



Bulk grain ports monitoring report – data update

2021-22

December 2022



Australian Competition and Consumer Commission
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Glossary and abbreviations

ABARES	Australian Bureau of Agricultural and Resource Economics and Sciences
ACCC	Australian Competition and Consumer Commission
ACF	Australian Crop Forecasters
Bulk exports	Grain loaded onto a ship for export. Does not include grain exported in a bag or container that is not capable of holding more than 50 tonnes of grain.
Bulk shipments	Grain loaded onto a ship for either export or coastal shipment.
Capacity	The total amount of grain in tonnes that can be loaded onto a ship during a shipping window, as determined by the port terminal service provider that owns or operates the port terminal facility.
CCA	<i>Competition and Consumer Act 2010</i> (Cth)
Coastal shipments	Shipments of bulk grain made between Australian ports.
East coast	New South Wales, Queensland and Victoria.
Exporter	An entity seeking access to, or using, port terminal services for the purpose of exporting bulk grain.
Grain usage	Refers to how a state's grain production (and interstate transfers of grain) supplies various markets. Grain can be consumed domestically, exported in bulk or exported via containers.
'Others' category of exporters	Exporters that fall outside of the top 5 exporters at a port terminal facility over a specified period of time, as determined by export volumes. See Appendix: Explanatory notes for more information.
Peak shipping period	The period where demand for bulk grain shipment port terminal services is highest, typically from 1 February until 31 May.
Mobile loader	A type of portable ship loader that can be set up and moved within and between ports as required.
Percentage points	The unit of arithmetic difference between 2 percentages. For example, moving up from 10% to 15% is a 5-percentage point increase, but is an actual 50% increase in what is being measured.
Port loading statement	A document produced by port terminal service providers pursuant to clause 7 of the Code which contains certain information about each ship scheduled to load grain via the port terminal service provider's port terminal facility. Commonly referred to as a 'shipping stem'.
Port terminal facility	A ship loader that is at a port and capable of handling bulk wheat, including an intake/receival facility, a grain storage facility, a weighing facility and a shipping belt.

PTSP	Port terminal service provider – the owner or operator of a port terminal facility that is used, or is to be used, to provide a port terminal service.
Shipment pace	The demand for bulk grain shipment port terminal services for each month in the Australian shipping year.
Shipping year	The period from 1 October to 30 September the following year. References to particular years or seasons such as ‘2020–21’ refer to the associated shipping year.
Supplementary spreadsheet	A spreadsheet published on the ACCC website supplementing the <i>Bulk grain ports monitoring report – data update – 2021–22</i> . It provides further data on Australia’s bulk exports, production, containers, and domestic consumption (and the data behind all figures in this report).
Supply chain	A network between companies and their suppliers to produce and distribute grain. This includes upcountry grain storage and handling services, transportation of grain and port terminal services.
The Code	The Port Terminal Access (Bulk Wheat) Code of Conduct.
Vertically integrated	A company that operates at more than one stage of the supply chain.

1. Key findings

1.1 Australia's 2021-22 bulk exports were 22% above last season's previous record and high volumes extended beyond the typical peak period

At 40.6 million tonnes, Australia's 2021-22 bulk grain exports exceeded last season's record (of 33.3 million tonnes) by 22%. 2021-22 bulk exports were 61% above the average of 25.2 million tonnes.

Two consecutive years of record high-volume production created strong demand for export services throughout the season. Despite reports of issues getting grain to port, a record bulk export year was again set by industry. Carryover grain from 2020-21 meant the 2021-22 season started strong, and record production meant bulk exports continued to remain well above average throughout the entirety of the season.

Bulk grain shipments from Australian ports typically peak during the months of February to May. As per table 1.1, comparing the 2021-22 peak and after peak periods shows a 4 percentage point increase in the proportion of after peak period shipment levels compared to 2020-21 (now representing 34% of annual exports).

Despite record peak period bulk exports in 2021-22 (8% above the 2020-21 record), table 1.1 also shows the proportion of grain exported in the 2021-22 peak period (compared to the before and after peak period) fell 5 percentage points. This was largely due to the (also) record export volumes shipped during the after peak period (35% above last year). As such, and as shown by table 1.1, in 2021-22 there was a relatively larger increase in the amount of grain shipped before and after the peak period, compared to the increase in grain shipped during the peak period. This was likely because the peak period was close to capacity in 2020-21, meaning additional grain from the even larger 2021-22 season was mostly facilitated in off peak periods.

Table 1.1: Total exports by shipment period, 2020-21 and 2021-22 compared to average

	2020-21	2021-22	Average*
Before peak	27% (8.8mt)	28% (11.4mt)	30% (7.4mt)
Peak	43% (14.4mt)	38% (15.5mt)	42% (10.5mt)
After peak	30% (10.1mt)	34% (13.7mt)	29% (7.4mt)
Total exports	100% (33.3mt)	100% (40.6mt)	100% (25.2mt)

Source: PTSP loading statements; and ACF Shipping stem and market share report.

Notes: Shipment periods are: 'Before peak' is October to January shipments, while 'Peak' is February to May shipments, and 'After peak' is June to September shipments.

* Average proportions are based on total volumes from 2014-15 to 2021-22.

The spread of grain shipments across the season, to some extent, varied by state. For example, WA had a much larger after peak shipment period than usual, reaching 35% of its annual exports (8 percentage points above average and only one percentage point below peak levels). Consistent with national exports, WA also had a record peak period (3% above previous record), however substantial volumes of grain were exported after peak (35%) in WA, therefore suggesting the continuation of peak exports throughout the rest of the season. This trend of the continuation of the peak period through to the end of the season was generally observed across other states (though to varying extents).

In contrast, SA had a considerably higher proportion of peak period shipments (47%) than after peak period shipments (27%). Unlike other states SA did not experience record shipment levels. Record shipment levels in other states likely led to exports remaining high after the peak period due to the volume of grain available for export.

High levels of production may have increased the opportunity and need for exporters to export more grain outside of typical peak period shipping months. The ACCC understands that the continuing

increase in on-farm storage (in some regions) is providing growers greater control over their marketing and transport decisions than in previous years, including when and where grain is delivered. The increase in on-farm storage and alternative off-farm storage solutions (that is outside of an incumbent's vertically integrated network) has also supported the entry of new Port Terminal Service Providers (PTSPs) that are unable to replicate the networks of incumbent operators.

1.2 In another record year, 2 further mobile loader operations commenced exports

In the last 2 consecutive record production and bulk export seasons, 4 new mobile loader operations have commenced exporting from several ports across Australia. The lower upfront and capital costs of mobile ship loading operations have reduced the barriers to entry in some markets for bulk grain port terminal services. T-Ports is also planning to begin export operations at Wallaroo in mid-2023 using its transshipment vessel, another novel form of entry into a traditionally capital-intensive market.

The 2 new mobile loader operations in 2021–22 both entered the market at Brisbane, likely in response to the record demand for shipping capacity (bulk exports were 40% higher at Brisbane than the previous record). In Queensland bulk wheat exports exceeded average levels 3-fold. All states, except SA, achieved record bulk export seasons:

- WA exported 18.2mt (34% above average)
- SA exported 7.2mt (28% above average)
- Victoria exported 6.0mt (124% above average)
- NSW exported 6.2mt (157% above average)
- Queensland exported 2.9mt (201% above average).¹

Every facility in WA exceeded stated capacity, with Bunbury exceeding its stated capacity for the first time. SA was the only state that did not have a facility exceed its stated (or estimated) capacity.²

The market share of mobile loader operations and newer entrants PTSPs³ increased to 8% (up from 7% in 2020–21) across Australia. The market share of Viterra in SA and GrainCorp on the east coast has declined as a result over recent years, particularly on a port basis where there are now multiple facilities. However, these PTSPs continue to hold majority proportions of market share and typically operate much larger-scale facilities allowing for greater throughput and efficiencies.

CBH remains dominant in the WA port terminal services market, operating all but one facility in the state. CBH's PTSP market share has experienced little change since it received exemption status in 2014. The WA Plantation Resources (WAPRES) Bunbury operation continues to have limited impact on CBH's port terminal services market share. Bunbury WAPRES achieved its highest throughput market share in 2021–22, at 6.3% of all WA bulk exports (up from 4.1% in 2020–21).

1.3 Several new exporters secured access and exported significant volumes in some states

A record number of exporters (32) exported bulk grain this year from across Australia. Exporters shipped bulk grain from all 31 operational⁴ facilities across Australia, and recent entry into the PTSP market meant that there was more capacity again this year on offer to facilitate the record shipment levels. It appears that a range of exporters were able to secure various levels of capacity, many across

1 The previous record bulk export seasons for each state were: WA, 14.5mt (2020–21); Victoria, 5.0mt (2020–21); NSW, 6.2mt (2020–21); and Queensland, 2.4mt (2011–12). SA's record bulk export season is 8.1mt (2016–17).

2 The ACCC estimates the capacity of non-exempt port terminal facilities using capacity figures published by PTSPs. In the case of some exempt PTSPs capacity estimates were provided several years ago. As such, not all capacity figures in this report may be representative of current capacity levels and may partly explain utilisation rates of over 100%. See the Data Appendix for further details.

3 PTSPs that have entered the market since 2019–20.

4 ADM's Port Pirie facility was not operational in the 2021–22 shipping year.

multiple ports, over the course of an extended peak shipping period. However, the ACCC notes its shipping data observations only provide a snapshot of shipping capacity access levels and patterns of shipping capacity access by exporters. The ACCC does not have access to information about the price or service levels exporters received from a PTSP.

The exporting businesses of CBH, GrainCorp and Viterra accounted for 58% of all bulk exports in 2021-22, 5 percentage points below average (and 6 percentage points below 2020-21).

There were 9 new entrant exporters, including Australian-Asian Agricultural Exports (AAAX) that exported close to 0.40mt from CBH's WA facilities in its first year. While new entrants mostly shipped relatively few shipments each, in total they exported 1.6 million tonnes of grain (4% of national shipments).

NSW recorded the highest proportion of export volumes shipped by new entrant exporters (9%, via 3 new entrants). Export Trading Group (ETG), using Quattro's facility, accounted for most of these exports (gaining a market share of 43% at Quattro, second to Arrow's market share at Quattro of 49%).

The market share of exporters in the 'others' category (those outside the top 5 in the state) increased to 25% in Queensland (an increase of 10 percentage points), as 3 new exporters entered the Queensland market during 2021-22.

While the ACCC has observed an increase in both the number of exporters and the number of facilities in the market, this has been against the backdrop of consecutive record harvests and may not necessarily represent long-term trends. The ACCC also does not receive PTSP financial information, capacity requests that were unable to be provided, the terms and conditions of access provided to exporters, or information on the broader supply chain. Findings, such as those in sections 1.2 and 1.3, are based on publicly available information, information required to be published and/or provided to the ACCC under the Code, and third-party information sources. Therefore, findings in this report are confined to observations regarding the use of bulk grain export port terminals facilities and do not provide a comprehensive analysis of the state of the market.

1.4 While there was a record number of exporters and more port terminal facilities available, some port terminal facilities have one or two dominant exporters

As more PTSPs commence providing bulk export services, several facilities (including new facilities) are predominantly being used by one or a few exporters. This may not necessarily reflect issues experienced by exporters in accessing facilities, as some facilities may only receive access requests from a small number of exporters. Some sites may also not be capable of facilitating exports for more than one exporter at a time.

In the ACCC's 2020-21 data report, it was noted that the average number of exporters per facility had declined. This was particularly the case at GrainCorp facilities. However, the number of exporters using GrainCorp facilities increased this year from 8 to 11, though its exporter market share at its own facilities was relatively constant (59%, down from 61%). The average number of exporters per facility across Australia also increased in 2021-22. This is consistent with the number of new entrant exporters and that most facilities experienced either an increase or constant level of exporters compared to 2020-21.

While 2021-22 had a record number of exporters active across the national market (and more PTSPs continue to commence operations), several facilities are predominantly being used by one (or a few) exporters:

- At Portland GrainCorp accounted for 90% of its own throughput, while CHS Broadbent (CHS) accounted for 75% of Port of Portland Limited's (POPL) throughput.
- At Port Adelaide, Viterra accounted for 52% of its own throughput, Cargill 55% of its own throughput, while JK International (JKI) accounted for 91% of Semaphore's throughput.
- At Brisbane, GrainCorp accounted for 63% of its own throughput, Gavilon 62% of its own throughput, while Arrow accounted for 82% of Bulk Cargo Service's (BCS) throughput.⁵
- At Port Kembla, GrainCorp accounted for 59% of its own throughput (with the facility used by 3 exporters in total), while Arrow and ETG combined accounted for 92% of Quattro's throughput.
- At Newcastle, GrainCorp accounted for 63% of its own throughput, while Arrow and CHS accounted for 97% of Newcastle Agri Terminal's (NAT) throughput.

The ACCC notes that Emerald Grain (Emerald) remained the only exporter at its Melbourne facility. Additionally, CBH remained the dominant exporter at all its facilities in WA. Viterra's market share at some facilities was high during the harvest period of November to January, where export levels were also high. While Viterra's market share overall in SA was 38% in 2021-22, this reached 56% during the before peak period (October-January) and dropped to 29% after the peak period (June-September).

The ACCC notes that findings from this report are based on bulk shipping data and do not reflect the terms on which exporters were able to secure access to shipping capacity. The ACCC therefore notes that while total export volumes and market share data is useful in relation to the level of competition between PTSPs, it does not provide a complete picture of the state of competition of the bulk grain export markets or related supply chains.

⁵ Wagner performed 2 shipments in 2021-22, each performed by a different exporter.

2. Introduction

The ACCC is an independent Commonwealth statutory agency that promotes competition, fair trading and product safety for the benefit of consumers, businesses and the Australian community. The primary responsibilities of the ACCC are to enforce compliance with the competition, consumer protection, fair trading and product safety provisions of the *Competition and Consumer Act 2010* (Cth) (CCA), to regulate national infrastructure and to undertake market studies.

The ACCC's *Bulk grain ports monitoring report – data update 2021–22* provides a consolidated information source about Australian bulk grain exports and competition for bulk grain export port terminal services at ports around Australia.

2.1 About the Code and the ACCC

The Port Terminal Access (Bulk Wheat) Code of Conduct (the Code) is set out in Schedule 1 of the Competition and Consumer (Industry Code – Port Terminal Access (Bulk Wheat)) Regulation 2014 (Cth) and is a prescribed mandatory code of conduct for the purposes of section 51AE of the CCA.

The Code applies to the providers of services supplied via port facilities capable of handling bulk wheat and the exporters that wish to use those services. It regulates the behaviour between PTSPs and exporters to ensure that 'exporters of bulk wheat have fair and transparent access to port terminal services'.⁶

The Code also assigns the ACCC a number of specific roles, including the ability to determine a PTSP to be an 'exempt service provider'.⁷ A decision by the ACCC to 'exempt' a PTSP means that the PTSP does not have to comply with Parts 3 to 6 of the Code when providing services at a specified facility. Parts 3 to 6 of the Code contain the obligations that seek to ensure PTSPs provide access to services fairly and transparently. For example, non-exempt PTSPs are required to:

- not discriminate in favour of a related export business or hinder access in the course of providing services
- provide access in accordance with an ACCC-approved capacity allocation system if allocating capacity more than 6 months in advance
- resolve disputes in accordance with a Code-prescribed dispute resolution process.

2.2 Why we prepare this report

The Code provides the ACCC with the ability to determine a PTSP to be an 'exempt service provider'. The ACCC can also revoke exemptions previously granted, if, after considering the 10 matters listed in subclause 5(3) of Code, it is satisfied that the reasons for granting the exemption no longer apply. To date the ACCC has not revoked an exemption from Parts 3 to 6 of the Code.

This report is published to fulfil the ACCC's commitment to ongoing monitoring of access to bulk grain export port terminal facilities following its first decision to determine a PTSP to be an 'exempt service provider' under the Code in 2015.

Additionally, the ACCC continues to produce the reports in order to ensure its ability to grant exemptions and stakeholders' ability to provide feedback on exemption applications, is based on up-to-date information (including a contemporaneous understanding of the competition issues in the relevant markets). The ACCC also has a role in monitoring compliance with the Code's obligations, which is assisted by preparing these monitoring reports.

The report is voluntarily produced by the ACCC. The ACCC does not have any specific information gathering powers in relation to this report. The report uses information that PTSPs are required to

⁶ Port Terminal Access (Bulk Wheat) Code of Conduct, r.2.

⁷ Port Terminal Access (Bulk Wheat) Code of Conduct, r.5(2).

provide the ACCC and are required to publish under the Code. The report is therefore limited to the information PTSPs are required to provide the ACCC under the Code and information that is publicly available (or available via third-party sources).

The ACCC's ongoing public monitoring of access to bulk grain export port terminal facilities assists in understanding if the level of regulation applying to exempt and non-exempt facilities is appropriate. It also assists in furthering the ACCC's broader objective of 'making markets work' for Australian consumers, including the users of these facilities.

This is the second time the ACCC has published a data update report, having previously combined bulk export data analysis and findings from industry consultation over 2015-16 to 2019-20 (the ACCC published separate data update and industry update reports in 2020-21). The ACCC encourages industry to contact the ACCC with any issues or concerns but will not be conducting more extensive stakeholder consultation or publishing further industry update reports. The ACCC intends to continue to publish data reports. The ACCC will also continue to consult with industry in relation to exemption applications and any other relevant changes to the competitive or regulatory landscape in relation to bulk grain export.

The ACCC notes that in addition to this report, it has published a supplementary spreadsheet which provides more detailed data on Australia's bulk exports, production, containers, and domestic consumption (as well as providing the data behind each figure in the report). The supplementary spreadsheet is available on the ACCC's website.

2.3 How we prepare this report

The ACCC uses data from a range of sources to examine bulk export shipping trends across national and state markets. These include:

- bulk grain export data sourced from PTSP loading statements as required to be published and provided to the ACCC under the Code⁸, which allows the ACCC to monitor the level of competition between PTSPs, competition between exporters and the degree of constraint on specific facilities
- domestic consumption and containerised export data provided by Australian Crop Forecasters (ACF), which allows the ACCC to monitor the level of grain being supplied to non-bulk export markets
- production data sourced from the Australian Bureau of Agricultural and Resource Economics and Sciences (ABARES), which provides the ACCC with a picture of how much grain was available to be sold into the various markets, including bulk export.

The ACCC notes that the loading statements sourced from PTSPs are forward looking documents and PTSPs may not update the statements to reflect final tonnages loaded. Further, the ABARES 2021-22 production data used in this report are estimates only and are subject to further revision. The data in this report is indicative only and subject to change.

8 Port Terminal Access (Bulk Wheat) Code of Conduct, clause 7.

2.4 Code reviews and next steps

2.4.1 First Code review

The first review of the Code commenced in 2017. The then Department of Agriculture and Water Resources' (now the Department of Agriculture, Fisheries and Forestry) (the Department) 2018 final report recommended that the Code be retained, and a series of amendments made to improve its operation.⁹ The then Australian Government's 2020 response¹⁰ supported 10 of the Department's recommendations, provided in-principle support to one recommendation, and did not support one recommendation.¹¹ No amendments to the Code recommended from the Code review have been made since the Australian Government's October 2020 response.

2.4.2 Second Code review

The regulations which enable the Code originally required that a second Code review was to commence by 30 September 2022. On 15 September 2022 the regulations were amended such that a second review is now required to commence by 22 September 2025.¹² The regulations which enable the Code are currently scheduled to sunset on 1 October 2024.

2.4.3 ACCC view on next steps for the Code

As set out in the ACCC's September 2022 industry update report¹³, the ACCC continues to consider that a second review of the Code should occur as soon as practicable. The ACCC considers commencing the second review of the Code as late as 2025 to be problematic.

These views are based on the ACCC's experience administering the Code and as noted in the ACCC's previous monitoring reports¹⁴, a range of changes have occurred across the industry since the commencement of the first review of the Code.

The ACCC has observed new entrants are adopting infrastructure and business models not envisaged by the Code (or the first review amendments). New entrants have also typically entered markets with significant and well-established port terminal facilities and have therefore been subject to significant competitive constraint. The default application of the full suite of the Code's obligations on new entrants risks imposing unnecessary regulatory burden, raising barriers to entry, and negatively affecting the development of competition amongst PTSPs. Consistent with these observations, all 11 new PTSPs that have applied for exemption since the Code commenced in 2014 have been found to be subject to sufficient competitive constraint, and subsequently been granted exemptions.

Despite the intention that the Code would provide a deregulatory pathway for industry, the current market environment has resulted in an increasing number of PTSPs being subject to regulation on a default basis.¹⁵ Given that new-entrant PTSPs are typically smaller operations, they are potentially subject to a relatively disproportionate level of regulatory burden compared to larger incumbents.

9 See: <https://www.agriculture.gov.au/sites/default/files/sitecollectiondocuments/ag-food/crops/wheat/review-wheat-port-access-code-conduct-report.pdf>, agriculture.gov.au, accessed 13 October 2022.

10 Department of Agriculture, Water and the Environment, 'Australian Government Response to the Review of the Wheat Port Access Code of Conduct', awe.gov.au, October 2020, accessed 16 November 2021.

11 The Government did not support the recommendation that 'the code be amended to extend its coverage from bulk export wheat at port to all bulk export grains at port' (Recommendation 11).

12 The amendments to the regulations were registered on 21 September 2022, see: <https://www.legislation.gov.au/Details/F2022L01232>, legislation.gov.au, accessed 13 October 2022.

13 <https://www.accc.gov.au/publications/serial-publications/bulk-grain-ports-monitoring-reports/bulk-grain-ports-monitoring-report-industry-update-2020-21>.

14 See: <https://www.accc.gov.au/publications/serial-publications/bulk-grain-ports-monitoring-reports/bulk-grain-ports-monitoring-report-industry-update-2020-21>.

15 While the original access undertakings in place prior to the introduction of the Code captured 4 larger-scale, vertically-integrated PTSPs, the Code now covers 16 PTSPs with differing business models and grain loading infrastructure.

As noted in previous reports, the ACCC also considers the Code does not have an effective enforcement regime, particularly as it applies to non-exempt PTSPs. Current scope and drafting vagaries limit the ACCC's ability to enforce PTSP compliance with the Code. The ACCC considers that this has left industry with a regulatory regime that does not:

- appropriately balance regulatory burden with tangible benefits across industry
- support new entry
- provide sufficient deterrent mechanisms so it can achieve its objective of fair and transparent access for all users, particularly at non-exempt ports.

Given the Code's enforcement limitations and the burden it places on new entrants, the ACCC has called for the next review to be commenced as soon as practicable, and within the next year. Government and industry can then consider whether the Code remains an appropriate and fit-for-purpose regulatory approach for the industry. A second review will provide a timely opportunity for Government and industry to consider current (and expected future) market conditions, especially before possible changes foreshadowed from the first review are considered further.

In addition to the limitations of the Code, the market has more broadly undergone considerable change over the last 5 years, including the onset of coastal shipping, novel forms of market entry and growing demands for data across the supply chain. Progressing a Code review will provide industry the opportunity to:

- reconcile these developments
- consider the value of the Code to industry
- examine whether current rates of market participation are sustainable, including if mobile loader operations represent a long term credible source of constraint on larger operators.

At this stage, and absent a comprehensive review, the ACCC notes that the shipping data shows there has been an increase in both PTSPs and exporters participating in bulk export markets. While a positive development, it appears such an outcome may have been driven by 2 consecutive record harvests and broader geopolitical and climate considerations. As such, it is not clear to the ACCC whether increased market participation (both at an exporter and PTSP level) will lead to long term competitive market outcomes at the port level and (more broadly) across related supply chains.

