/16, 18
Echo Roll 100. Further soundings taken on
14th & 17th December 1982 after additional dredging.

Peter Blume
Surveyor, Newcastle

[signature]
Chief Surveyor

NC37/16
As Amended 14th & 17th December 1982.
Previous Plan NC 37/14 & 15.

NC 38/12

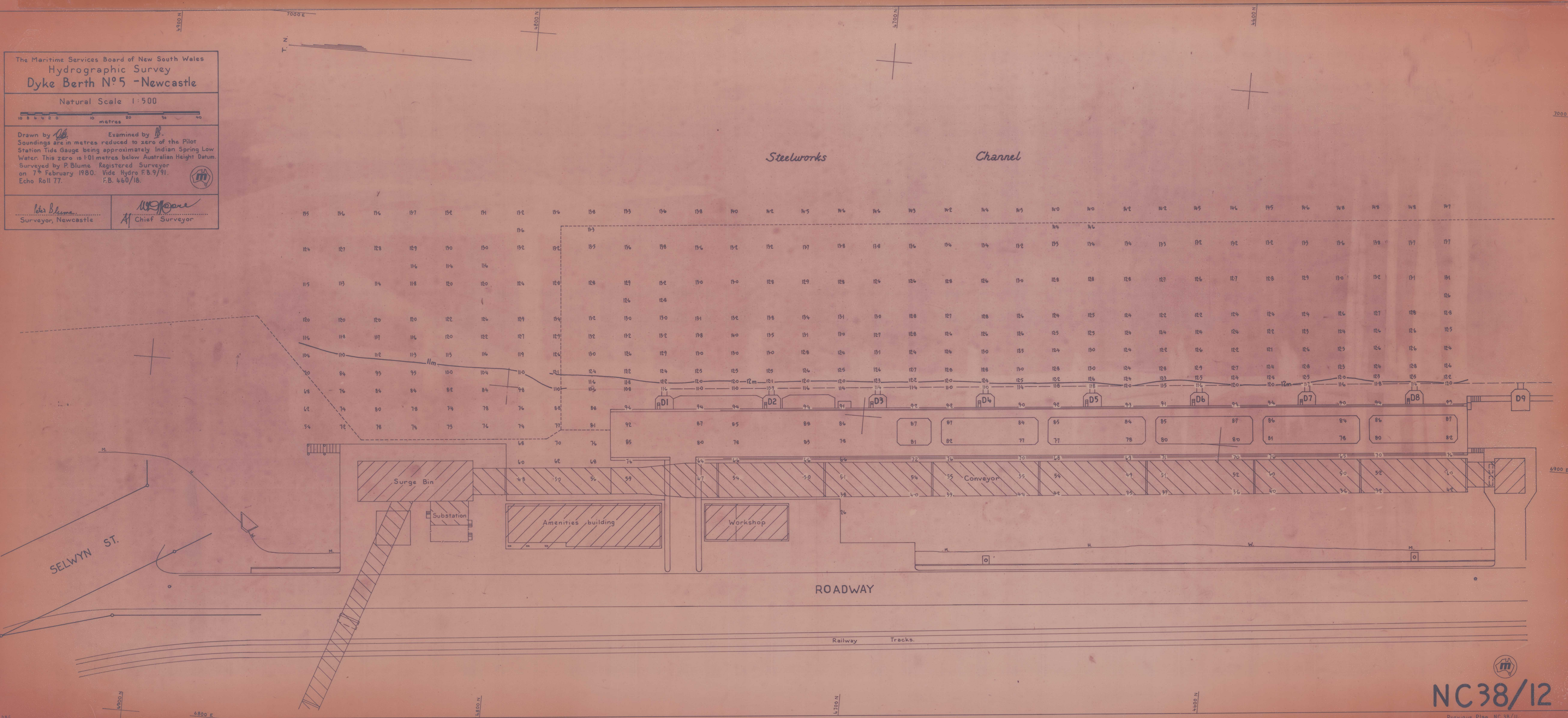
The Maritime Services Board of New South Wales
Hydrographic Survey
Dyke Berth N°5 - Newcastle

Natural Scale 1:500

Drawn by *P. Blume* Examined by *M. J. Moore*
Soundings are in metres reduced to zero of the Pilot
Station Tide Gauge being approximately Indian Spring Low
Water. This zero is 1.01 metres below Australian Height Datum.
Surveyed by P. Blume Registered Surveyor
on 7th February 1980. Vide Hydro F.B. 9/91.
Echo Roll 77. F.B. 460/18.

