



Record of oral submission – Whitehaven Coal

Wed 18 March – Kieron Rochester

Whitehaven supports the Application for Authorisation lodged by NSW Minerals Council.

Whitehaven Coal is a member of the NSW Minerals Council and one of the proponents in the authorisation application.

It is important for the coal mining industry in the Hunter to be able to collectively bargain with the Port of Newcastle – particularly given the short term interim pricing arrangement ceases on 31 March 2020.

The official navigation charge is \$1.04/t. The current short term offer is approximately \$0.81/t, but this expires on 31 March 2020.

Whitehaven acknowledges that it is the customers that pay the navigation charge (due to coal being sold FOB), but it impacts the competitiveness of Newcastle coal in the international market. Some customers have expressed interest in having the uncertainty over the level of the navigation charge resolved to provide greater certainty over (delivered) coal prices.

Whitehaven Coal has met with Port of Newcastle Operations to discuss the proposed Long Term Deed, but have not reached an agreement.

Collective bargaining should help the industry reach agreement with Port of Newcastle over the Long Term Deed quickly, which would provide greater certainty over pricing for the next ten years.

One of the most important aspects for Whitehaven Coal is that all coal producers face the same terms and conditions of access so that shippers don't favour one producer over another based on their terms of access.