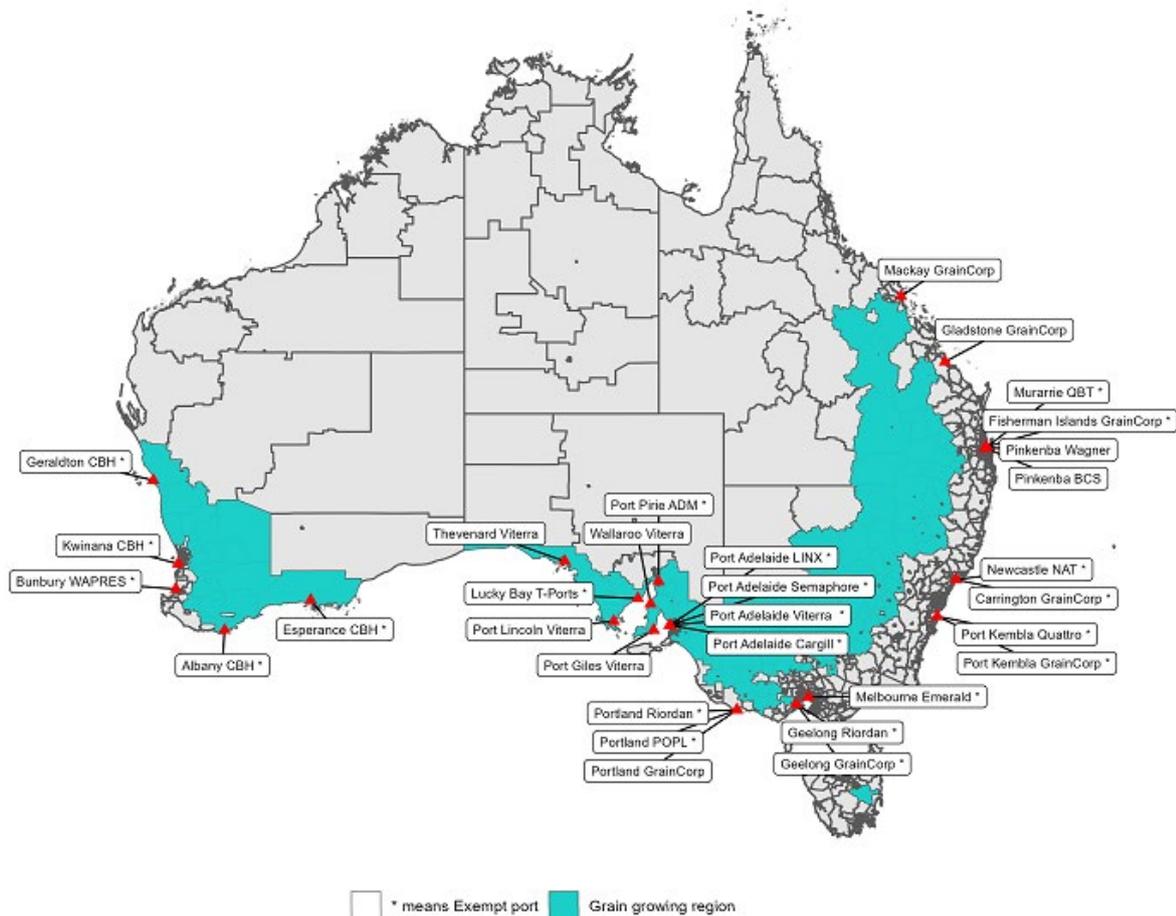
The ACCC considers that given the range of changes that have occurred in recent years (including the entry of PTSPs and exporters), a review of the Code should take place as soon as practicable. This will enable Government and industry to assess whether the increased market participation (particularly in relation to mobile loader operations) observed in the past 2 seasons has solely been in response to record demand (or is representative of longer-term trends). It will also enable Government and industry to assess whether the Code remains appropriate and fit for purpose.

Some stakeholders have called for the ACCC to undertake a broader grains industry market inquiry. It is a matter for the Australian Government to determine whether it wishes to direct the ACCC to conduct such an inquiry.

2.5 Port terminal facilities and exemptions

Figure 2.1 shows Australia's typical grain production areas, and the location of all bulk grain export port terminal facilities.

Figure 2.1: Map of Australia's bulk grain port terminal facilities and grain growing regions



Source: Australian Bureau of Statistics (ABS), 7121.0 - Agricultural Commodities, Australia, 2015-16 SA2 data, and company websites.

One of the ACCC's specific roles under the Code is to assess applications made by PTSPs for 'exempt service provider' status. Exempt service providers are not required to comply with Parts 3 to 6 of the Code in providing services via a specified facility or facilities.

Since 2014, the ACCC has granted exemptions in relation to 19 facilities and decided against granting exemptions in relation to 5 (GrainCorp Portland, Viterra Wallaroo, Viterra Port Giles, Viterra Port Lincoln, and Viterra Thevenard). The ACCC is currently considering applications for exemption for Wagner and BCS at Pinkenba in Queensland, as well as T-Ports at Wallaroo.¹⁶

On 17 November 2014 the Minister for Agriculture granted CBH exempt service provider status at each of its 4 port terminal facilities in WA based on CBH's co-operative status.

¹⁶ See: <https://www.accc.gov.au/regulated-infrastructure/wheat-export/exemption-from-parts-of-the-wheat-port-code#a-name-exemptions-a-wheat-port-code-exemption-applications>.

Table 2.1: Bulk grain port terminal facilities in Australia (by state)

State	Facilities and PTSPs	Exemption status
WA	Albany CBH	Exempt (17 November 2014)*
	Esperance CBH	Exempt (17 November 2014)*
	Geraldton CBH	Exempt (17 November 2014)*
	Kwinana CBH	Exempt (17 November 2014)*
	Bunbury WA Plantation Resources (WAPRES)	Exempt (24 September 2015)
SA	Inner Harbour Viterra	Exempt (27 April 2021)
	Outer Harbor Viterra	Exempt (27 April 2021)
	Port Giles Viterra	Exemption not granted (27 April 2021)
	Port Lincoln Viterra	Exemption not granted (20 July 2021)
	Thevenard Viterra	Exemption not granted (20 July 2021)
	Wallaroo Viterra	Exemption not granted (27 April 2021)
	Lucky Bay T-Ports	Exempt (1 April 2020)
	Port Adelaide Cargill	Exempt (2 July 2020)
	Port Adelaide LINX (previously BAPS and Patrick)	Exempt (11 October 2017)
	Port Adelaide Semaphore	Exempt (27 July 2017)
Port Pirie ADM	Exempt (24 September 2021)	
Victoria	Portland GrainCorp	Exemption not granted (25 June 2015), second exemption application submitted on 7 February 2019 and withdrawn on 20 December 2019.
	Geelong GrainCorp	Exempt (25 June 2015)
	Geelong Riordan Grains (Riordan)	Exempt (29 May 2017)
	Portland Riordan	Exempt (31 March 2020)
	Melbourne Emerald Grain (Emerald)	Exempt (25 June 2015)
Portland Port of Portland Limited (POPL)	Exempt (3 May 2022)	
NSW	Carrington** GrainCorp	Exempt (1 October 2014)
	Port Kembla Quattro Ports (Quattro)	Exempt (1 April 2016)
	Newcastle Agri Terminal (NAT)	Exempt (30 July 2015)
	Port Kembla GrainCorp	Exempt (1 April 2016)
Queensland	Fisherman Islands GrainCorp	Exempt (24 September 2015)
	Gladstone GrainCorp	Not exempt, no exemption application submitted.
	Mackay GrainCorp	Not exempt, no exemption application submitted.
	Murarrie Queensland Bulk Terminals (QBT)***	Exempt (24 September 2015)
	Pinkenba Bulk Cargo Services	Currently under assessment
	Pinkenba Wagner Corporation	Currently under assessment

Notes: * The Minister for Agriculture granted CBH an exemption at all 4 of its port terminals, due to its co-operative status, on 17 November 2014.
 ** Located at the Port of Newcastle.
 *** Previously referred to as 'Brisbane QBT' in monitoring reports and in the 2015 exemption decision.
 T-Ports Wallaroo has not been included in the above table as the facility is not yet operational.

2.6 Reporting to the ACCC

For questions or concerns that relate to access to port terminal services for the purpose of exporting bulk wheat, please contact the ACCC's Infrastructure Division:

- Infrastructure and Transport – Access and Pricing Branch (transport@acc.gov.au).

The ACCC's Agriculture Unit was established to examine competition and unfair trading issues in agricultural supply chains with a view to improving enforcement and compliance with the CCA across the agriculture sector.

To bring concerns about misconduct in the broader agriculture industry to the attention of the Agriculture Unit, please:

- make a report using our [reporting form](#) (you can make a report anonymously, however this may limit our ability to follow up matters with you), or
- contact Agricultureunit@acc.gov.au.

For general questions or concerns about issues in the agriculture industry please contact the ACCC's Infocentre on 1300 502 or via the [ACCC website](#).

3. National overview

3.1 Record breaking grain production in 2021-22

Australia's total grain production in 2021-22 reached a record 65.7 million tonnes.¹⁷ This was an increase of 11% on the previous record (59.1 million tonnes in 2020-21).

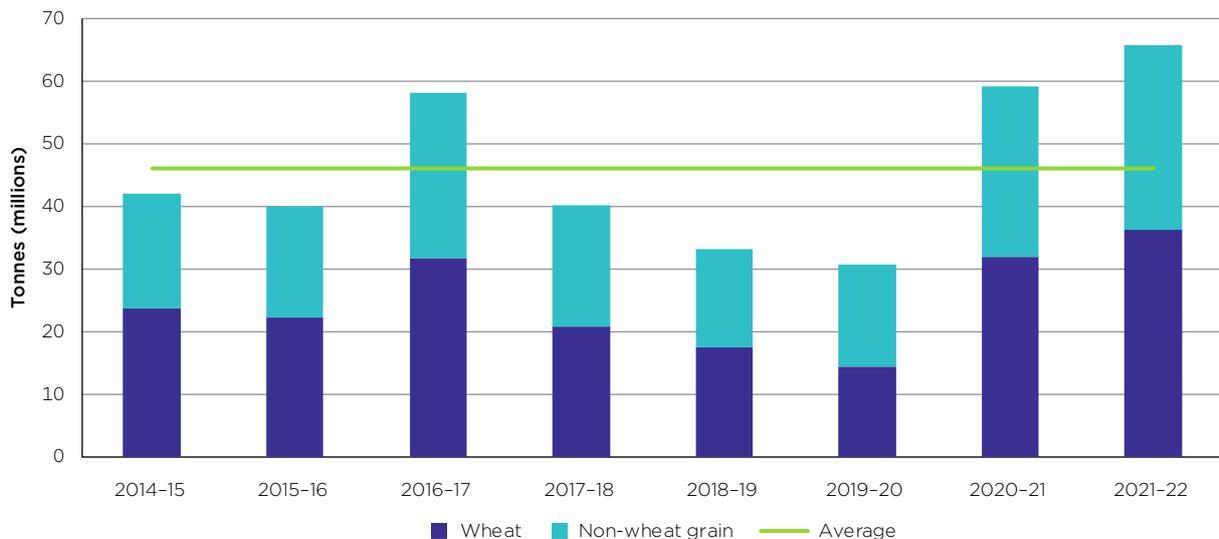
Of the record-breaking total grain production, WA accounted for 35% of production with 23.1 million tonnes produced in 2021-22, followed by NSW accounting for 30% of production with 20.0 million tonnes produced. This year's state proportions of total production are in line with average levels (in contrast NSW produced more grain than WA in 2020-21).

Australia achieved record wheat production in 2021-22 reaching 36.3 million tonnes, surpassing the previous record of 31.9 million tonnes in 2020-21. Barley remained the second largest crop and production was almost at record levels, falling slightly to 13.9 million tonnes (down from the record 14.6 million tonnes produced in 2020-21).

Canola production across Australia was also the highest on record at 6.8 million tonnes, breaking the previous record of 4.8 million tonnes set the previous year. WA was the biggest canola producer (accounting for 47% of production), followed by NSW (accounting for 27% of production).

In 2021-22, all states had above average production levels.

Figure 3.1: National grain production compared to average, 2014-15 to 2021-22



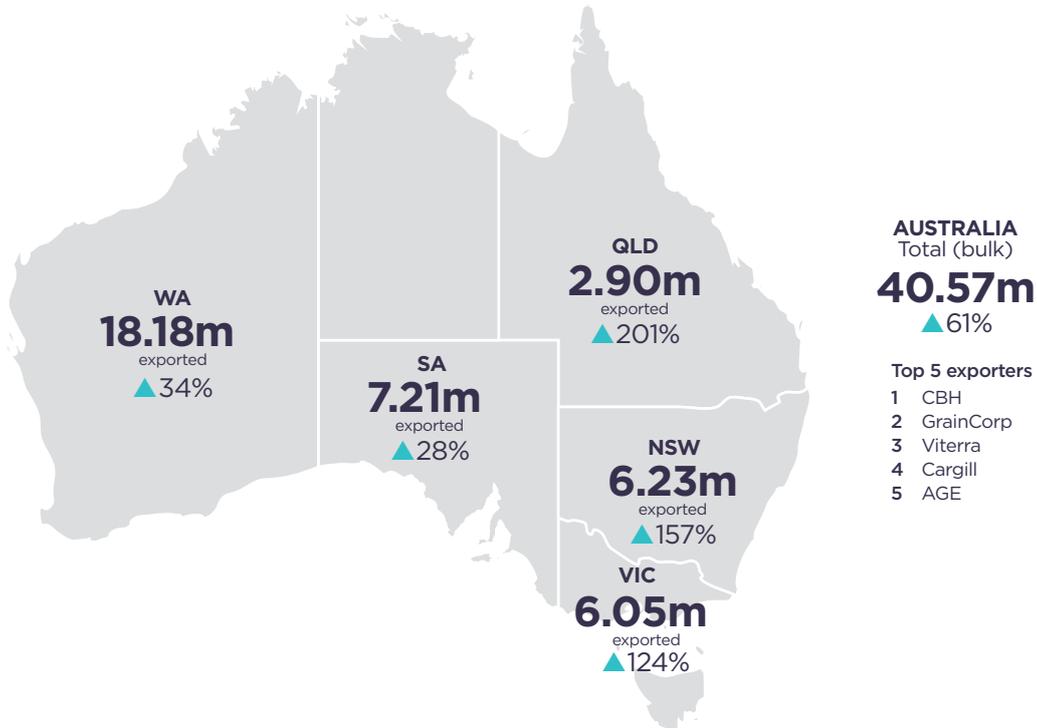
Source: ABARES, State data underpinning: Australia crop report: September 2022 No. 203.

Notes: 2021-22 figures are ABARES estimates, which are subject to revision.

¹⁷ The ACCC uses ABARES data, which dates back to 1989-90.

3.2 Bulk grain exports reached the highest level on record in all states except for SA

Figure 3.2: Bulk exports by state, 2021-22 compared to average

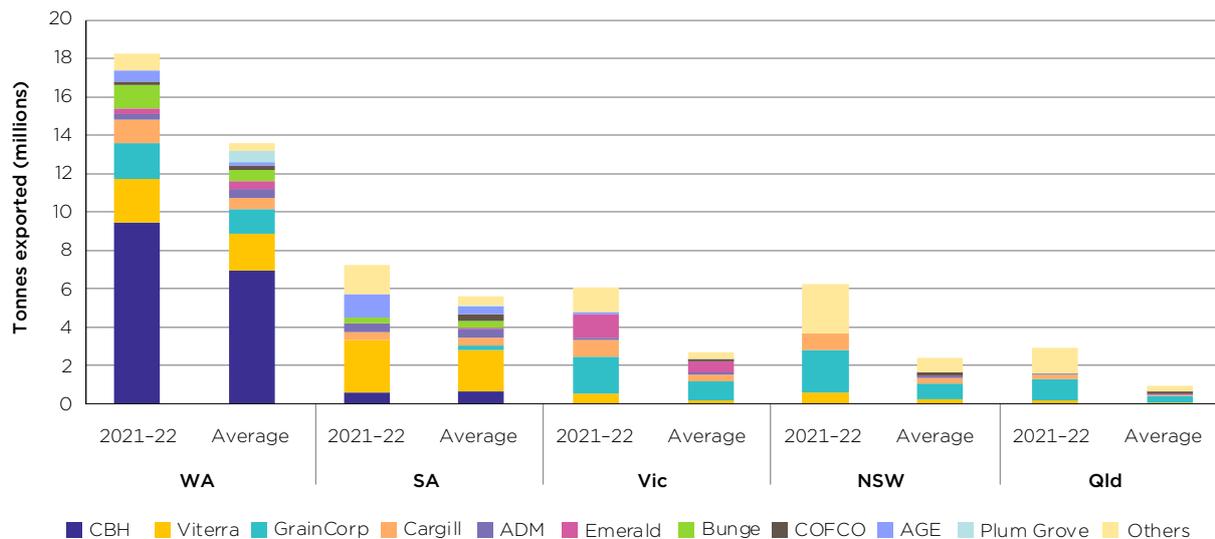


Source: PTSP loading statements; and ACF Shipping stem and market share report.

Nationwide, 40.6 million tonnes of grain were exported via bulk shipments this season. This is 61% above average and 22% higher than the previous record set in 2020-21 (of 33.3 million tonnes).

Every state but SA set new bulk export records in 2021-22. SA's bulk exports were 28% above average in 2021-22. WA was responsible for the largest share of exports at 18.2 million tonnes, followed by SA at 7.2 million tonnes, NSW at 6.2 million tonnes, Victoria at 6.0 million tonnes and Queensland at 2.9 million tonnes.

Figure 3.3: Bulk exports by state and exporter, 2021-22 compared to average



Source: PTSP loading statements; and ACF Shipping stem and market share report.

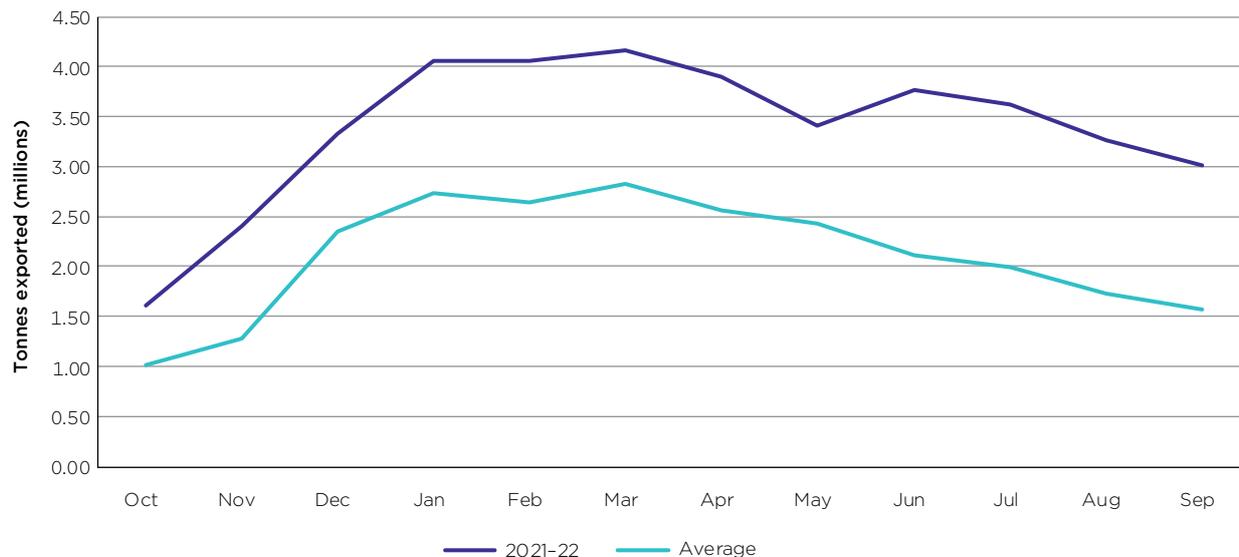
3.2.1 An extended peak period was observed for a second consecutive year and new records for monthly bulk exports were achieved in most months

As shown in figure 3.4, every month in the 2021-22 season was well above average. The year had a strong start, likely driven by carryover from the bumper 2020-21 harvest and increased international demand for Australian exports during this period.

All months, except October, December and May, achieved record-breaking bulk exports for that specific month. In particular, September exports were 3.0 million tonnes, up 44% on the previous record set in 2011-12. Additionally, November exports were 2.4 million tonnes, up 52% on the previous record set in 2011-12, July exports were 3.6 million, an increase of 40% on the previous record also set in 2011-12.

Consistent with observations made in the ACCC's 2020-21 *Bulk grain ports monitoring report - data update*, 2021-22 bulk exports remained high after the typical peak period. This year's after peak period (June to September) represented an even larger proportion of total exports than 2020-21, with 34% of exports occurring after May (compared to 30% in 2020-21). This demonstrates that demand for shipping capacity did not fall off after May but continued to remain high through the rest of the shipping year.

Figure 3.4: National bulk grain shipments by month, 2021-22 compared to average



Source: PTSP loading statements; and ACF Shipping stem and market share report.

3.2.2 The proportion of bulk wheat shipments was below average, returning to the pre-2020-21 downward trend

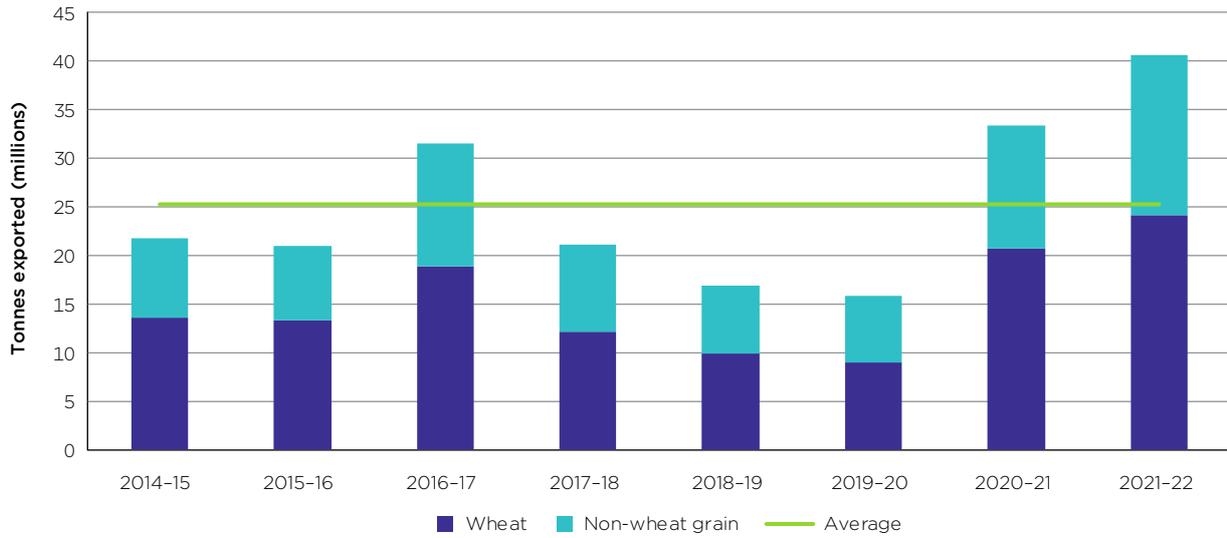
The ACCC has observed a trend of increasing production and export of non-wheat grain, driven by factors such as increasing barley yields and dual-purpose cropping.¹⁸ This trend was not observed in 2020-21 as the then record wheat crop drove up the proportion of bulk wheat exports to 62%.

Despite the 2021-22 harvests of both wheat and non-wheat grains remaining similar by proportion to 2020-21, the proportion of bulk wheat exports declined to 59% of bulk grain exports in 2021-22 (down from 62% in 2020-21).

Non-wheat exports accounted for 41% of bulk grain exports in 2021-22, which is one percentage point above average. Canola accounted for 14% of bulk grain exports (4 percentage points above average), most likely driven by the record canola production in 2021-22. The ACCC notes that the mix of grain production and exports each year is influenced by many factors including global grain prices and tariffs.

¹⁸ GrainGrowers, State of the Australian Grain Industry 2021, p. 23, and <https://www.csiro.au/en/news/news-releases/2021/record-breaking-canola-crop-credited-to-science-from-csiro#:~:text=A%20New%20South%20Wales%20mixed,pioneered%20in%20canola%20by%20CSIRO>.