P. Blume
Surveyor, Newcastle

M. J. Moore
Chief Surveyor



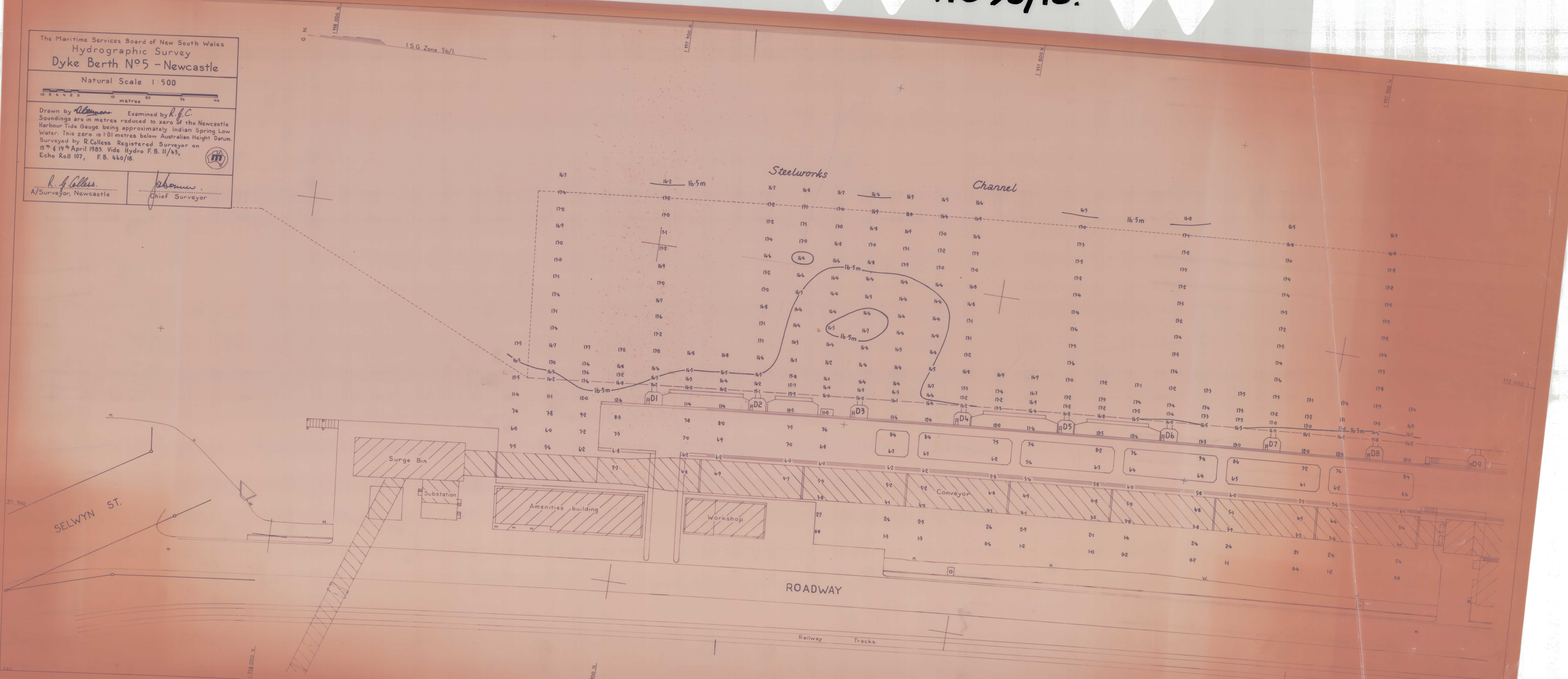
The Maritime Services Board of New South Wales
Hydrographic Survey
Dyke Berth N°5 - Newcastle

Natural Scale 1:500

Drawn by *Almon* Examined by *R. J. C.*
Soundings are in metres reduced to zero of the Newcastle
Harbour Tide Gauge being approximately Indian Spring Low
Water. This zero is 1.01 metres below Australian Height Datum.
Surveyed by R. Colless Registered Surveyor on
15th & 19th April 1983. Vide Hydro F.B. 11/43,
Echo Roll 107, F.B. 460/18.

R. J. Colless
A/Surveyor, Newcastle

Almon
Chief Surveyor



NC 37

Dyke Berth N°4 Newcastle.

- | | | |
|---------|----------------|--|
| NC 37/1 | May 1977 | Complete Soundings |
| 2 | July 1977 | Complete Soundings (post-dredging) |
| 3 | April 1978 | Check Soundings after March floods |
| 4 | June 1978 | post dredge soundings - complete. |
| 5 | August 1978 | pre dredge soundings - 50%. ("Resolution") |
| 6 | August 1978 | post dredge soundings complete |
| 7 | August 1979 | pre-dredge soundings complete |
| 8 | September 1979 | post dredge soundings complete. |
| 9 | October 1979 | NC37/8 amended soundings after additional dredging (Green) |
| 10 | January 1980 | pre-dredge soundings before Westham's deepening (12m to 16.5m) |
| 11 | February 1980 | progress soundings. |
| 12 | January '81 | progress soundings. |
| 13 | February 1982 | Post-dredge soundings complete (W.H. "KARLYLE") |
| 14 | August 1982 | Progress soundings. |
| 15 | November 1982 | 33% coverage for pre dredge soundings (Westham) |
| 16 | December 1982 | 33% coverage for post dredge soundings (Westham) |
| 17 | July 1983 | 33% coverage for pre-dredge soundings. |

now DOCKYARD N°1

DOCKYARD BERTH N°1

NC 38

DYKE No 5. Newcastle

NC 38/1	May 1974	Tie up Dolphins, Steelworks Channel (leadline sdgs)
2	September '76	Post-dredge Soundings at Berth.
2A	December '76	Check Soundings - Northern Part of Berth.
3	May 1977	Routine Soundings - complete
4	July 1977	Complete Soundings - post dredging soundings - "Reso"
5	October 1977	Check Soundings - northern end.
6	April 1978	Check Soundings after March floods.
7	June 1978	post dredge soundings - complete
8	August 1978	pre dredge Soundings - 50% ("Resolution")
9	August 1978	post dredge Soundings - complete.
10	August 1979	Pre dredge soundings - Face of Berth only
11	September 1979	Post dredge soundings - complete
12	February 1980	Pre-dredge soundings - pre-deepening (12m to 16.5m)
13	February 1980	Progress Soundings.
14	January 1981	Progress soundings.
15	August 1982	Progress soundings.
16	November 1982	33% coverage for pre dredge soundings (Westham)
17	December 1982	33% coverage for post dredge soundings (Westham)
18	April 1983	Soundings after further dredging.
19	November 1983	Soundings north of Dyke No.5 for proposed new berth.

Now DOCKYARD No 2

DOCKYARD BERTH No 2