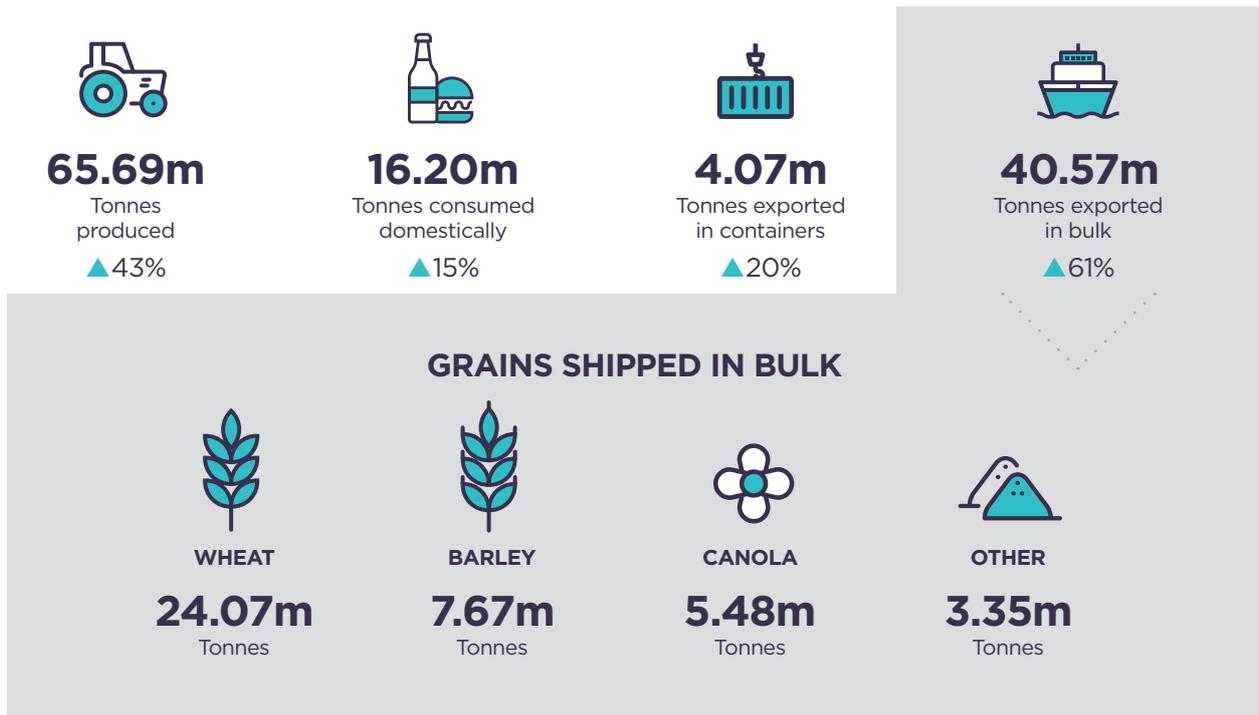
Figure 3.5: Wheat and non-wheat bulk shipments, 2014-15 to 2021-22



Source: PTSP loading statements; and ACF Shipping stem and market share report.

3.3 Grain usage

Figure 3.6: Summary of grain usage in 2021-22



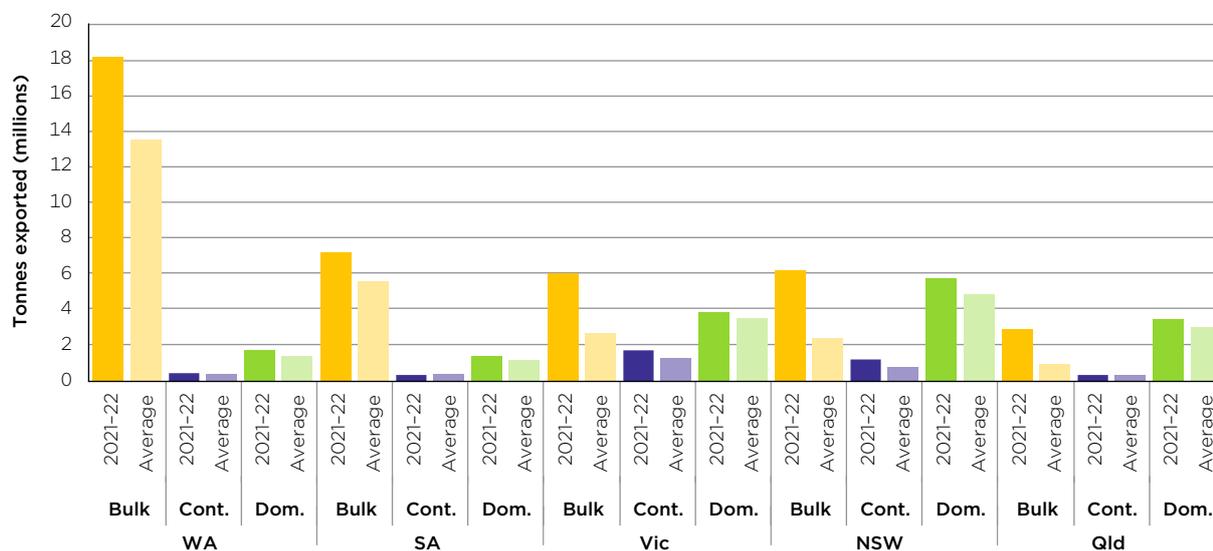
3.3.1 The proportion of grain exported in bulk increased in 2021-22 to 67%

Grain usage accounts for grain shipped in bulk, exported via containers and consumed domestically. Bulk shipments account for an average of 59% of grain usage in a given year, however this fell to 50% and 49% (inclusive of coastal shipments) in the drought-affected 2018-19 and 2019-20 shipping years respectively. In 2020-21 this increased again to 63%. In 2021-22 the proportion of bulk exports exceeded average levels, representing 67% of all grain usage.

Container grain exports were below average at 7% of grain usage in 2021-22. Issues related to the container market were considered in detail in the 2020-21 ACCC Container stevedoring monitoring report. The report highlighted the numerous challenges facing users of Australia's container ports as a result of the COVID-19 pandemic and other factors (including rising costs and congestion).¹⁹

Domestic consumption of grain was above average in 2021-22 and increased by 8% from the previous year. Queensland's domestic consumption increased the most out of any state (by 19%), with WA's domestic also increasing by 11%.

Figure 3.7: Grain usage by state, 2021-22 compared to average



Source: PTSP loading statements; ACF Shipping stem and market share report; ACF Export report; and ACF Supply and Demand report; ABARES, State data underpinning: Australia crop report: September 2022 No. 203.

¹⁹ ACCC, *Container stevedoring monitoring report 2020-21*.

4. Western Australia

4.1 Overview of Western Australia

WA is Australia's largest grain production and bulk export state, accounting for 35% of national production and 54% of total bulk shipments.

WA has a relatively low level of domestic grain consumption. In each of the last 8 shipping years, WA has had the second lowest level of domestic consumption in Australia of the wheat exporting states (with SA having the lowest). However, domestic consumption in WA has been increasing over the past 2 years.

WA has 5 bulk export port terminal facilities. Unlike other states, WA does not have any ports with multiple bulk grain export facilities. CBH operates 4 facilities, located at Albany, Esperance, Geraldton and Kwinana. WAPRES operates a port terminal facility located at Bunbury (see figure 4.1). Kwinana consistently ships the most bulk grain of any facility in Australia. Generally, WA's shipment levels are less volatile than the eastern states.

All of WA's bulk export port terminal facilities are exempt from the Code. CBH received an exemption for each of its facilities from the Minister for Agriculture in 2014. The ACCC exempted WAPRES's facility in 2015.

Figure 4.1: Map of WA port terminal facilities and grain growing regions



Source: ABS, 7121.0 - Agricultural Commodities, Australia, 2015-16 SA2 data, and company websites.

4.2 Key observations: In a record year, CBH continued to dominate PTSP and exporter markets

4.2.1 Record harvest, record bulk exports

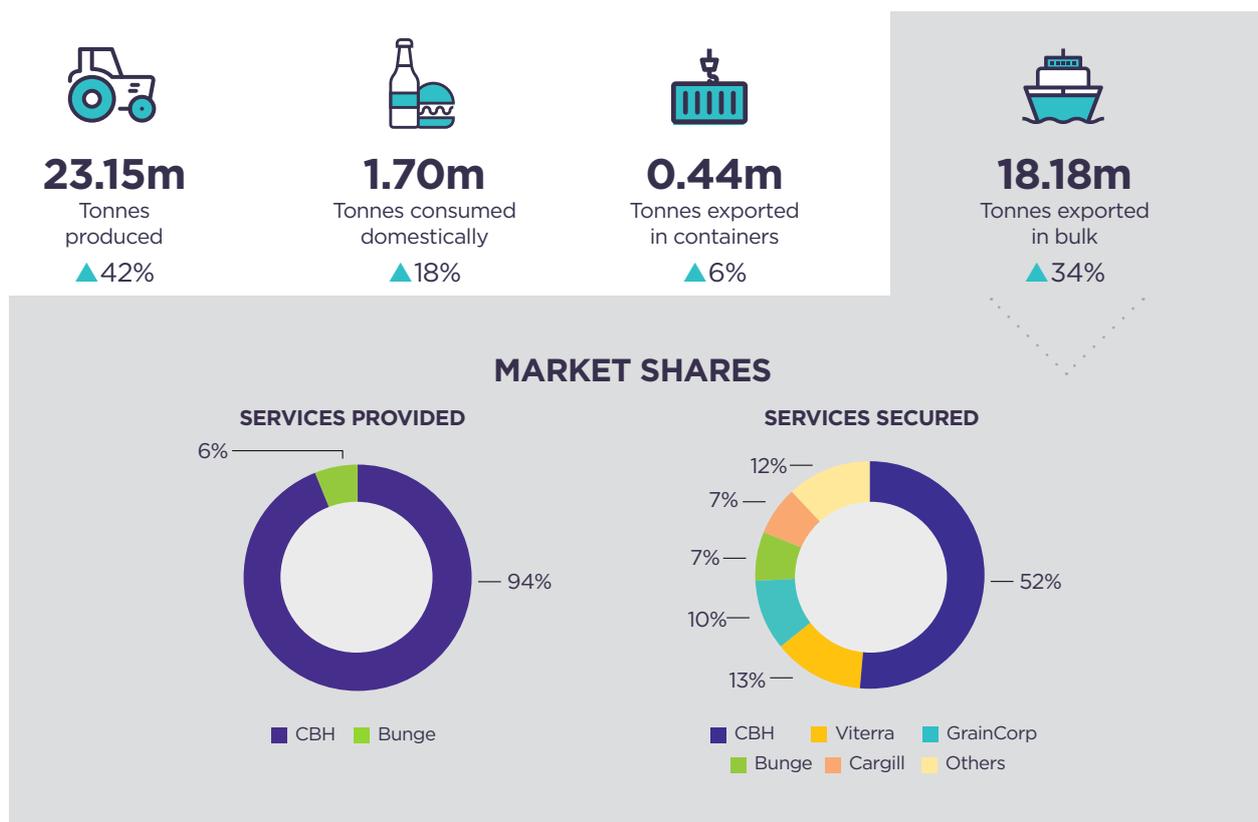
At 18.2 million tonnes, WA exceeded last year's record bulk export season of 14.5 million tonnes by 26% (and was also 34% above average). Bulk grain shipments made up 89% of all grain usage, one percentage point above 2020–21 and average levels. Wheat made up 55% of 2021–22 bulk grain exports.

WA's record bulk export season was driven by a record harvest. At 23.1 million tonnes, the 2021–22 harvest was 30% larger than the previous record of 17.8 million tonnes in 2016–17. Additionally, 2021–22 production was 40% larger than 2020–21 (a then record bulk export season), and 42% above the average of 16.3 million tonnes.

While WA's grain is primarily exported via the bulk export market, a relatively small amount of grain is also exported via containers. In 2021–22, approximately 0.4 million tonnes of grain were exported via containers (which is approximately equal to average levels), accounting for just over 2% of total grain usage. Additionally, 1.7 million tonnes of grain were consumed domestically in 2021–22, an increase of 11% from the previous season.

The supplementary spreadsheet to this report provides more detailed data on WA's bulk exports, production, containers, and domestic consumption.

Figure 4.2: WA's key 2021–22 statistics



Source: ABARES, State data underpinning: Australia crop report September 202. No. 203; PTSP loading statements; ACF Export report; ACF Supply and Demand report; and ACF Shipping stem and market share report.

4.2.2 CBH continued to dominate the PTSP market, despite WAPRES achieving its highest market share

CBH remains the largest PTSP in Australia, accounting for 42% of Australia's bulk exports. CBH is also the top exporter nationally and has the largest PTSP market share within a state of any PTSP, facilitating over 93% of WA's 2021-22 bulk exports. The only other PTSP in WA (WAPRES) achieved its largest market share and volume of throughput to date (6.3%, or 1.1 million tonnes). Since WAPRES entered the market in 2015-16, it has performed 3% of WA's bulk exports. WAPRES market share has increased every season since 2016-17.

Table 4.1: WA port terminal facility market share of grain throughput

Facility	2020-21	2021-22	Total share since 2015-16*
Albany CBH	20%	20%	21%
Bunbury WAPRES*	4%	6%	3%
Esperance CBH	19%	19%	19%
Geraldton CBH	19%	20%	19%
Kwinana CBH	38%	34%	39%
CBH Total	96%	94%	97%
Others Total	4%	6%	3%

Source: PTSP loading statements; and ACF Shipping stem and market share report.

Notes: * WAPRES began operations in the 2015-16 season.

4.2.3 CBH remained the majority exporter

Table 4.2: WA exporter market share, 2014-15 to 2021-22

	2014-15	2015-16	2016-17	2017-18	2018-19	2019-20	2020-21	2021-22	Average*
CBH	51%	49%	46%	54%	49%	55%	55%	52%	51%
Viterra	14%	12%	15%	13%	14%	14%	18%	13%	14%
GrainCorp	4%	6%	8%	9%	13%	12%	10%	10%	9%
Cargill	5%	5%	4%	3%	5%	5%	3%	7%	5%
Bunge	0%	4%	6%	4%	2%	4%	6%	7%	4%
Others	25%	24%	20%	18%	17%	11%	8%	12%	17%
Number of exporters	13	14	14	13	13	13	11	14	13
Tonnes shipped (mt)	12.3	12.0	14.4	12.0	14.0	11.0	14.5	18.2	13.6

Source: PTSP loading statements; and ACF Shipping stem and market share report.

Notes: * Average market share is based on total volumes.

The ACCC makes the following observations about WA exporter market shares in 2021-22:

- CBH's market share fell 3 percentage points to 52%, only one percentage point above average.²⁰
- There were 2 new exporters to WA, AAAX and Brahman. Together they accounted for 3% (or 0.6 million tonnes) of 2021-22 exports.
- Fourteen exporters exported grain, 13 through CBH facilities and 2 through WAPRES's, facility (with Bunge using both CBH and WAPRES).
- The market share held by the 'others' category of exporters increased 4 percentage points to 12%.²¹
- Bunge, who achieved its highest PTSP market share to date, achieved its highest exporter market share to date (7%).
- COFCO and Riverina, after not exporting in WA in 2020-21, returned to the WA market.

²⁰ The ACCC notes that data in this report is indicative only, and small changes may not be statistically significant.

²¹ The 'others' category was made up of AGE (0.61mt, 3.3%), AAX (0.41mt, 2.2%), ADM (0.32mt, 1.8%), Emerald (0.28mt, 1.5%), Brahman (0.17mt, 1.0%), Boortmalt (0.15mt, 0.8%), COFCO (0.14mt, 0.8%), Louis Dreyfus (0.10mt, 0.5%) and Riverina (0.03mt, 0.2%).

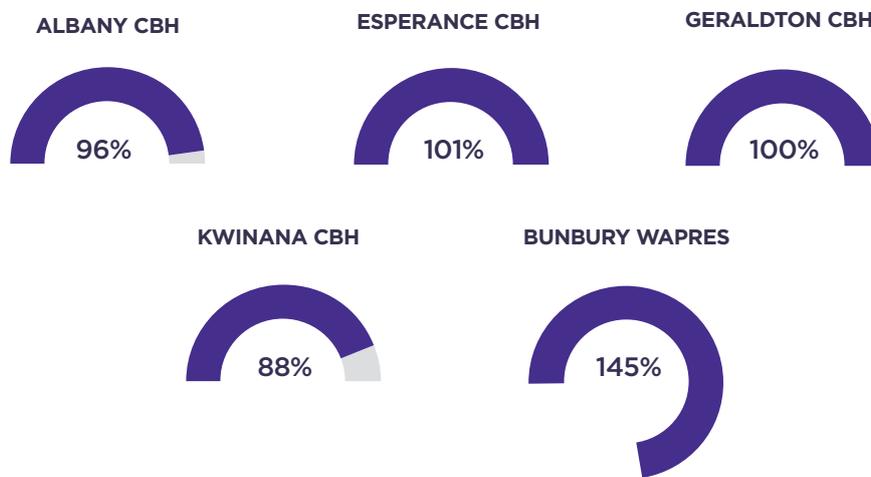
4.3 Port level analysis – Exporter market share and capacity utilisation

The following sections examine the use of WA’s port terminal facilities in 2021-22 and analyses notable trends over time. The ACCC examines market shares to assess how many exporters were able to access a specific facility in a given shipping year and the extent to which this number is changing over time. The following also provides an understanding of the level of PTSP competition in specific grain catchment areas.

The supplementary spreadsheet to this report provides more detailed data for each facility.

4.3.1 All facilities except Kwinana achieved record bulk exports, leading to high capacity utilisation rates

Figure 4.3: WA peak capacity utilisation 2021-22



Source: PTSP loading statements; and ACF Shipping stem and market share report.

Notes: The ACCC estimates the capacity of non-exempt port terminal facilities using capacity figures published by PTSPs. In the case of some PTSPs capacity estimates were provided several years ago. As such, not all capacity figures in this report may be representative of current capacity levels and may partly explain utilisation rates of over 100%. Capacity utilisation rates of over 100% may also represent additional capacity being supplied to meet demand by way of increased operational hours and increased staff for a short period of time which does not reflect a change to ongoing capacity levels of the facility. See the Data Appendix for further details.

Table 4.3: WA bulk grain shipments by shipment period, 2020-21 and 2021-22 compared to average

	2020-21	2021-22	Average*
Before peak	31% (4.5mt)	28% (5.1mt)	32% (4.3mt)
Peak	41% (6.0mt)	36% (6.6mt)	41% (5.5mt)
After peak	27% (3.9mt)	35% (6.6mt)	27% (3.7mt)
Total (mt)	100% (14.5mt)	100% (18.2mt)	100% (13.6mt)

Source: PTSP loading statements; and ACF Shipping stem and market share report.

Notes: Shipment periods are: ‘Before peak’ is October to January shipments, while ‘Peak’ is February to May shipments, and ‘After peak’ is June to September shipments.

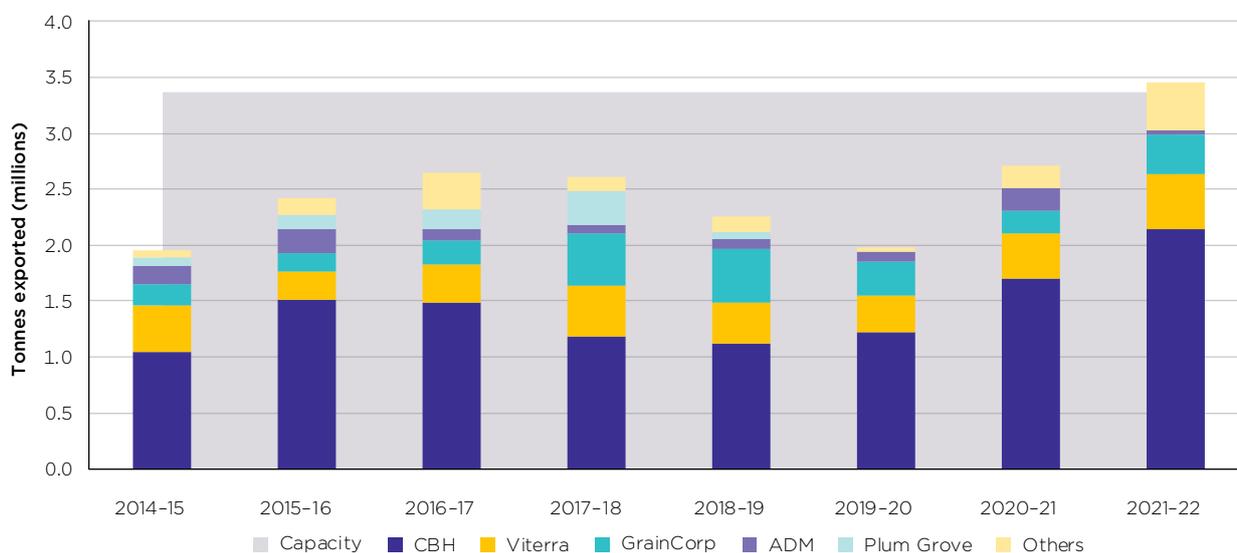
* Average proportions are based on total volumes from 2014-15 to 2021-22.

The ACCC makes the following observations about shipment volumes and capacity utilisation at WA port terminal facilities in 2021-22:

- Table 4.3 shows that the after peak period in WA was well above average and accounted for 35% of all 2021-22 shipments in WA, only one percentage point lower than the peak.
- Every month in 2021-22 was considerably above average, with exports remaining high until the end of the season. From March to September, WA achieved record bulk exports for each individual month. Additionally, WA shipped its second largest volume of grain ever in the peak season.²²
- Bunbury WAPRES’s peak period utilisation (145%) was well above average levels (54%) and remained high during the off peak period (99%).
- Capacity utilisation at CBH’s facilities were high during both the peak and off peak period (with all 4 facilities exceeding capacity in the off peak period and Esperance and Geraldton exceeding peak period capacity). All 4 facilities had a utilisation rate of over 88% in the peak period and 103% in the off peak period. The ACCC notes less capacity was made available by CBH in the off peak period.²³

4.3.2 Esperance: In a year 19% above the previous record, CBH shipped over 62% of exports for a third year in a row

Figure 4.4: Market share and total exports at Esperance, 2014-15 to 2021-22



Source: PTSP loading statements; and ACF Shipping stem and market share report.

The ACCC makes the following observations about Esperance bulk exports in 2021-22:

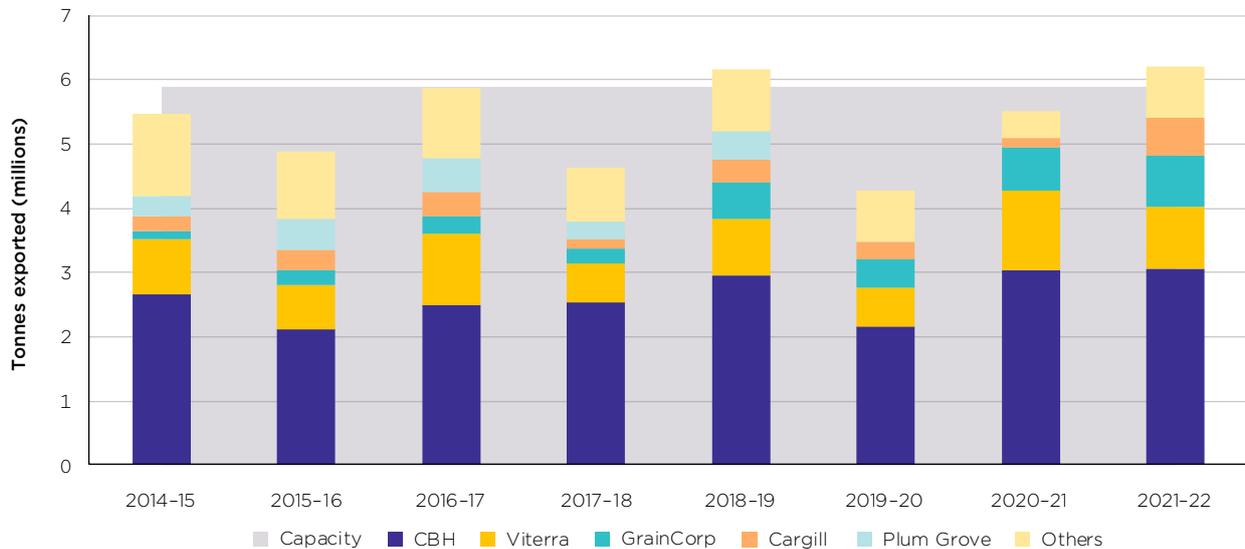
- With exports 0.75 million tonnes above last year’s previous record, CBH’s market share of 62% was 5 percentage points above its average and 48 percentage points above the next largest exporter (Vitterra at 14%).
- Eight exporters shipped from Esperance, with new exporters to the Australian market (AAAX and Brahman) securing access.

22 In 2021-22, WA shipped 6.6 million tonnes of grain in the peak-period. This is slightly below the 6.4 million tonnes loaded in 2016-17. The ACCC has bulk export data back to the 2011-12 season.

23 During the peak period CBH exported 1.44 million tonnes per month and released 1.61 million tonnes in capacity per month. In the off-peak period CBH exported 1.26 million tonnes per month and released 1.24 million tonnes in capacity per month.

4.3.3 Kwinana: CBH accounted for almost half of Kwinana’s exports, its smallest share at any of its facilities

Figure 4.5: Market share and total exports at Kwinana, 2014-15 to 2021-22



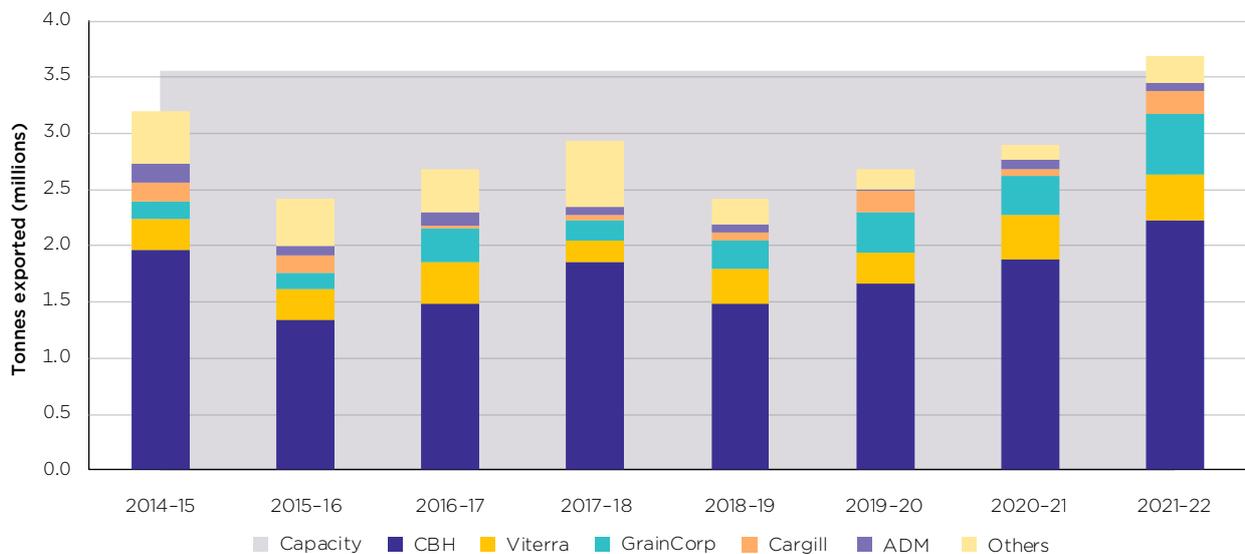
Source: PTSP loading statements; and ACF Shipping stem and market share report.

The ACCC makes the following observations about Kwinana bulk exports in 2021-22:

- CBH recorded a market share of 49%. This is consistent with CBH’s average and is its lowest market share at any of its facilities.
- Other top exporters who secured access were Viterra (15%), GrainCorp (13%) and Cargill (9%). While AAAX, Archer Daniels Midland (ADM), Australian Grain Export (AGE), COFCO, Emerald, and Riverina were the exporters in the ‘others’ category who used the facility, and accounted for a total of 13% of exports.

4.3.4 Albany: Record exports, with CBH continuing to perform over 60% of exports

Figure 4.6: Market share and total exports at Albany, 2014-15 to 2021-22



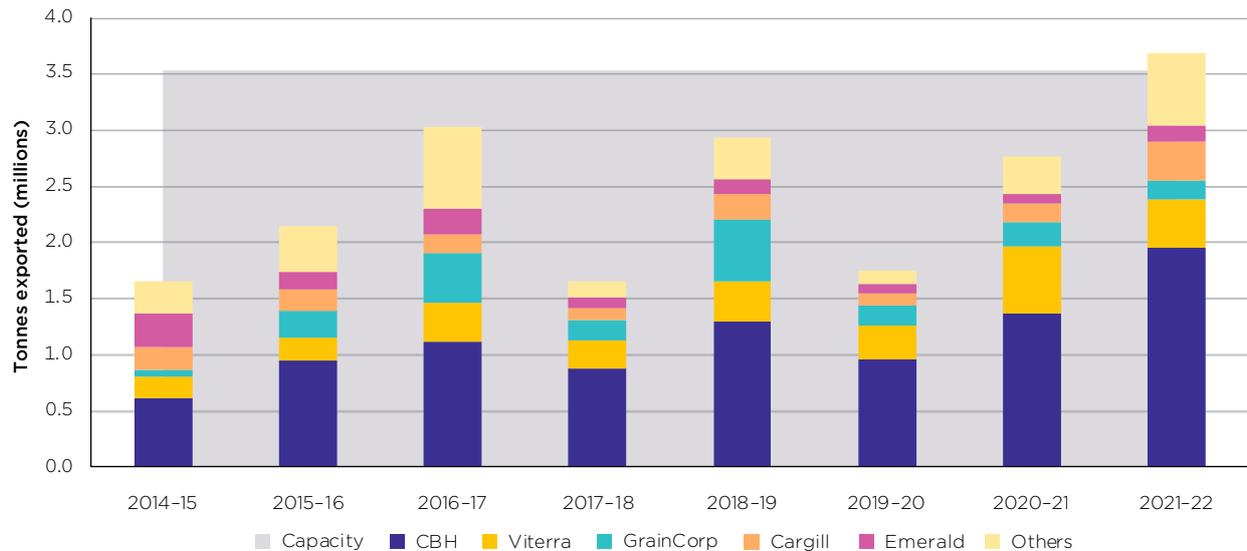
Source: PTSP loading statements; and ACF Shipping stem and market share report.

The ACCC makes the following observations about Albany bulk exports in 2021-22:

- CBH's market share was 60%, its fifth season in a row with a market share greater than or equal to 60%.
- GrainCorp (15%), Viterra (11%) and Cargill (5%) combined to export 1.15 million tonnes. The other users of the facility were ADM, AGE, Bunge, Emerald and Louis Dreyfus, who combined to export 0.31 million tonnes (9%).

4.3.5 Geraldton: In a record year, CBH's market share increased, while Viterra's fell

Figure 4.7: Market share and total exports at Geraldton, 2014-15 to 2021-22



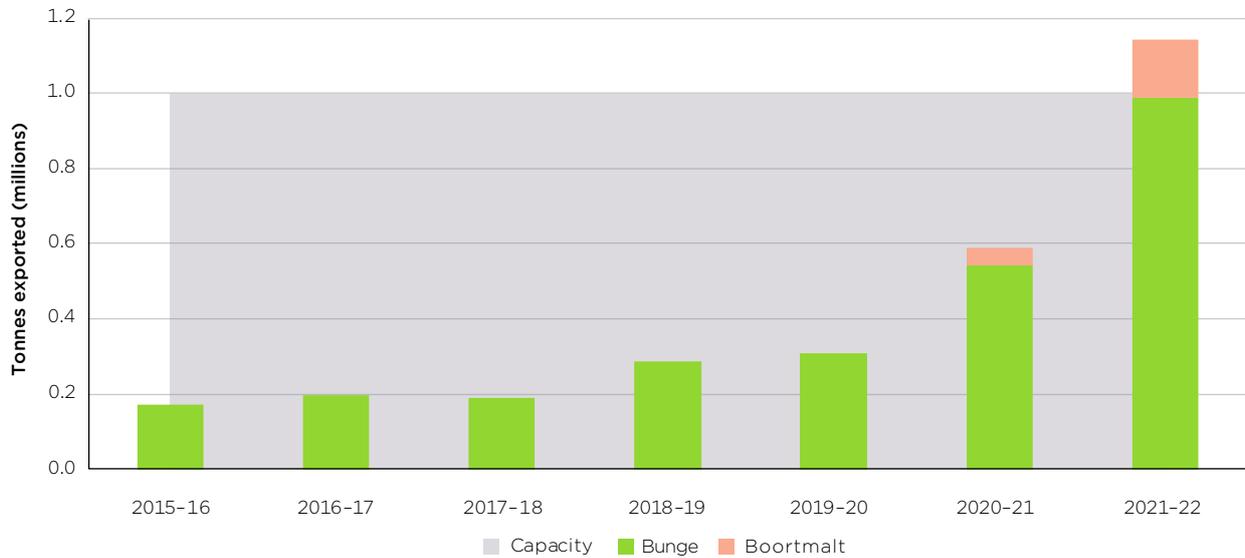
Source: PTSP loading statements; and ACF Shipping stem and market share report.

The ACCC makes the following observations about Geraldton bulk exports in 2021-22:

- CBH's market share was 53% (6 percentage points above average), while Viterra's market share decreased by 10 percentage points to 12%.
- Ten exporters secured access to Geraldton (equal highest alongside Kwinana), with AGE (recorded in the 'others' category) more than doubling its market share (to 7%) and new exporters AAAX and Brahman secured peak period access.

4.3.6 Bunbury: Bulk exports almost doubled from the 2020-21 record year

Figure 4.8: Market share and total exports at Bunbury, 2014-15 to 2021-22



Source: PTSP loading statements; and ACF Shipping stem and market share report.

The ACCC makes the following observations about Bunbury bulk exports in 2021-22:

- WAPRES almost doubled its record exports from 2020-21 (0.59 million tonnes), with 1.14 million tonnes exported in 2021-22.
- After being the first third-party to export from WAPRES in 2020-21, Boortmalt continued to export from Bunbury increasing its market share to 13% (an increase of 5 percentage points). Bunge exported the remaining 87% of grain.

5. South Australia

5.1 Overview of South Australia

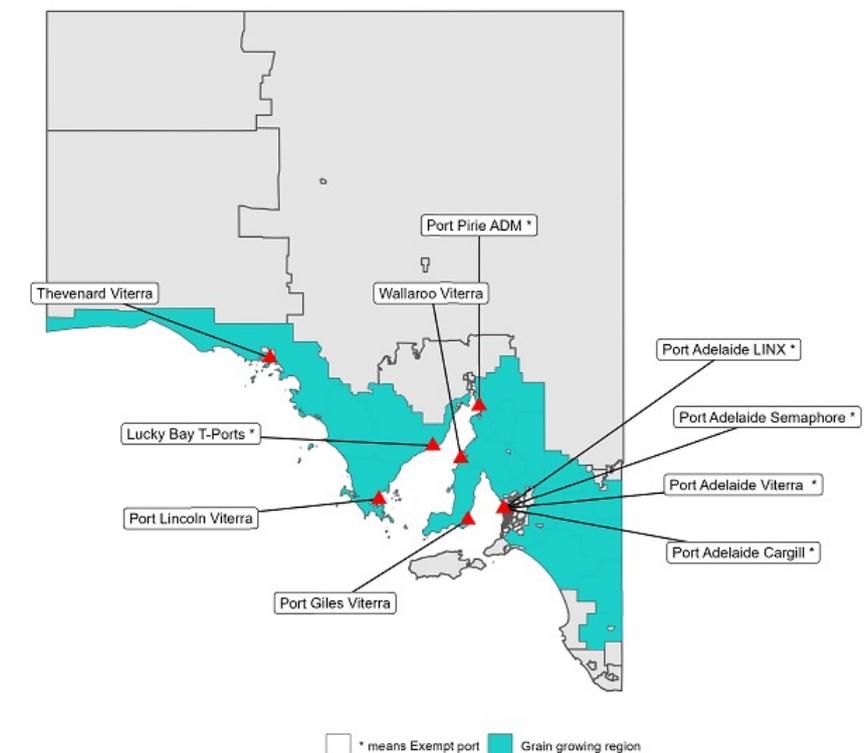
SA had the highest number of operational bulk grain export port terminal facilities in Australia in 2021–22 (9). SA has a strong bulk shipment focus, with bulk shipments accounting for 76% of SA's grain usage.

SA produces 7.3 million tonnes of grain (the third highest of any state), 4.1 and 2.0 million tonnes of which is wheat and barley respectively. Compared to other states SA typically has low levels of domestic consumption (18%) and container exports (6%).

Four of SA's 9 operational port terminal facilities in 2021–22 were located at Port Adelaide. Viterra operates 2 Port Adelaide facilities (Outer Harbor and Inner Harbour), while Cargill and Semaphore Container Services both operate mobile ship loaders at Port Adelaide (commenced in 2020–21 and 2016–17 respectively). Viterra operates 4 of SA's remaining 6 facilities, located at Port Lincoln, Thevenard, Wallaroo and Port Giles. The other facilities are T-Ports' facility at Lucky Bay (commenced operations in 2019–20) and ADM's mobile ship loader facility at Port Pirie (which was not operational in 2021–22).

The ACCC understands that T-Ports intends to commence exporting in mid-2023 at a second facility at Wallaroo.²⁴ Additionally, the ACCC understands 2 additional proposals for port terminal facilities in SA that are currently in development; both would be located on SA's Eyre Peninsula – Portalis' Cape Hardy proposal and Peninsula Ports' Port Spencer proposal.

Figure 5.1: Map of SA port terminal facilities and grain growing regions



Source: ABS, 7121.0 – Agricultural Commodities, Australia, 2015–16 SA2 data, and company websites.

Notes: On 8 April 2020, LINX notified the ACCC that it had ceased providing port terminal services to bulk grain exporters at its Port Adelaide facility.

²⁴ <https://www.accc.gov.au/regulated-infrastructure/wheat-export/t-ports-wallaroo-wheat-port-exemption-assessment>.

5.2 Key observations: Near record exports in SA, as Viterra facilitated 82% of exports

5.2.1 SA achieved its third largest bulk export season

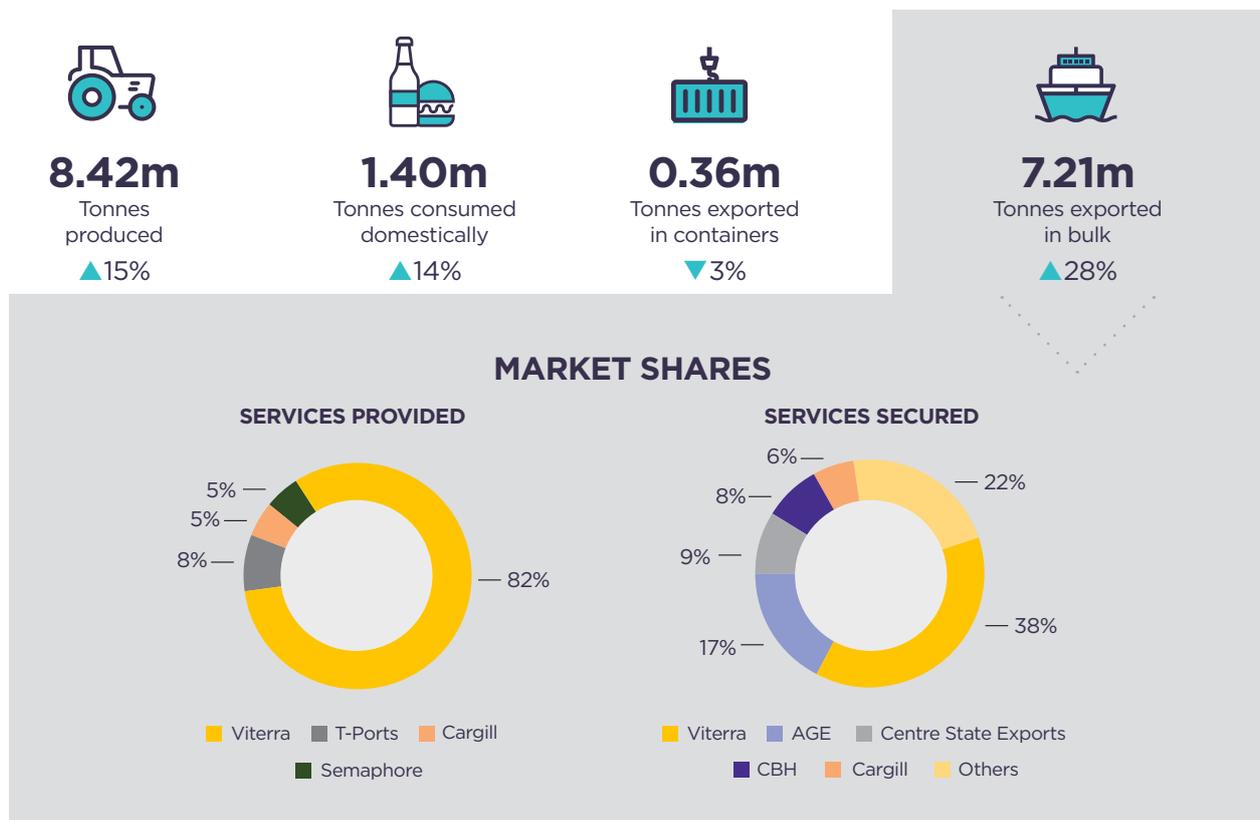
At 7.2 million tonnes SA achieved its third largest bulk export season on record in 2021–22, 28% above the average of 5.6 million tonnes. 2021–22 exports were 11% below SA's record 2016–17 season of 8.1 million tonnes. Wheat made up 59% of bulk exports in 2021–22.

SA's achieved its second largest harvest on record.²⁵ At 8.4 million tonnes it was 15% above average.

While SA's grain is primarily exported via the bulk export market (making up 80% of grain usage in 2021–22, just above the average of 78%), a relatively small amount of grain is also exported via containers. In 2021–22, approximately 0.36 million tonnes of grain were exported via containers, which accounted for 4% of total grain usage (one percentage point below average). Additionally, 1.40 million tonnes of grain were consumed domestically in 2021–22, an increase of 5% from the previous season.

The supplementary spreadsheet to this report provides more detailed data on SA's bulk exports, production, containers, and domestic consumption.

Figure 5.2: SA's key 2021–22 statistics



Source: ABARES, State data underpinning: Australia crop report September 202. No. 203; PTSP loading statements; ACF Export report; ACF Supply and Demand report; and ACF Shipping stem and market share report.

²⁵ SA's record harvest of 10.7 million tonnes occurred in 2016–17.

5.2.2 In total recent entrant providers facilitated a similar proportion of exports to 2020–21

Viterra facilitated 82% of SA's bulk exports through its 6 facilities in 2021–22, the second highest PTSP market share of a provider in any state. Three relatively new entrants facilitated 18% of shipments, one percentage point lower than 2020–21. T-Ports recorded a large increase in market share and volume of throughput, facilitating 8% (0.57 million tonnes) of shipments in 2021–22, up from 5% in 2020–21 (0.32 million tonnes).

Table 5.1: SA port terminal facility market share of grain throughput

Facility	2020–21	2021–22	Total share since 2016–17*
Port Adelaide LINX**	0%	0%	2%
Port Adelaide Cargill	4%	5%	2%
Port Pirie ADM	3%	0%	1%
Lucky Bay T-Ports	5%	8%	3%
Port Adelaide Semaphore	7%	5%	5%
Port Adelaide Viterra	39%	38%	34%
Port Giles Viterra	11%	11%	11%
Port Lincoln Viterra	22%	22%	30%
Thevenard Viterra	3%	4%	5%
Wallaroo Viterra	7%	7%	8%
Viterra Total	81%	82%	88%
Others Total	19%	18%	12%

Source: PTSP loading statements; and ACF Shipping stem and market share report.

Notes: * 2016–17 was the first full season that both Port Adelaide Semaphore and Port Adelaide LINX were operational.

** On 8 April 2020, LINX notified the ACCC that it had ceased providing port terminal services to bulk grain exporters at its Port Adelaide facility.

5.2.3 Viterra's exporter market share was consistent with average levels

Table 5.2: SA exporter market share, 2014–15 to 2021–22

	2014–15	2015–16	2016–17	2017–18	2018–19	2019–20	2020–21	2021–22	Average*
Viterra	30%	42%	42%	36%	43%	45%	38%	38%	39%
CBH	13%	13%	12%	12%	18%	10%	9%	8%	11%
ADM	6%	7%	8%	6%	5%	16%	11%	6%	8%
AGE	0%	0%	7%	6%	3%	9%	13%	17%	7%
Cargill	16%	7%	8%	6%	2%	3%	6%	6%	7%
Others	34%	31%	23%	33%	30%	17%	23%	25%	27%
Number of exporters	18	12	11	14	11	10	12	13	12.6
Tonnes shipped (mt)	5.8	5.3	8.1	5.9	2.5	3.4	6.8	7.2	5.6

Source: PTSP loading statements; and ACF Shipping stem and market share report.

Notes: * Average market share is based on total volumes.

The ACCC makes the following observations about SA exporter market shares in 2021-22:

- Viterra’s market share was consistent with the 2020-21 season and one percentage point below average. Other top 5 SA exporters, CBH and ADM, also recorded a decrease in market share for a second consecutive year.
- AGE’s market share continued to increase to 17%, 10 percentage points above average. The ‘others’ category increased 2 percentage points to 25% (the second highest proportion of the ‘others’ category in any state).
- The highest number of exporters exported from the state since 2017-18. There were 3 new exporters in SA market: AGT, Brahman and Commex. Together they exported a total of 0.14 million tonnes (accounting for a total market share of 2%).

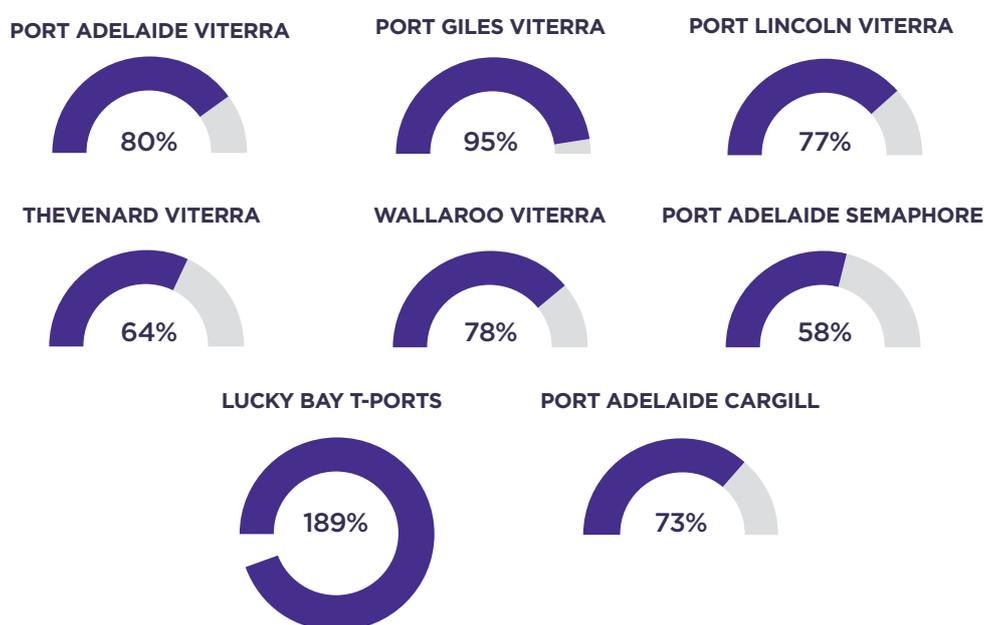
5.3 Port level analysis - Exporter market share and capacity utilisation

The following sections examine the use of SA’s port terminal facilities in 2021-22 and analyses notable trends over time. The ACCC examines market shares to assess how many exporters were able to access a specific facility in a given shipping year and the extent to which this number is changing over time. The following also provides an understanding of the level of PTSP competition in specific grain catchment areas.

The supplementary spreadsheet to this report provides more detailed data for each facility.

5.3.1 Most facilities reached above average bulk export levels

Figure 5.3: SA peak capacity utilisation 2021-22



Source: PTSP loading statements; and ACF Shipping stem and market share report.

Notes: The ACCC estimates the capacity of non-exempt port terminal facilities using capacity figures published by PTSPs. In the case of some PTSPs capacity estimates were provided several years ago. As such, not all capacity figures in this report may be representative of current capacity levels and may partly explain utilisation rates of over 100%. Capacity utilisation rates of over 100% may also represent additional capacity being supplied to meet demand by way of increased operational hours and increased staff for a short period of time which does not reflect a change to ongoing capacity levels of the facility. See the Data Appendix for further details.

Table 5.3: SA bulk grain shipments by shipment period, 2020-21 and 2021-22 compared to average

	2020-21	2021-22	Average*
Before peak	31% (2.1mt)	26% (1.9mt)	27% (1.5mt)
Peak	47% (3.2mt)	47% (3.4mt)	44% (2.5mt)
After peak	22% (1.5mt)	27% (2.0mt)	29% (1.6mt)
Total exports	100% (6.8mt)	100% (7.2mt)	100% (5.6mt)

Source: PTSP loading statements; and ACF Shipping stem and market share report.

Notes: Shipment periods are: 'Before peak' is October to January shipments, while 'Peak' is February to May shipments, and 'After peak' is June to September shipments.

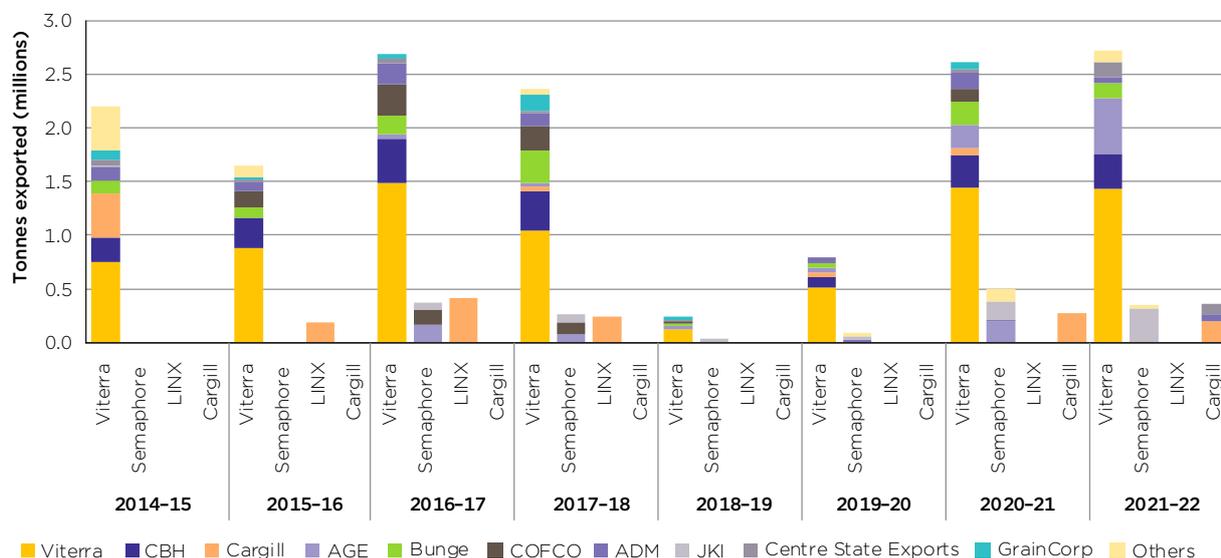
* Average proportions are based on total volumes from 2014-15 to 2021-22.

The ACCC makes the following observations about shipment volumes and capacity utilisation at SA port terminal facilities in 2021-22:

- Every month in 2021-22 except October and November was considerably above average, with exports remaining high until the end of the season.
- As shown in table 5.3, the proportion of peak period shipments remained consistent with 2020-21 at 47%, 3 percentage points above average. The proportion of shipments performed before and after the peak period returned to more typical levels.
- Peak capacity utilisation was above average at all facilities (except Cargill that is only in its second year of operation). At Port Giles and Lucky Bay peak period capacity utilisation reached 95% and 179% respectively.²⁶
- Off peak utilisation remained above average at all facilities, except for Viterra's Port Lincoln and Thevenard facilities.

5.3.2 Port Adelaide: Near record bulk exports with 3 new exporters

Figure 5.4: Market share and total exports at Port Adelaide facilities, 2014-15 to 2021-22



Source: PTSP loading statements; ACF Shipping stem and market share report.

Notes: On 8 April 2020, LINX notified the ACCC that it had ceased providing port terminal services to bulk grain exporters at its Port Adelaide facility.

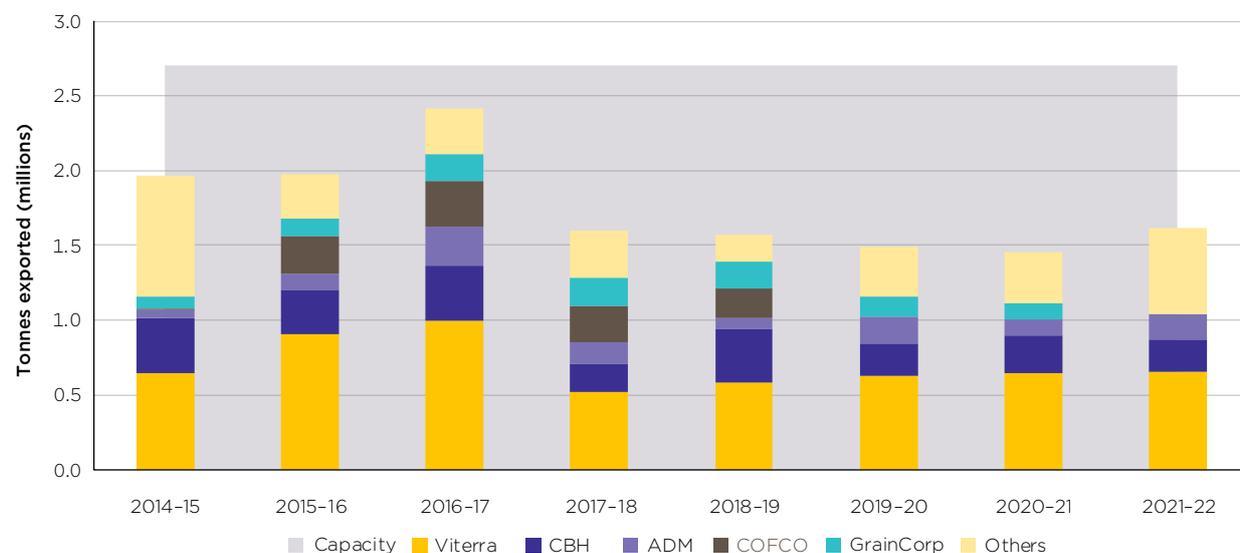
²⁶ The ACCC's approach to peak-period capacity is explained in the Data Appendix.

The ACCC makes the following observations about Port Adelaide bulk exports in 2021-22:

- Port Adelaide total exports (3.43 million tonnes) were slightly below the 2016-17 record (3.48 million tonnes), while Viterra’s facilities achieved record bulk exports of 2.72 million tonnes, slightly above the previous 2016-17 record of 2.69 million tonnes.
- Viterra (as a PTSP) facilitated 79% of total Port Adelaide shipments (one percentage point below its average since 2016-17).
- Semaphore’s shipments dropped 30% below 2020-21 levels, Cargill’s increased 28%, and Viterra’s increased 4%.
- Viterra’s exporter market share at its 2 facilities dropped to 52% (2 percentage points above average), and across Port Adelaide was 42% (consistent with the average). The second largest exporter in 2021-22, AGE, increased its market share at Viterra’s facilities to 19% (up from 8% in 2020-21), representing 15% of bulk exports across Port Adelaide..
- Nine exporters accessed Viterra’s facilities, 3 used Cargill’s and 2 used Semaphore’s.
- Two new exporters to the Australian market used Viterra’s facilities (Commex and Brahman), while one used Semaphore’s (AGT).
- In its second year of operations, Cargill’s facility was used by third parties for the first time (Centre State Exports and ADM). At Semaphore’s facility, JKI significantly increased its market share to 93% (up from 35% in 2020-21).

5.3.3 Port Lincoln: Exports remained stable for a fifth year in a row, but were below average

Figure 5.5: Market share and total exports at Port Lincoln, 2014-15 to 2021-22



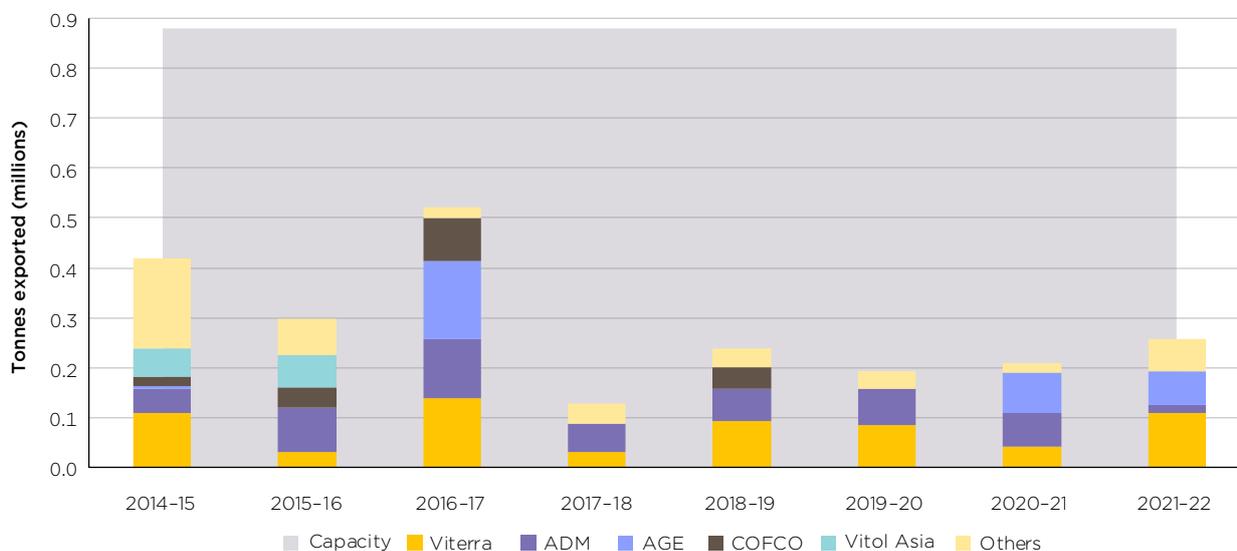
Source: PTSP loading statements; ACF Shipping stem and market share report.

The ACCC makes the following observations about Port Lincoln bulk exports in 2021-22:

- Viterra was the only exporter from October to December (exporting 0.29 million tonnes). Over January to September, Viterra had an exporter market share of 28% (exporting 0.37 million tonnes).
- Louis Dreyfus exported for the first time, while GrainCorp (a top 5 exporter) did not export.

5.3.4 Thevenard: Despite its highest exports since 2016-17, utilisation remained low at 29%

Figure 5.6: Market share and total exports at Thevenard, 2014-15 to 2021-22



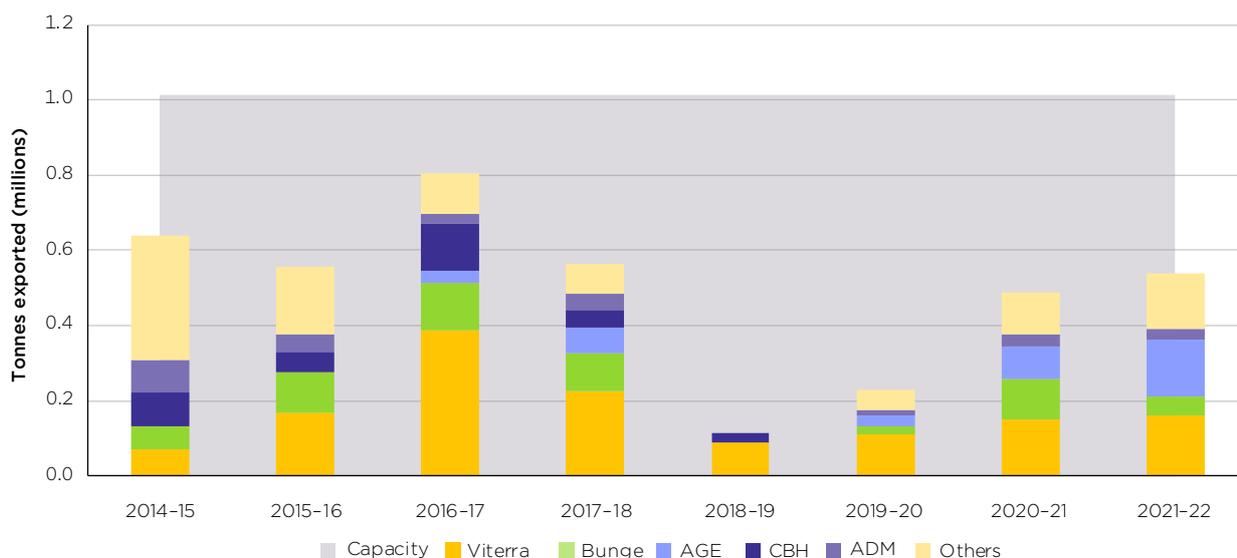
Source: PTSP loading statements; ACF Shipping stem and market share report.

The ACCC makes the following observations about Thevenard bulk exports in 2021-22:

- Exports increased to 0.28 million tonnes, remaining well below capacity for a fifth year in a row.
- Four exporters accessed the port. Viterra’s market share increased to 47% despite not exporting after March (up from 21% in 2020-21), ADM’s reduced to 6% (32% in 2020-21).

5.3.5 Wallaroo: Exports increased, Viterra’s market share remained stable

Figure 5.7: Market share and total exports at Wallaroo, 2014-15 to 2021-22



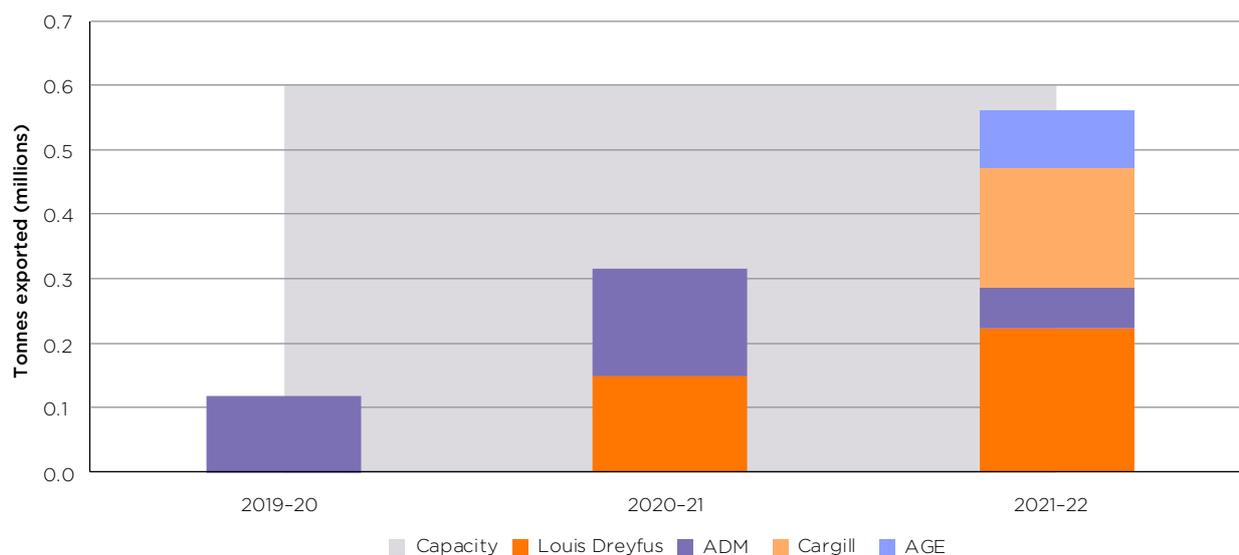
Source: PTSP loading statements; ACF Shipping stem and market share report.

The ACCC makes the following observations about Wallaroo bulk exports in 2021-22:

- Viterra’s annual market share was 30%, with all its exports taking place between December and March (market share of 52% in this period).
- AGE’s exports almost exceeded Viterra’s, holding an annual market share of 28% AGE’s (all exports were during the peak period). The third largest exporter was Centre State Exports (market share of 18%).

5.3.6 Lucky Bay: Record year with 4 exporters securing access

Figure 5.8: Market share and total exports at Lucky Bay, 2019-20 to 2021-22



Source: PTSP loading statements; ACF Shipping stem and market share report.

The ACCC makes the following observations about Lucky Bay bulk exports in 2021-22:

- In its third year of operations, Lucky Bay increased export volumes to 0.56 million tonnes.
- Four exporters used the facility: Louis Dreyfus (market share of 40%), Cargill (33%), AGE (16%) and ADM (12%).
- Peak period utilisation was particularly high at Lucky Bay at 189%, with 68% of the total year’s exports going out during the peak period (and utilisation dropping to 45% in the off peak period).²⁷

27 The annual capacity of T-Ports’ Lucky Bay facility is taken from its exemption application for Lucky Bay. On page 2, T-Ports’ state its ‘commercial estimates are based on securing up to 600,000mt per annum’. See here: <https://www.accc.gov.au/system/files/T-Ports%20exemption%20application%20submitted%2028%20March.pdf>. As per the Appendix, where peak period capacity estimates are unavailable, the ACCC has estimated peak period capacity by dividing the annual capacity by 3 (which may not reflect the true amount of capacity released over the peak period).

6. Victoria

6.1 Overview of Victoria

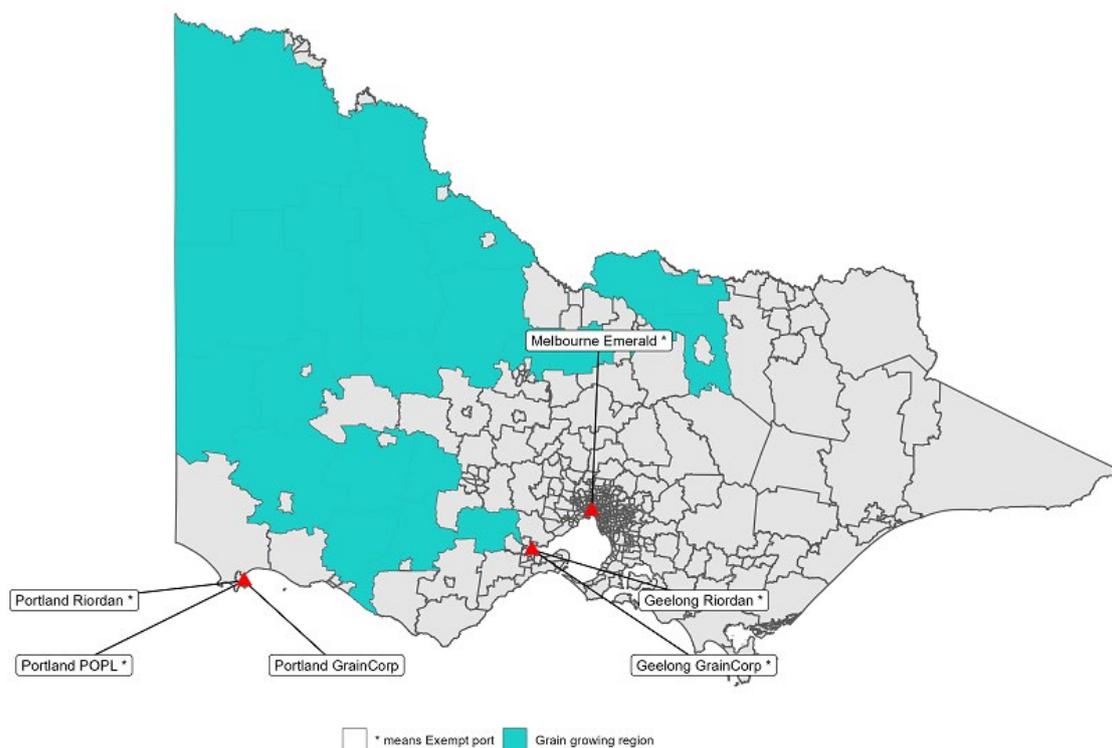
Victoria produces 7.3 million tonnes of grain each year and wheat is the largest crop, making up 47% of production.

Victoria is the third largest bulk export state in Australia (11% of national exports) and the largest containerised grain exporter (39% of national exports). Victoria's domestic market is the second largest (25% of national consumption on average).

Victoria has 5 bulk grain port terminal facilities. GrainCorp operates facilities at Geelong and Portland, Emerald operates a facility at Melbourne, POPL operates a facility at Portland (commenced in 2019–20), and Riordan operates a mobile ship loading facility that moves between Geelong and Portland (commenced operations in 2016–17²⁸).

Recent entry from Riordan and POPL has increased the number of service offerings in Victoria. GrainCorp remains the largest PTSP in Victoria, facilitating 55% of 2021–22 bulk exports.²⁹

Figure 6.1: Map of Victoria port terminal facilities and grain growing regions



Source: ABS, 7121.0 - Agricultural Commodities, Australia, 2015–16 SA2 data, and company websites.

28 Commenced operations at Geelong in 2016–17, and at Portland in 2017–18.

29 Prior to the 2016–17 shipping year (that is, prior to the entry of Riordan and Port of Portland Limited), GrainCorp facilitated 73% of all bulk grain exports; Emerald facilitated the remaining 27% of exports.

6.2 Key observations: In a record bulk export year, PTSP and exporter market share remained relatively consistent with 2020-21

6.2.1 Record bulk exports were driven by the third largest harvest ever

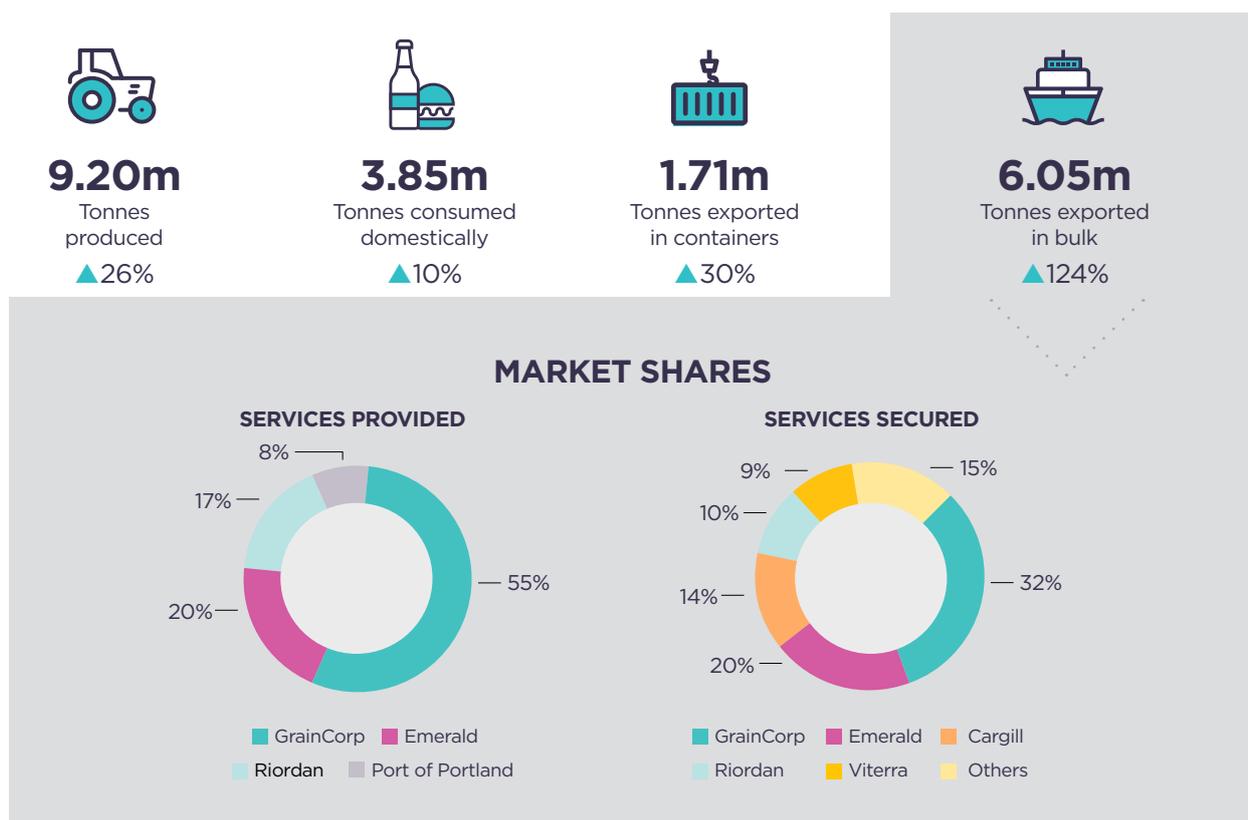
At 6.0 million tonnes, Victoria achieved a record bulk export season, exceeding last year's previous record of 5.0 million tonnes by 21%. 2021-22 bulk exports were more than double the average of 2.7 million tonnes. Wheat made up 52% bulk exports this season.

Victoria's record bulk export season was driven by the third largest harvest on record. At 9.2 million tonnes, the 2021-22 harvest was 26% above average, though 8% smaller than last year's record harvest.

As above, Victoria has the largest containerised grain export market and second largest domestic market in Australia. In 2021-22, approximately 1.7 million tonnes of grain were exported via containers (30% above average levels), accounting for 15% of Victoria's grain usage.³⁰ Additionally, 3.9 million tonnes were consumed domestically, an increase of 2% from the previous season.

The supplementary spreadsheet to this report provides more detailed data on Victoria's bulk exports, production, containers, and domestic consumption.

Figure 6.2: Victoria's key 2021-22 statistics



Source: ABARES, State data underpinning: Australia crop report September 202. No. 203; PTSP loading statements; ACF Export report; ACF Supply and Demand report; and ACF Shipping stem and market share report.

³⁰ Grain usage refers to how a state's grain production (and interstate transfers of grain) supplies various markets. Grain can be consumed domestically, exported in bulk or containers, or transferred to other states.

6.2.2 PTSP market share: GrainCorp loaded 55% of bulk grain, the lowest proportion from a dominant provider in any state

GrainCorp loaded 55% of all bulk exports in Victoria in 2021-22 (as per table 6.1), the lowest market share of the dominant provider in any state.

Table 6.1 shows that GrainCorp's market share was almost identical to the 2020-21 season. Additionally, Riordan's market share increased from 13% to 17% this past season, with Emerald experiencing a 4 percentage point decline and POPL a one percentage point increase.

Table 6.1 also shows Geelong performed the largest amount of bulk grain volume compared to the other 2 bulk grain ports in Victoria, accounting for 54% of all Victorian bulk exports.

Table 6.1: Victoria port terminal facility market share of grain throughput

Facility	2020-21	2021-22	Total share since 2016-17*
Geelong Riordan	8%	12%	9%
Portland POPL**	7%	8%	5%
Portland Riordan	5%	5%	3%
Geelong GrainCorp	44%	42%	50%
Melbourne Emerald***	24%	20%	22%
Portland GrainCorp	13%	13%	12%
GrainCorp Total	56%	55%	62%
Others Total	44%	45%	38%

Source: PTSP loading statements; and ACF Shipping stem and market share report.

Notes: * Riordan Grain Services began operations in 2016-17.

** POPL performed one shipment in 2019-20. Its first full season of operation was 2020-21.

*** Emerald Grain was acquired by Louis Dreyfus Company in September 2022.

6.2.3 Exporter market shares were relatively consistent with average levels

Table 6.2: Victoria exporter market share, 2014-15 to 2021-22

	2014-15	2015-16	2016-17	2017-18	2018-19	2019-20	2020-21	2021-22	Average*
GrainCorp	38%	43%	26%	55%	72%	68%	31%	32%	37%
Emerald	12%	22%	26%	16%	0%	10%	24%	20%	20%
Cargill	17%	9%	13%	10%	28%	5%	15%	14%	13%
Riordan	0%	0%	7%	7%	0%	7%	10%	10%	8%
Viterra	5%	4%	7%	3%	0%	6%	10%	9%	7%
Others	27%	22%	21%	9%	0%	4%	11%	15%	14%
Number of exporters	9	9	11	9	2	7	11	14	9
Tonnes shipped (mt)	1.6	1.1	4.0	2.3	0.2	1.3	5.0	6.0	2.7

Source: PTSP loading statements; and ACF Shipping stem and market share report.

Notes: * Average market share is based on total volumes.

The ACCC makes the following observations about Victorian exporter market shares in 2021–22:

- GrainCorp's market share increased by one percentage points to 32%, 5 percentage points below average.
- Emerald and Cargill together accounted for 34% of exports, relatively consistent with their collective average. Riordan's market share remained stable at 10%.
- ADM and JKI collectively exported approximately 0.24 million tonnes, compared to 0.37 million tonnes in 2020–21.
- Smaller-scale exporters in the Victorian market context, Bunge, Lemarc Agromond and Pharos Trading did not export, after all exporting in 2020–21.
- CHS was the predominant exporter in the 'others' category, exporting 0.30 million tonnes all from POPL's facility (resulting in a state-wide market share of 6%).³¹
- New exporter Malteurop, exported 14,000 tonnes of grain via Riordan's loader.

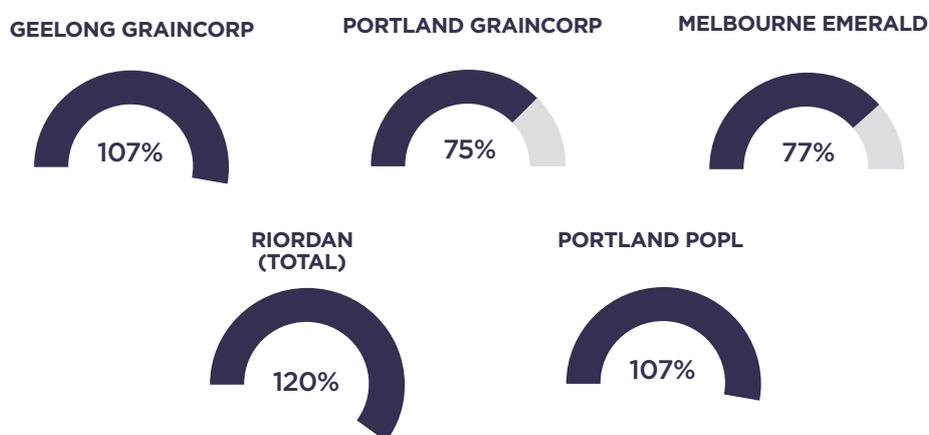
6.3 Port level analysis – Exporter market share and capacity utilisation

The following sections examine the use of Victoria's port terminal facilities in 2021–22 and analyses notable trends over time. The ACCC examines market shares to assess how many exporters were able to access a specific facility in a given shipping year and the extent to which this number is changing over time. The following also provides an understanding of the level of PTSP competition in specific grain catchment areas.

The supplementary spreadsheet to this report provides more detailed data for each facility.

6.3.1 Record bulk exports led to high capacity utilisation

Figure 6.3: Victoria's peak capacity utilisation 2021–22



Source: PTSP loading statements; and ACF Shipping stem and market share report.

Notes: The ACCC estimates the capacity of non-exempt port terminal facilities using capacity figures published by PTSPs. In the case of some exempt PTSPs capacity estimates were provided several years ago. As such, not all capacity figures in this report may be representative of current capacity levels and may partly explain utilisation rates of over 100%. Capacity utilisation rates of over 100% may also represent additional capacity being supplied to meet demand by way of increased operational hours and increased staff for a short period of time which does not reflect a change to ongoing capacity levels of the facility. See the *Appendix: Explanatory notes* for further details.

³¹ Historically, the main exporters from the 'others' category has included ADM, Bunge and COFCO.

Table 6.3: Victoria's bulk grain shipments by shipment period, 2020-21 and 2021-22 compared to average

	2020-21	2021-22	Average*
Before peak	17% (0.9mt)	26% (1.5mt)	24% (0.7mt)
Peak	45% (2.2mt)	38% (2.3mt)	40% (1.1mt)
After peak	38% (1.9mt)	36% (2.2mt)	36% (1.0mt)
Total (mt):	100% (5.0mt)	100% (6.0mt)	100% (2.7mt)

Source: PTSP loading statements; and ACF Shipping stem and market share report.

Notes: Shipment periods are: 'Before peak' is October to January shipments, while 'Peak' is February to May shipments, and 'After peak' is June to September shipments.

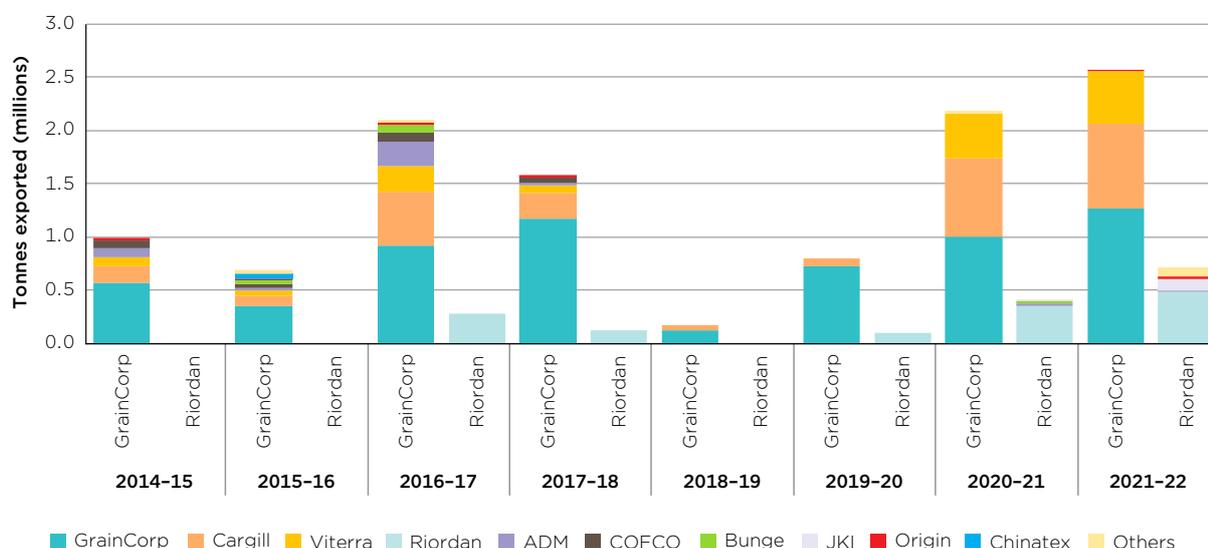
* Average proportions are based on total volumes from 2014-15 to 2021-22.

The ACCC makes the following observations about shipment volumes and capacity utilisation at Victoria's port terminal facilities in 2021-22:

- Both peak and off peak exports were at record levels. In 7 of the 12 months record exports were set for that individual month.³²
- The record year subsequently meant exports remained high following the peak period, with average monthly shipments between June and September (0.54 million tonnes per month) only slightly below average peak monthly exports (0.58 million tonnes).
- GrainCorp's Geelong facility and Riordan's facility (at Geelong and Portland) both exceeded stated or estimated peak period capacity³³, with utilisation rates of 107% and 120% respectively.
- GrainCorp's Portland facility and Emerald's Melbourne facility both operated below capacity across the shipping year, reaching peak period utilisation rates of 75% and 77% respectively.

6.3.2 Geelong: GrainCorp and Riordan both achieved record years

Figure 6.4: Market share and total exports at Geelong, 2014-15 to 2021-22



Source: PTSP loading statements; and ACF Shipping stem and market share report.

32 Record bulk export for the individual month occurred in November, December, February, March, April, June and September.

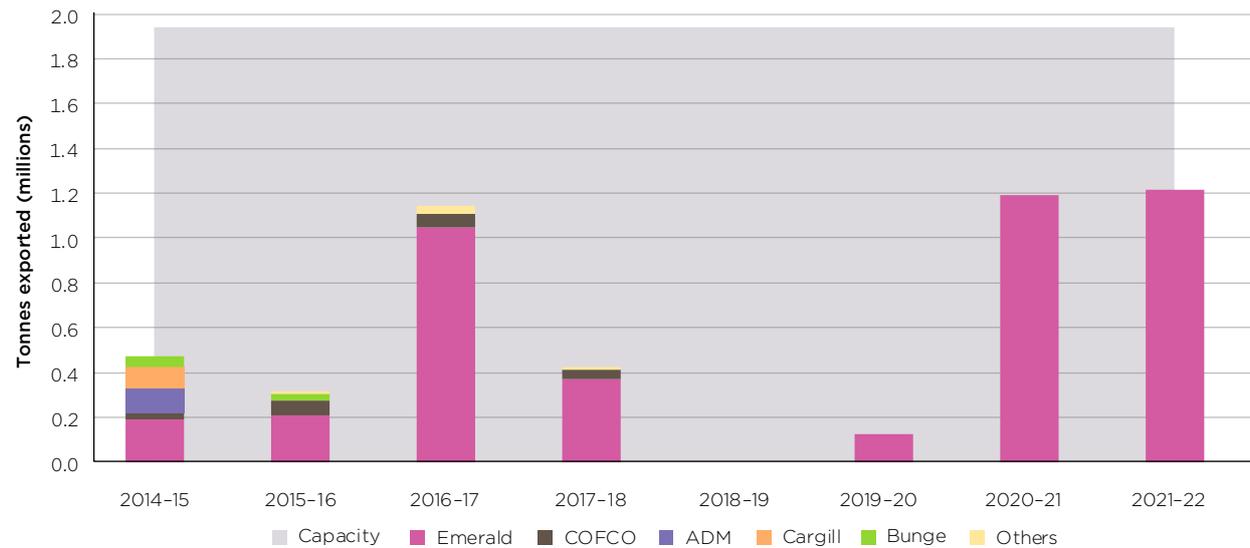
33 The ACCC estimated RGS capacity as 0.63 million tonnes as part of its POPL exemption determination. See page 17 here: <https://www.accc.gov.au/regulated-infrastructure/wheat-export/exemption-from-parts-of-the-wheat-port-code/port-of-portland-wheat-port-exemption-assessment/final-determination>.

The ACCC makes the following observations about Geelong bulk exports in 2021-22:

- GrainCorp and Riordan both achieved their highest level of bulk exports to date, with Riordan facilitating 22% of total Geelong bulk shipments (its highest share to date).
- Eight exporters shipped from Geelong, with GrainCorp (39%), Cargill (24%), Riordan (15%) and Viterra (15%) performing the vast majority of exports.

6.3.3 Melbourne: For the third year in a row, Emerald remains the only user

Figure 6.5: Market share and total exports at Melbourne, 2014-15 to 2021-22



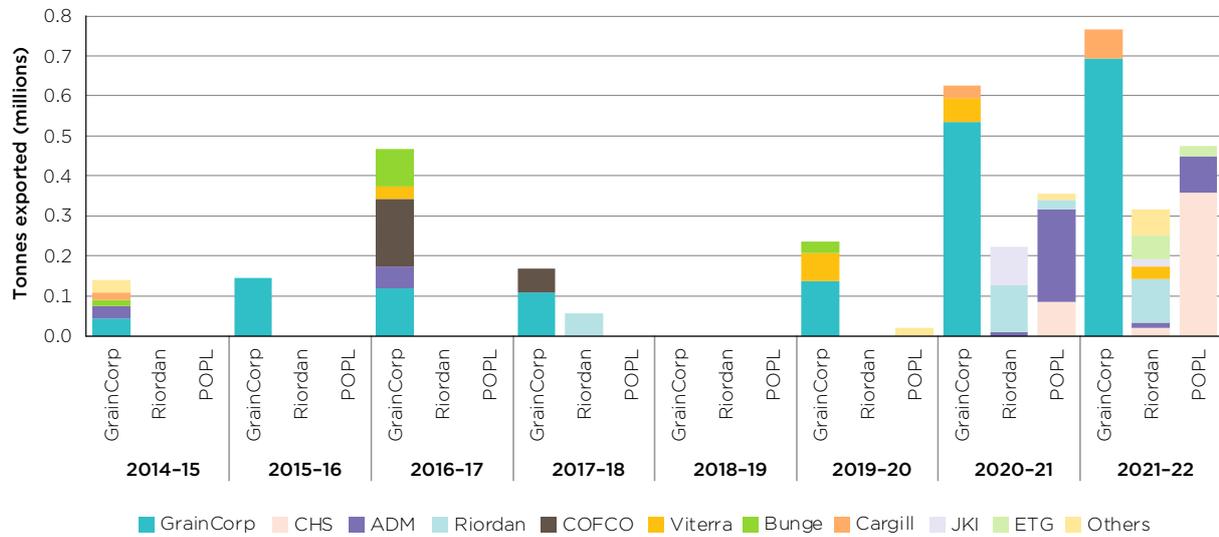
Source: PTSP loading statements; and ACF Shipping stem and market share report.

The ACCC makes the following observations about Melbourne bulk exports in 2021-22:

- Emerald has been the only bulk exporter from Melbourne in each of the last 3 seasons and accounts for 96% of shipments since 2016-17.
- For a second season in a row, Emerald has set a new bulk export record.

6.3.4 Portland: Record exports, with GrainCorp (as a PTSP) loading 49% of grain

Figure 6.6: Market share and total exports at Portland, 2014-15 to 2021-22



Source: PTSP loading statements; and ACF Shipping stem and market share report.

The ACCC makes the following observations about exporter market shares at Portland in 2021-22:

- At 1.6 million tonnes, total Portland exports exceeded last year's record by 29%, with GrainCorp (as a PTSP) loading 49% of this throughput (3 percentage points lower than 2020-21).
- GrainCorp and POPL were entirely or predominantly used by one exporter: GrainCorp accounted for 90% of its own throughput and CHS accounted for 75% of POPL's throughput.

7. New South Wales

7.1 Overview of New South Wales

NSW is typically Australia's second largest producer of grain (behind WA). This held true in the 2021–22 season, with NSW accounting for 30% of national output (compared to 35% for WA).

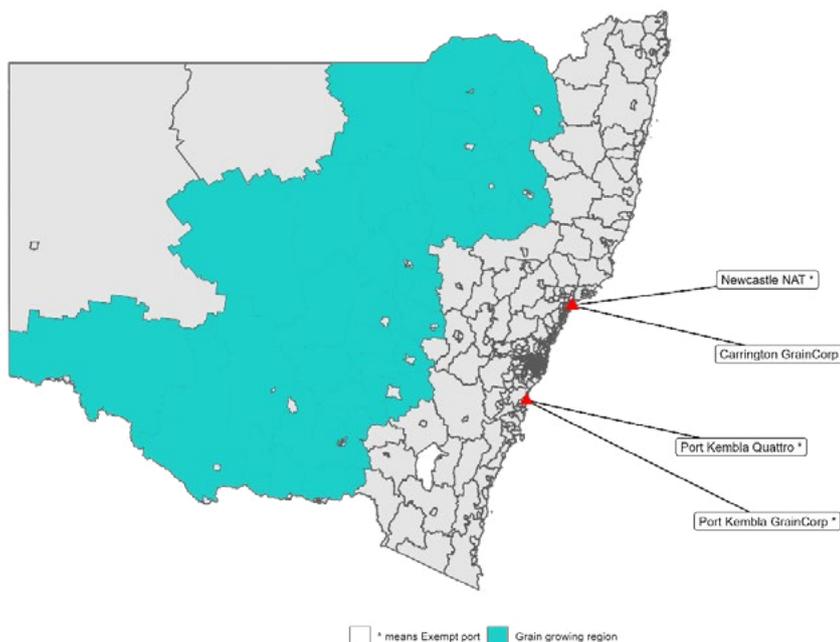
NSW has continued to be Australia's largest consumer of domestic grain, consuming on average 4.9 million tonnes of grain. In the 2021–22 season, NSW consumed 5.8 million tonnes of grain (36% of national consumption). Despite being the second largest producer of grain, NSW is the second smallest bulk grain export shipment state (only Queensland exports less). NSW is typically the second highest containerised export state (behind Victoria) and this remained the case in 2021–22, with NSW exporting 1.2 million tonnes of containerised grain.

A substantial amount of grain produced within NSW is also typically transferred to Queensland and Victoria both for domestic consumption and export. This means that grain usage (domestic consumption, container, and bulk exports) within NSW is typically considerably lower than production levels. Grain can flow to interstate markets ahead of NSW bulk export facilities for several reasons, including the location of Newcastle and Port Kembla compared to NSW's grain growing regions (as well as the associated connecting logistical infrastructure). Specifically, grain grown in southern NSW can move to Victoria via rail for export, while grain from northern NSW is located a significant distance from Newcastle and therefore can be better serviced via Queensland markets.

NSW has 4 facilities located across 2 different ports. GrainCorp operates port terminal facilities at Carrington (Newcastle) and Port Kembla. Newcastle Agri Terminal (NAT) operates a facility in Newcastle and Quattro operates a facility at Port Kembla.³⁴ All facilities in NSW are fixed large-scale facilities, with no mobile loaders in operation.

GrainCorp remains the largest PTSP in NSW facilitating 58% of throughput in 2021–22, and 59% of throughput since the beginning of 2016–17 (the first full shipping year NAT and Quattro were both in operations).

Figure 7.1: Map of NSW port terminal facilities and grain growing regions



Source: ABS, 7121.0 – Agricultural Commodities, Australia, 2015–16 SA2 data, and company websites.

³⁴ Qube acquired NAT in September 2021. Qube also operates the Port Kembla Quattro facility.

7.2 Key observations: In another record year, new exporters accounted for 10% of bulk exports

7.2.1 NSW achieved record bulk grain exports in 2021-22

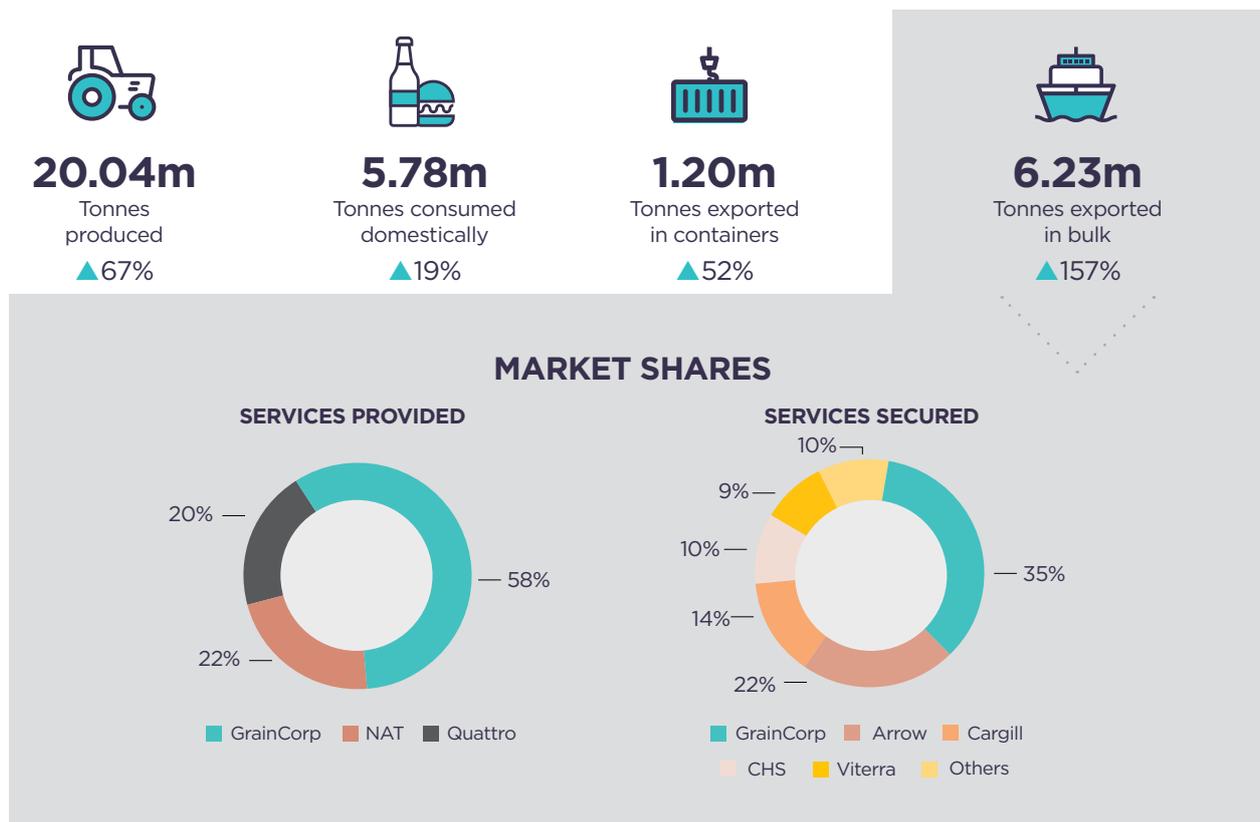
NSW achieved record bulk exports levels in 2021-22 exporting 6.2 million tonnes of grain, breaking the previous record set last year of 5.7 million tonnes. Of the 6.2 million tonnes exported, 75% was wheat and 25% was non-wheat grain. Bulk grain exports accounted for 47% of all grain usage, which is significantly above average (24%).

NSW produced a bumper harvest of 20.0 million tonnes in 2021-22. This was NSW second largest harvest on record, after last year's record harvest of 21.1 million tonnes.

NSW has a strong containerised export market. In 2021-22, 1.2 million tonnes of grain were exported via containers (52% above average). NSW is the largest domestic consumer of grain in Australia and in 2021-22 consumed a record 5.8 million tonnes of grain, an increase of 6% from last season's then record of 5.4 million tonnes.

The supplementary spreadsheet to this report provides more detailed data on NSW's bulk exports, production, containers, and domestic consumption.

Figure 7.2: NSW's key 2021-22 statistics



Source: ABARES, State data underpinning: Australia crop report September 202. No. 203; PTSP loading statements; ACF Export report; ACF Supply and Demand report; and ACF Shipping stem and market share report.

7.2.2 GrainCorp facilities loaded 58% of bulk grain in NSW

GrainCorp facilitated 58% of NSW's bulk exports through its 2 facilities. Port Kembla Quattro and Newcastle NAT equally facilitated the other bulk exports at 20% and 22% respectively.

Table 7.1 below shows that Quattro's market share increased by 4 percentage points to 20%, after it exceeded its record bulk grain export volumes from last season by 40%. While GrainCorp exported its largest volume of grain since the 2011-12 season, its market share decreased 4 percentage points from the 2020-21 season. NAT's market share remained consistent with 2020-21.

Table 7.1: NSW port terminal facility market share of grain throughput

Facility	2020-21	2021-22	Total share since 2016-17
Port Kembla Quattro*	16%	20%	18%
Carrington GrainCorp	29%	27%	28%
Newcastle NAT*	22%	22%	24%
Port Kembla GrainCorp	34%	32%	31%
GrainCorp Total	62%	58%	59%
Others Total	38%	42%	41%

Source: PTSP loading statement; and ACF Shipping stem and market share report.

Notes: * Qube acquired NAT in September 2021. Qube also operates the Port Kembla Quattro facility.

7.2.3 New exporters in NSW accounted for 10% of the market

Table 7.2: NSW exporter market share, 2014-15 to 2021-22

	2014-15	2015-16	2016-17	2017-18	2018-19	2019-20	2020-21	2021-22	Average*
GrainCorp	36%	31%	18%	35%	11%	0%	39%	35%	32%
Arrow	0%	9%	10%	35%	15%	60%	23%	20%	18%
Cargill	16%	8%	16%	9%	0%	0%	15%	14%	14%
Viterra	15%	6%	13%	8%	0%	0%	12%	9%	11%
COFCO	17%	15%	22%	0%	0%	0%	0%	0%	7%
Others	16%	31%	20%	13%	74%	40%	12%	19%	18%
Number of exporters	7	13	10	7	3	2	8	9	7.4
Tonnes shipped (mt)	1.2	1.7	3.8	0.5	0.1	0.1	5.7	6.2	2.4

Source: PTSP loading statement; and ACF Shipping stem and market share report.

Notes: * Average market share is based on total volumes.

The ACCC makes the following observations about NSW market shares in 2021-22:

- GrainCorp remained the top exporter in NSW, however, its market share dropped 4 percentage points to 35%. Arrow and Viterra's market share both dropped by 3 percentage points.
- The market share held by the 'others' category increased 7 percentage points to 19%, predominantly driven by new exporter ETG (see below).
- There were 3 new exporters in the NSW market: Corvalis Ag, ETG and Robinson. Combined they accounted for approximately 0.66 million tonnes (10% of the market share), with ETG accounting for the majority of these exports (0.63 million tonnes).
- ADM, who exported 0.22 million tonnes from NSW in 2020-21, did not export in 2021-22.

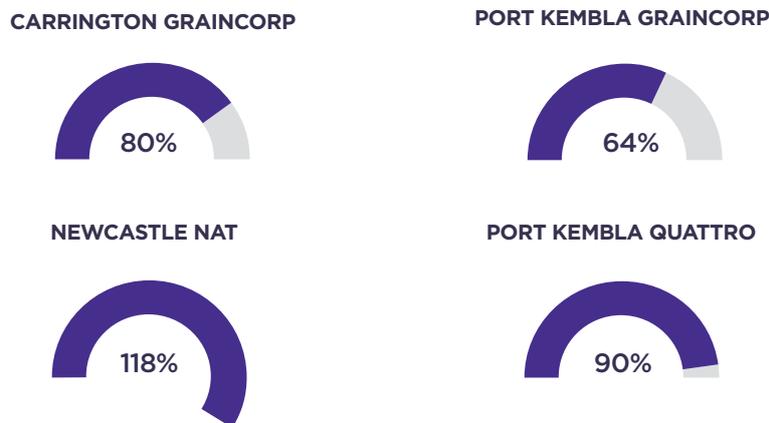
7.3 Port level analysis – Exporter market share and capacity utilisation

The following sections examine the use of NSW’s port terminal facilities in 2021–22 and analyses notable trends over time. The ACCC examines market shares to assess how many exporters were able to access a specific facility in a given shipping year and the extent to which this number is changing over time. The following also provides an understanding of the level of PTSP competition in specific grain catchment areas.

The supplementary spreadsheet to this report provides more detailed data for each facility.

7.3.1 Record exports drove high capacity utilisation across NSW

Figure 7.3: NSW’s peak capacity utilisation 2021–22



Source: PTSP loading statement; and ACF Shipping stem and market share report.

Notes: The ACCC estimates the capacity of non-exempt port terminal facilities using capacity figures published by PTSPs. In the case of some PTSPs capacity estimates were provided several years ago. As such, not all capacity figures in this report may be representative of current capacity levels and may partly explain utilisation rates of over 100%. Capacity utilisation rates of over 100% may also represent additional capacity being supplied to meet demand by way of increased operational hours and increased staff for a short period of time which does not reflect a change to ongoing capacity levels of the facility. See the Data Appendix for further details.

Table 7.3: NSW’s bulk grain shipments by shipment period, 2020–21 and 2021–22 compared to average

	2020–21	2021–22	Average*
Before peak	18% (1.1mt)	32% (2.0mt)	23% (0.6mt)
Peak	41% (2.4mt)	36% (2.2mt)	42% (1.4mt)
After peak	40% (2.3mt)	32% (2.0mt)	35% (0.8mt)
Total	100% (5.7mt)	100% (6.2mt)	100% (2.4mt)

Source: PTSP loading statements; and ACF Shipping stem and market share report.

Notes: Shipment periods are: ‘Before peak’ is October to January shipments, while ‘Peak’ is February to May shipments, and ‘After peak’ is June to September shipments.

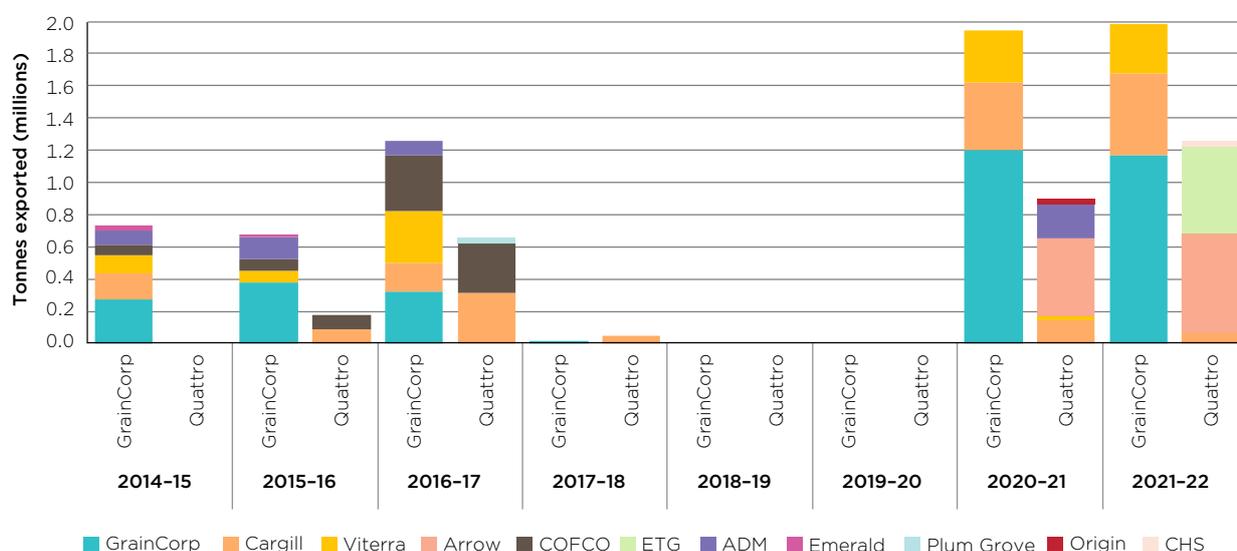
* Average proportions are based on total volumes from 2014–15 to 2021–22.

The ACCC makes the following observations about shipment volumes and capacity utilisation at NSW's port terminal facilities in 2021-22:

- Table 7.3 shows that both the before peak and after peak periods each accounted for 32% of the year's total shipments, 4 percentage points below peak. The even spread of before and after peak shipments is different to NSW's average, which typically shows a slower start to the season than end (23% in before peak and 35% after).
- Every month was well above average, and exports remained high through to the end of the season.
- NAT's facility exceeded peak capacity at 118%, while Quattro's Port Kembla facility recorded the second highest peak period utilisation rate at 90%.

7.3.2 Port Kembla: Quattro experienced a major increase in volumes totalling 39% of Port Kembla exports

Figure 7.4: Market share and total exports at Port Kembla, 2014-15 to 2021-22



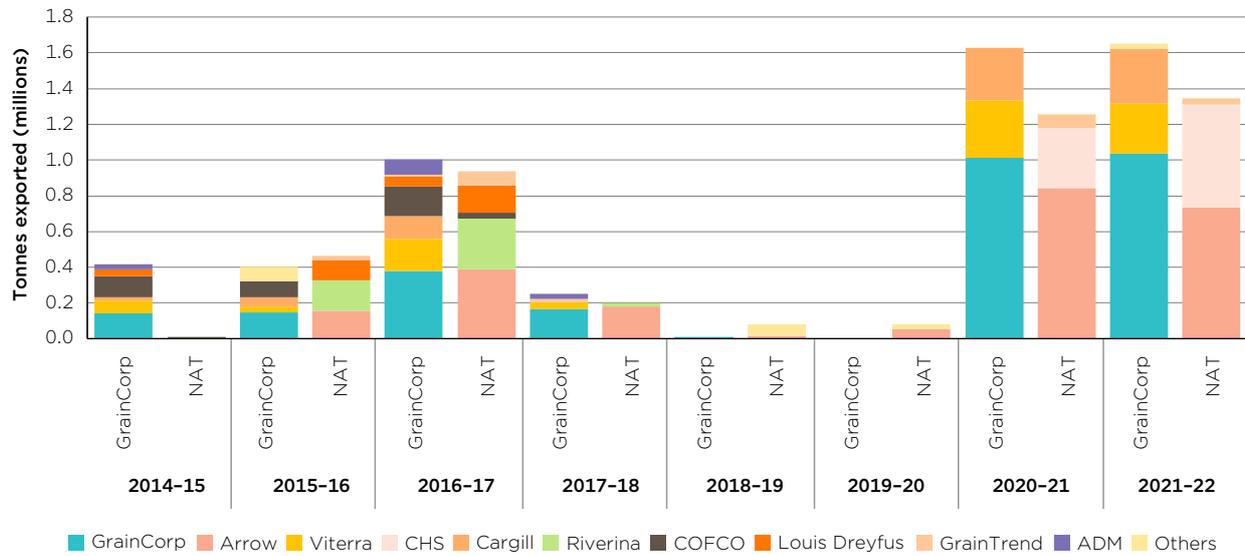
Source: PTSP loading statements; and ACF Shipping stem and market share report.

The ACCC makes the following observations about Port Kembla bulk exports in 2021-22:

- GrainCorp and Quattro both achieved their highest level of bulk exports to date, with Quattro experiencing a 40% increase in volumes.
- New exporter, Export Trade Group (ETG), accounted for 27% of Quattro's throughput.
- GrainCorp as an exporter recorded a market share of 59% at GrainCorp Port Kembla, a decrease of 3 percentage points from the previous year.

7.3.3 Newcastle: Exports remained similar to 2020–21 shipping year

Figure 7.5: Market share and total exports at Newcastle, 2014–15 to 2021–22



Source: PTSP loading statements; and ACF Shipping stem and market share report.

The ACCC makes the following observations about Port Kembla bulk exports in 2021–22:

- GrainCorp and NAT both achieved their highest level of bulk exports to date, but only marginally above the 2020–21 shipping year.
- Four exporters accessed GrainCorp's facility compared to 3 the previous year.
- CHS used the NAT facility for a second year and increased its bulk exports from the facility by 72% from 2020–21.

8. Queensland

8.1 Overview of Queensland

Queensland produces 3.0 million tonnes of grain each year; wheat is the largest crop making up 35% of production. Queensland is Australia’s smallest bulk grain export state, comprising just 4% of Australia’s bulk grain shipments.

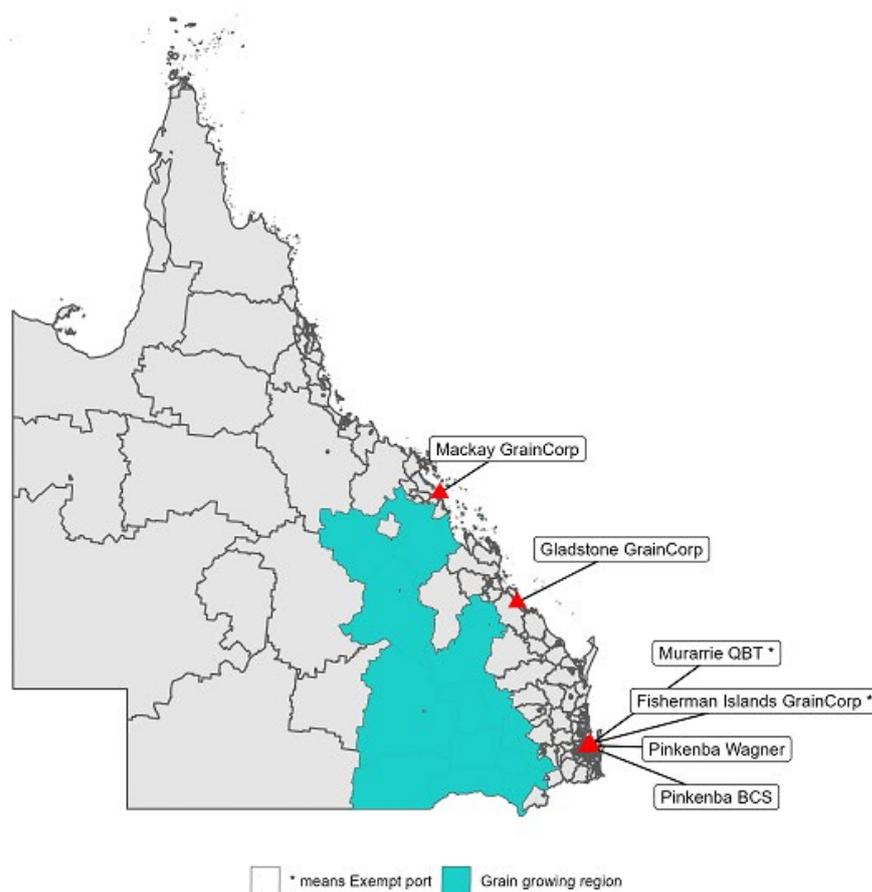
Queensland produces a higher proportion of non-wheat grain compared to the other grain exporting states. Queensland is Australia’s largest producer of chickpeas and sorghum, accounting for 91% and 68% of Australia’s chickpea and sorghum bulk exports respectively.

Queensland has the third largest domestic market behind NSW and Victoria.

Four of Queensland’s 6 bulk grain export port terminal facilities are located at Brisbane: GrainCorp operates a facility at Fisherman Islands, Queensland Bulk Terminals (QBT) operates a facility at Murarrie³⁵, while BCS and Wagner both began operations at Pinkenba in 2021–22. GrainCorp operates the other 2 facilities in Queensland, located at Gladstone and Mackay.

GrainCorp continues to be the largest provider of bulk grain export port terminal services in Queensland.

Figure 8.1: Map of Queensland port terminal facilities and grain growing regions



Source: ABS, 7121.0 – Agricultural Commodities, Australia, 2015–16 SA2 data, and company websites.

Note: Applications for exemption by BCS and Wagner regarding their respective port terminal facilities at Pinkenba are currently under assessment.

³⁵ Previously referred to as ‘Brisbane QBT’ in ACCC monitoring reports.

8.2 Key observations: Increase in number of PTSPs and exporters in 2021-22

8.2.1 Queensland achieved a record year in grain production and export

At 2.9 million tonnes Queensland achieved a record bulk export season. This was 22% higher than the previous record set in 2011-12 and 3 times the average of 1.0 million tonnes. Wheat made up 67% of bulk exports.

The record export season was driven by a record harvest of 4.7 million tonnes. This was 8% larger than the previous record harvest of 4.4 million tonnes in 2008-09, and 56% above the average of 3.0 million tonnes.

Queensland has the lowest proportion of its grain usage made up by exports (30%). This is split between the bulk export (22%) and the container export markets (8%). In 2021-22, 0.36 million tonnes of grain were exported via containers (consistent with average levels).

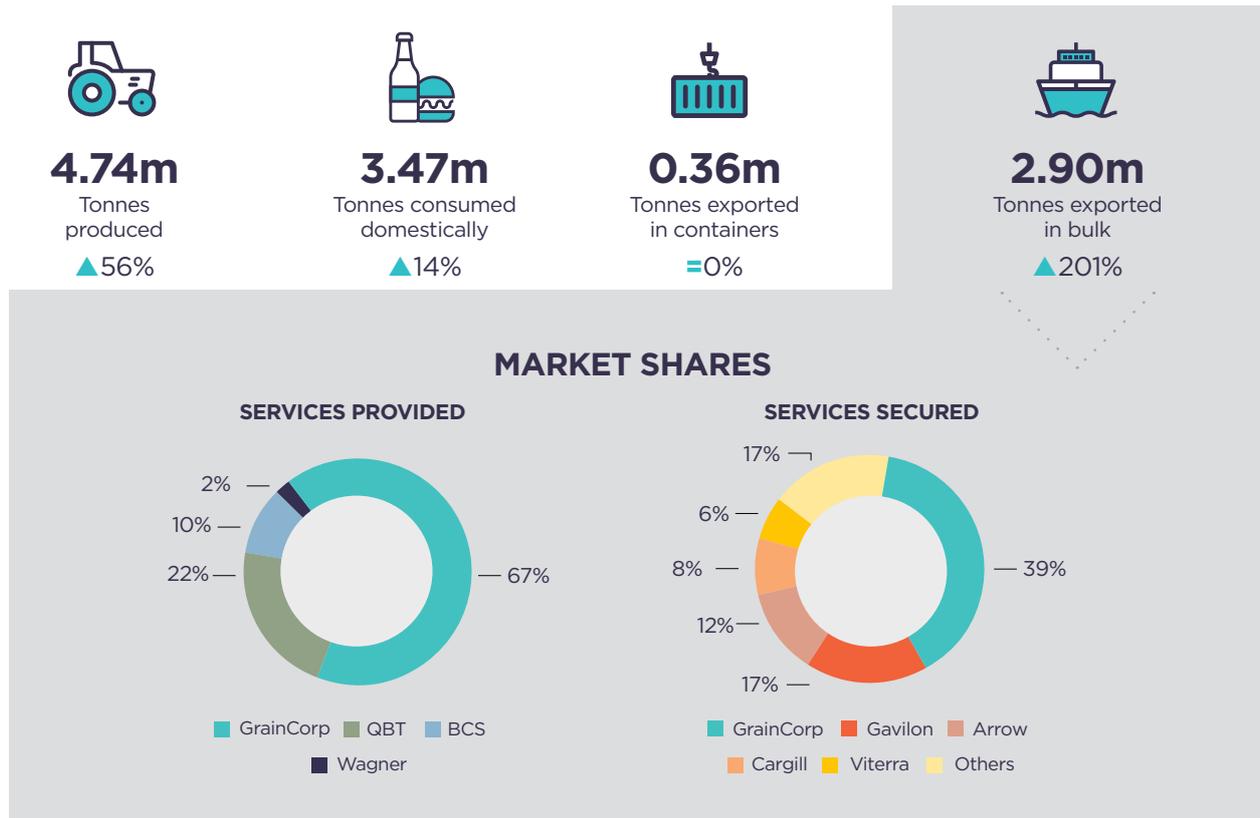
Queensland has the largest proportion of its grain usage made up by the domestic market (70%). In 2021-22 Queensland's domestic grain consumption was 3.5 million tonnes, 14% above the average of 3.0 million tonnes per year.

Bulk grain shipments made up 43% of Queensland's grain usage for 2021-22, domestic consumption 52%, and container exports 5%.³⁶

The supplementary spreadsheet to this report provides more detailed data on Queensland's bulk exports, production, containers, and domestic consumption.

³⁶ Grain usage refers to the sum of domestic consumption, bulk export and container export volumes. For more information on grain usage, see Explanatory Notes.

Figure 8.2: Queensland's key 2021-22 statistics



Source: ABARES, State data underpinning: Australia crop report September 202. No. 203; PTSP loading statements; ACF Export report; ACF Supply and Demand report; and ACF Shipping stem and market share report.

8.2.2 In a record year GrainCorp recorded its lowest PTSP market share, following the entry of BCS and Wagner

GrainCorp continued to be the dominant provider of port terminal services, exporting 67% of all bulk grain in Queensland. This was its lowest level to date. New entrants BCS and Wagner together facilitated 12% of throughput, while QBT facilitated the other 22% of the state's bulk grain exports.

Table 8.1: Queensland port terminal facility market share of grain throughput

Facility	2020-21	2021-22	Total share since 2015-16*
Murrarie QBT*	27%	22%	20%
Pinkenba BCS	-	10%	4%
Pinkenba Wagner	-	2%	1%
Fisherman Islands GrainCorp	60%	47%	51%
Gladstone GrainCorp	3%	9%	12%
Mackay GrainCorp	9%	10%	13%
GrainCorp Total	73%	67%	75%
Others Total	27%	33%	25%

Source: PTSP loading statements; and ACF Shipping stem and market share report.

Notes: * Murarrie QBT commenced operations in 2015-16.

8.2.3 GrainCorp remained the largest exporter

Table 8.2: Queensland exporter market share, 2014-15 to 2021-22

	2014-15	2015-16	2016-17	2017-18	2018-19	2019-20	2020-21	2021-22	Average*
GrainCorp	20%	45%	19%	12%	3%	0%	55%	39%	35%
Gavilon	0%	9%	15%	7%	0%	0%	21%	17%	14%
COFCO	41%	23%	20%	37%	21%	0%	0%	0%	12%
Viterra	15%	7%	19%	19%	6%	29%	5%	6%	10%
Arrow	0%	0%	6%	0%	9%	0%	4%	12%	6%
Others	24%	15%	20%	24%	61%	71%	15%	25%	22%
Number of exporters	6	7	10	10	9	4	9	12	8.4
Tonnes shipped (mt)	0.8	0.8	1.2	0.3	0.1	0.1	1.4	2.9	1.0

Source: PTSP loading statements; and ACF Shipping stem and market share report.

Notes: * Average market share is based on total volumes.

The ACCC makes the following observations about Queensland exporter market shares in 2021-22:

- GrainCorp's market share fell from 55% to 39%, though it remained the largest exporter of grain.
- The market share held by the 'others' category of exporters increased 10 percentage points to 25%. In 2021-22 Cargill (8%), JKI (5%), and new exporters ETG (4%) and Robinson Grain (3%), were the largest exporters in the 'others' category.
- Arrow, the third largest exporter in 2021-22, exported 0.36 million tonnes, almost triple the total it exported in 2020-21.

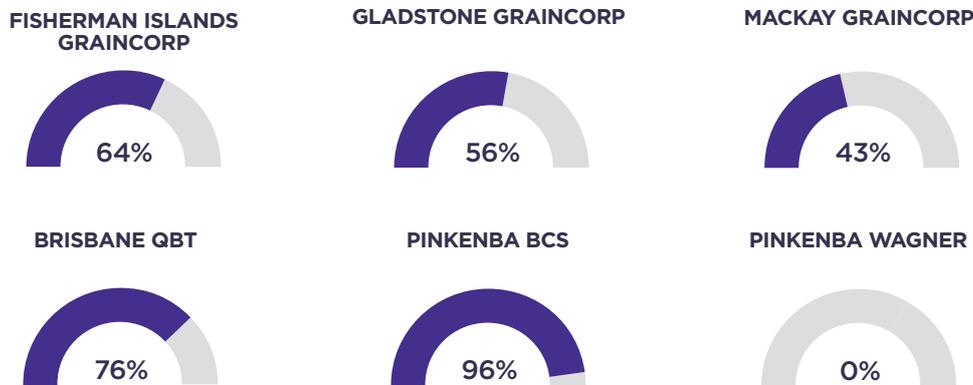
8.3 Port level analysis – Exporter market share and capacity utilisation

The following sections examine the use of Queensland's port terminal facilities in 2021-22 and analyses notable trends over time. The ACCC examines market shares to assess how many exporters were able to access a specific facility in a given shipping year and the extent to which this number is changing over time. The following also provides an understanding of the level of PTSP competition in specific grain catchment areas.

The supplementary spreadsheet to this report provides more detailed data for each facility.

8.3.1 All facilities achieved record export levels and higher than average capacity utilisation rates

Figure 8.3: Queensland's peak capacity utilisation 2021-22



Source: PTSP loading statements; and ACF Shipping stem and market share report.

Table 8.3: Queensland's bulk grain shipments by shipment period, 2020-21 and 2021-22 compared to average

	2020-21	2021-22	Average*
Before peak	23% (0.32mt)	28% (0.82mt)	31% (0.30mt)
Peak	42% (0.58mt)	34% (0.99mt)	35% (0.33mt)
After peak	35% (0.49mt)	38% (1.09mt)	34% (0.33mt)
Total (mt):	100% (1.40mt)	100% (2.90mt)	100% (0.96mt)

Source: PTSP loading statements; and ACF Shipping stem and market share report.

Notes: Shipment periods are: 'Before peak' is October to January shipments, while 'Peak' is February to May shipments, and 'After peak' is June to September shipments.

* Average proportions are based on total volumes from 2014-15 to 2021-22.

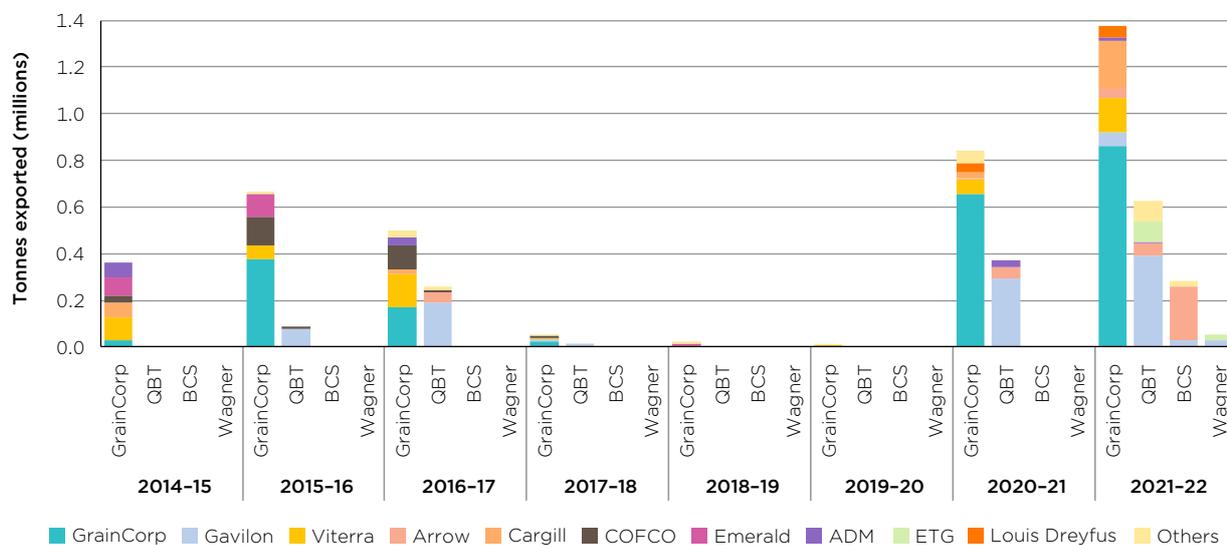
The ACCC makes the following observations about shipment volumes and capacity utilisation at Queensland port terminal facilities in 2021-22:

- Every month in 2021-22 was considerably above average, with exports remaining high until the end of the season.
- Despite a 69% increase in peak period shipments from 2020-21, the proportion of peak period shipments fell by 8 percentage points. This is due to shipments before and after the peak period more than doubling.
- While stated capacity indicated there was excess peak period capacity, peak period exports were only 5% below record levels set in 2011-12.
- All of GrainCorp's facilities recorded their highest peak period capacity utilisation rates since 2012-13. QBT had its highest peak period capacity utilisation rate on record.³⁷

37 Brisbane QBT commenced operations under the Code in 2015-16.

8.3.2 Brisbane: Record export levels, with 2 new entrant PTSPs (BCS and Wagner)

Figure 8.4: Market share and total exports at Brisbane, 2014-15 to 2021-22



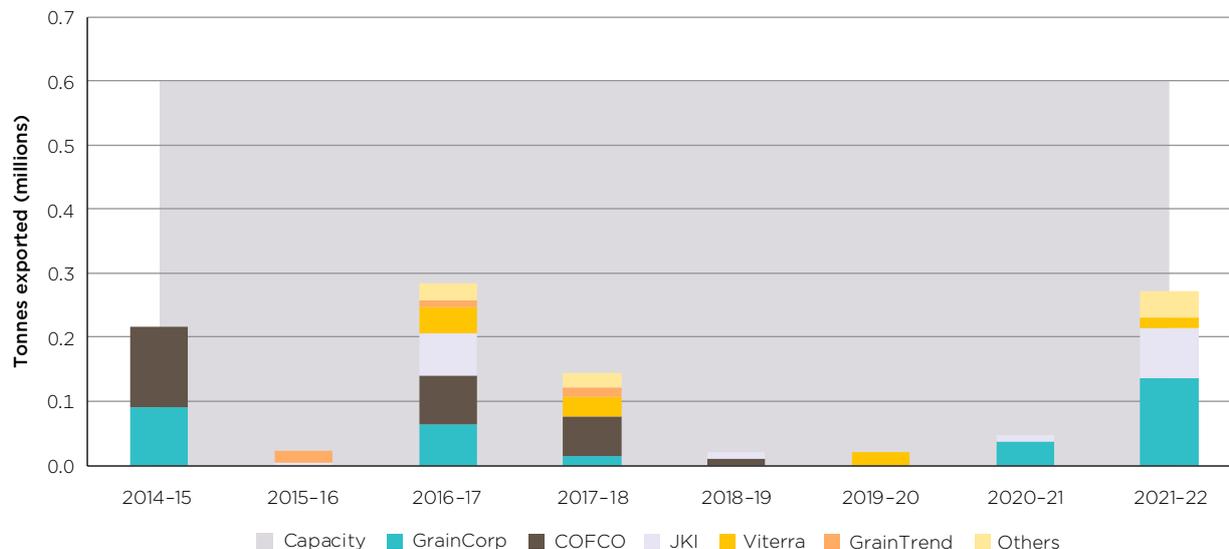
Source: PTSP loading statements; ACF Shipping stem and market share report.

The ACCC makes the following observations about Brisbane bulk exports in 2021-22:

- Brisbane exports (2.3 million tonnes) were at their highest levels on record. This is 40% higher than the previous record 2011-12 season.
- GrainCorp (as a PTSP) facilitated 59% of Brisbane's exports, QBT 27%, BCS 12% and Wagner 2%.
- It was the first year of operation for the BCS and Wagner facilities. BCS primarily serviced Arrow, while Wagner facilitated 2 shipments (one for Wilmar and one for ETG).
- GrainCorp was the largest exporter in total at Brisbane. GrainCorp exported 63% of grain at Fisherman Islands (the only facility it used), equating to a total market share of 37% exporter market at Brisbane. Gavilon (22%), Arrow (14%), Cargill (9%) and Vitterra (6%) were the next largest exporters at Brisbane.
- Gavilon accounted for 62% of shipments out of QBT and Arrow 82% of BCS's shipments.
- New Australian exporters ETG and Robinson Grain combined to hold a Brisbane export market share of 9%. They predominantly exported out of QBT.

8.3.3 Gladstone: Largest export season since 2016-17

Figure 8.5: Market share and total exports at Gladstone, 2014-15 to 2021-22



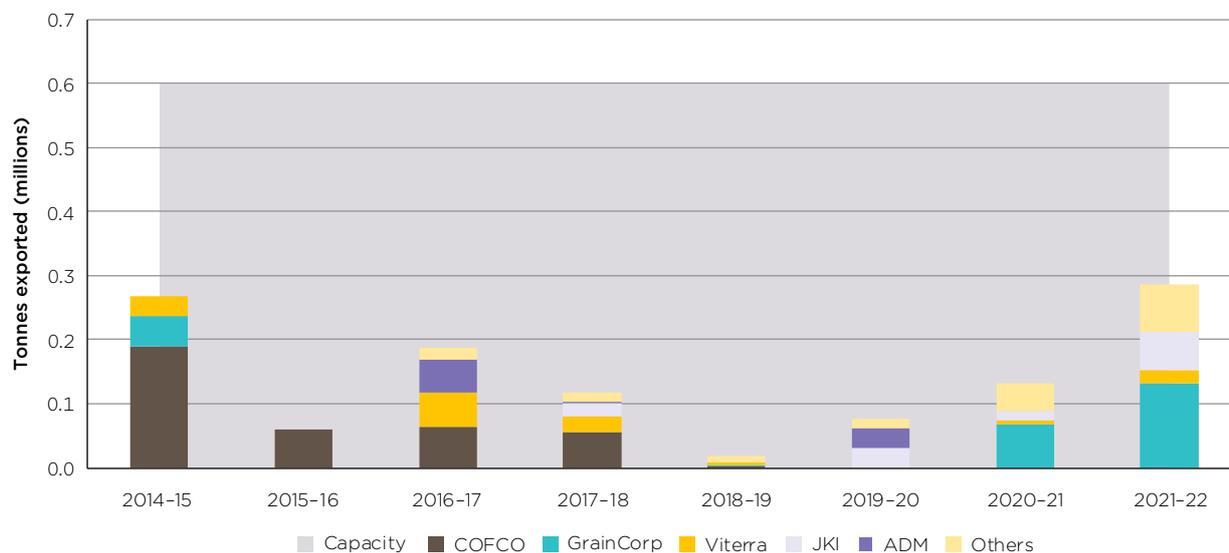
Source: PTSP loading statements; ACF Shipping stem and market share report.

The ACCC makes the following observations about Gladstone bulk exports in 2021-22:

- GrainCorp had an exporter market share of 50% (17 percentage points above average).
- Four other exporters used Gladstone: JKI (market share of 29%), ADM (9%), Vittera (6%) and Arrow (6%).

8.3.4 Mackay: Largest export season since 2012-13

Figure 8.6: Market share and total exports at Mackay, 2014-15 to 2021-22



Source: PTSP loading statements; ACF Shipping stem and market share report.

The ACCC makes the following observations about Mackay bulk exports in 2021-22:

- COFCO, the largest exporter from Mackay since 2014-15, did not export.
- GrainCorp was the largest exporter, exporting 0.13 million tonnes of grain (market share of 46%).

Appendix: Explanatory notes

Data

What time period do we refer to for production figures?

The 2021–22 production season relates to grain grown during 2021 and typically harvested in late calendar 2021. However, for some regions and certain grain types (typically the summer crop of sorghum), harvest is in early 2022. For example, for wheat, the harvest of the 2021–22 crop was in late 2021, and for sorghum, the harvest of the 2021–22 crop was in early 2022.

What time period is the shipping year data from?

Unless otherwise stated references to a year refer to the shipping year for wheat, which is from 1 October 2021 to 30 September 2022.

Terminology: ‘Shipments’ versus ‘exports’

During the 2017–18, 2018–19 and 2019–20 shipping years, grain was shipped from WA, SA and Victoria to drought-affected areas on the east coast to satisfy domestic demand.³⁸ Although these shipments are not exports’ they are services provided via the same port terminal facilities used to facilitate bulk grain exports. Accordingly, coastal shipments affect the utilisation of these facilities and the amount and timing of capacity available for bulk exports.

Subsequently the ACCC differentiates the use of the terms ‘shipments’ and ‘exports’ for the purposes of this report as follows:

- **exports** strictly refer to overseas exports and do not include coastal shipment activities performed by a PTSP, exporter, or state
- **shipments** refer to the combination of coastal shipments and overseas exports performed by a PTSP, exporter, or state.

There were no coastal shipments in 2021–22, as such ‘shipment’ and ‘export’ levels were equal. These terms have been used interchangeably when referring to 2021–22. All comparisons to bulk shipment volumes between 2017–18 and 2019–20 include coastal shipments.

Capacity utilisation

The ACCC estimates the capacity of non-exempt port terminal facilities using capacity figures published (or provided) by PTSPs. In the case of exempt port terminal facilities or those that are currently under review for exemption, capacity estimates are based on information provided by PTSPs in the course of the ACCC’s exemption assessments.

The ACCC has used the most recent capacity figure provided in an exemption application or that the PTSP has published for all PTSPs except ADM, Semaphore, Riordan and GrainCorp’s Portland facility. As explained below, the ACCC has used its own capacity estimates for ADM, Semaphore, Riordan and GrainCorp’s Portland facilities which were estimated in the ACCC’s ADM, Viterra and POPL exemption decisions respectively.

The ACCC uses a single capacity figure for each port for each of the seasons analysed in this report. Therefore, as some PTSPs submitted exemption applications several years ago, the capacity figures in this report may not be representative of current capacity levels (as PTSPs may have upgraded or otherwise amended their facility or operations). Additionally, if a PTSP has recently provided an updated (and increased) capacity estimate of their facilities, this report may overestimate capacity in past seasons.

38 In the 2019–20 season a single 4,500 tonne vessel of wheat was also shipped from GrainCorp’s Fisherman Islands facility to Port Kembla.

In addition, the ACCC notes that at times PTSPs can offer more than their stated level of capacity.

The ACCC therefore notes that all capacity estimates in this report are indicative figures only and may not necessarily reflect the true capacity of a given facility in a given shipping year. The ACCC considers new information regarding capacity when available and as such facility capacity may change in future reports.

Furthermore, a port terminal facility may have spare capacity over the year as a whole but still may be capacity constrained during the peak shipping period (1 February to 31 May). The ACCC has assessed bulk exports by shipment period (before, during and after peak) in this report to determine trends in shipment pace. The ACCC will continue to assess changes in shipment pace in future reports and how this is impacting what is considered the peak period for Australian bulk grain exports. When using annual capacity figures as provided, the ACCC estimates peak period capacity by dividing the full year's release of capacity by 3 which may not reflect the true amount of capacity released over the peak period.³⁹

Some PTSPs provide capacity estimates on a bi-monthly basis (as opposed to a yearly basis). In this case, the ACCC is able to ascertain how much capacity a PTSP released over specific months, as opposed to assuming capacity is released evenly throughout the whole year. The ACCC has used bi-monthly capacity figures to determine peak period capacity when available.⁴⁰

In the course of the ACCC's Viterra and ADM exemption decisions, capacity estimates for certain facilities were based off annualising that facility's maximum historical month over a period of 9-months. As part of this method the ACCC estimates peak period capacity by annualising the maximum historical month over the entire 4-month peak period.⁴¹ This method was used to estimate capacity for ADM's Port Pirie facility and Semaphore's Port Adelaide facility.^{42 43} The ACCC has used these capacity estimates in this report.

In the ACCC's POPL exemption decision, the capacity of GrainCorp's Portland facility and Riordan's mobile loader (on both an annual and peak period basis) was estimated using the maximum annual and peak period exports.⁴⁴ The ACCC has used this capacity estimate in this report.

Figures and charts

The below subsections provide further explanation to some of the charts and figures provided throughout this report.

Averages

Averages referred to in this report depend on the data sources as below:

- Production, container, domestic and bulk export/shipment averages refer to a 8-year average calculated between, and inclusive of, the 2014–15 and 2021–22 shipping years.

39 The ACCC used annual capacity figures provided by the PTSP for WAPRES Bunbury facility and for all facilities in NSW and Queensland, as well as Emerald's Melbourne facility and GrainCorp's Geelong facility.

40 The ACCC has available bi-monthly capacity figures for CBH and Viterra. As such, the ACCC has used this estimate for CBH and Viterra's facilities in this report.

41 For example, if a facility's monthly capacity was estimated to be 100,000 tonnes, then its annual capacity using this 9-month annualization method would be 900,000 tonnes. Given the national peak period lasts for 4 months, the peak period capacity for this facility would be determined to be 400,000 tonnes.

42 See section 3.1.4 of the Viterra Final Determination for Inner Harbour, Outer Harbor, Port Giles and Wallaroo (available here: <https://www.accc.gov.au/system/files/Viterra%20Final%20Determinations%20-%20IHB%2C%20OHB%2C%20Wallaroo%2C%20Port%20Giles.pdf>), as well as section 2.2.5 of the ADM Final Determination (available here: https://www.accc.gov.au/system/files/ACCC%20final%20determination%20-%20Port%20Pirie%20wheat%20code%20exemption%20assessment%20-%20ADM%20Trading%20Australia_0.pdf) for further details. In the case of ADM, the ACCC notes their capacity estimate was based off extremely limited data (given the 2020–21 season was its first full season of operations).

43 In their exemption application Cargill submitted their estimated capacity to be 540,000 tonnes using this 9 month annualization method. That is, Cargill submitted they have capacity of 60,000 tonnes a month, but this can only be achieved over a period of 9-months in a year. See: Cargill, *Application for exemption under the Port Terminal Access (Bulk Wheat) Code of Conduct*, 30 October 2019, p. 3.

44 See section 2.2.4 of ACCC, *Final Determination Port of Portland Pty Limited, Exemption assessment of port terminal services provided at the Portland port terminal facility*. Available here: <https://www.accc.gov.au/system/files/ACCC%20Final%20Determination%20Port%20of%20Portland%20Pty%20Limited.pdf>.

Some averages may refer to different time periods, particularly when a particular facility has not been in operation for the 8-year time period. Market share averages used in this report are based on total volumes from 2014–15 to 2021–22.

‘Other’ exporter category

In order to provide a snapshot of the top 5 or top 10 exporters at each port terminal facility and state in this report, the total sum of shipments by exporters from the past 8 seasons was calculated, and exporters ranked accordingly. Exporters that fell outside this top 5 or top 10 are grouped together by port terminal facility or state into ‘others’. This means that while an exporter that is grouped into ‘others’ could be a top 5 or top 10 exporter at a port terminal facility in a particular shipping year, it is not a top 5 exporter over the entire period analysed (2014–15 to 2021–22).

Exporter ownership changes

For comparability across years, we group exporters that have undergone ownership changes into their parent company/current company name (see table A.1). For example, COFCO’s market share includes the historical exports of Nidera, Noble and PentAg. This may impact the number of exporters reported by year in the report.

Table A.1: Parent company names

Previous name	Recorded in this report as
Pentag, Noble and Nidera	COFCO
Joe White Malting	Glencore prior to November 2013 and Cargill thereafter
Barrett Burston	GrainCorp
Glencore	Viterra
Aus Durum Co	Grain Trend

Bulk export facility ownership changes

A number of facilities have also changed ownership over the course of shipping years analysed in this report. Emerald was acquired by Louis Dreyfus Company in September 2022. Qube acquired NAT in September 2021. Qube also operates the Port Kembla Quattro facility.

Grain usage

In this report, the term ‘grain usage’ is used to provide an overview of how a state uses its grain. Grain can be consumed domestically, exported in bulk, or exported by container. This report does not provide balance-sheet type information of all grain going into and out of a particular state (which would consider interstate transfers and grain carried over from the previous shipping year).

We report production and usage in the area where it occurs. For example, if grain produced in SA is transferred to Queensland for domestic purposes, this grain is counted as production in SA and domestic use in Queensland. Accordingly, grain usage may exceed production in states that have received grain from other states, or appear lower than expected in states which transfer large amounts of grain interstate.

Domestic consumption

In this report, the term ‘domestic consumption’ refers to the amount of grain used within a state. For example, domestic consumption includes grain consumed by livestock in Australia, or milling that occurs in Australia. The grain consumed within a state may be grown within the state, received from interstate via coastal shipments or inland movements or (more rarely) received from overseas.

While this report includes tables and charts showing the amount of grain consumed in Australia and by each state, the ACCC does not have data showing the breakdown of consumption categories.

Coastal shipments

Throughout the report the ACCC discusses coastal shipments which occurred between the 2017-18 and 2019-20 shipping years. In terms of coastal shipments receipts the ACCC notes that the Code does not require PTSPs to publish information regarding grain receipts, nor destination of shipments, and accordingly the ACCC does not have visibility over which PTSPs received these shipments.

The ACF data does however record the destination of shipments. Therefore, while the ACCC does not have access to specific port-by-port receipt data it does have access to data on a 'destination' basis. This means the ACCC is able to ascertain the broad destination of grain delivery, but not the specific terminal.⁴⁵

Maps

Data sources used to produce the maps in this report are:

- Australian Bureau of Statistics (ABS) digital boundaries, 2011 Statistical Area 2 boundaries
- ABS published dataset - 7121.0 - Agricultural Commodities, Australia 2015-16 which provides estimates of the production levels and land use for 2015-16
- Publicly available information about the general location of port terminal facilities

Production areas shown on the maps in this report are used to illustrate Australia's general grain production areas (by Statistical Area 2 boundaries) and do not necessarily represent the growing regions from a specific season, which may differ from those shown.

45 For example, the ACCC is able to see that Newcastle received 0.40 million tonnes of coastal shipments during the 2019-20 shipping year but is unable to distinguish if these shipments were received at NAT's Newcastle facility or GrainCorp's Carrington GrainCorp.



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