



Patrick Terminals  
Gate B105A Penrhyn Road  
PORT BOTANY NSW 2036  
AUSTRALIA  
ABN 33 065 375 840

2 December 2024

## **Patrick Terminals – Final Notice of changes to Landside & Ancillary Charges: Effective from 1 January 2025**

In early October 2024, Freight Victoria announced enhancements to the Victorian Voluntary Pricing Protocols for Container Terminal Operators. We have adopted the request that all Container Terminal Operators voluntarily change landside pricing once per year on 1 January, commencing from 1 January 2025 to assist with the widely held objective of helping shippers make informed business decisions. We also support the development of the template to provide additional supporting information about fee changes to Freight Victoria. These enhancements have now been communicated to State Transport authorities in New South Wales, Queensland and Western Australia and will form part of the National voluntary approach. Patrick is committed to all aspects of the National voluntary approach and as such has adopted these enhancements.

### **Patrick Terminals Landside Overview**

Patrick is continuing with a significant investment program, with in excess of \$350 million invested across the past five years and a further \$80 million committed in the year ahead (\$430 million in total). This will support continued efficient landside service levels for our landside customers and Australian shippers.

Key landside investment includes:

- Completion of Port Botany Rail Terminal Development (Patrick funding contribution), along with upgrades to the landside interface
- Fremantle Terminal Redevelopment, plus additional commitments for further capital investment in 2024 and 2025
- Finalisation of Melbourne Rail Terminal Development (Patrick funding contribution)
- Finalisation of Automated Truck Handling Project in Brisbane and Sydney
- Key equipment upgrades including 10 Hybrid Straddle Carriers commissioned in Melbourne in 2024 and 9 Battery Electric Internal Transfer Vehicles (ITVs) commissioned in Fremantle in 2024
- Pavement works and capacity upgrades across all terminals
- Gate system and Terminal Operating IT System upgrades

The Landside charge recovers a portion of the costs that relate to:

- capital investments and commitments made to infrastructure that supports our landside operations
- maintenance and operational costs associated with providing our landside operations and
- property and property related costs

Effective from 1 January 2025, the below Landside charges will be applied to both road and rail transport operators for all full container movements, both import and export, made at Patrick's Terminals. The 2025 Landside charges are required to support Patrick's significant investment program and Patrick's operational costs and property costs increasing at a rate above CPI.

### **2025 Annual Review**

Patrick has completed a review of its Landside charge and other Ancillary Charges. The Landside charge partially recovers costs associated with providing Patrick's landside operations and is essential to enable Patrick to continue to provide our customers with superior and efficient landside service levels.

Across the period there has been continuing pressure on energy and property costs with a significant increase in rental costs in Brisbane. The Landside charge increase in Brisbane seeks to partially recover these additional property and energy costs. Further, Patrick has been advised of significant property cost increases as part of an upcoming market rent review in Fremantle.

As part of the 2025 annual review, we confirm that in determining the appropriate fee level for this year Patrick has had regard to the last fee review date occurring 4 March 2024. Patrick has also determined to continue to maintain a concessional rate for export containers. As a result of the annual review, the concession offered to East Coast exporters has increased to an average of more than 50%. The landside charges initially paid by transport operators continues to remain well below 50% of Patrick's overall revenue.

#### Import Containers

- Sydney \$208.20 per full container
- Fisherman Islands \$225.45 per full container
- East Swanson Dock \$224.05 per full container
- Fremantle \$91.55 per full container

#### Export Containers

- Sydney \$138.25 per full container
- Fisherman Islands \$137.20 per full container
- East Swanson Dock \$151.80 per full container
- Fremantle \$45.76 per full container

Patrick has updated the Vehicle Booking System (VBS) fee to \$48.05 in Sydney, Brisbane and Melbourne and \$56.95 in Fremantle, and adjusted its other Ancillary Charges. The VBS facilitates significant efficiencies and is highly valued by industry, delivering material cost savings to users. Patrick is committed to continuing to invest in VBS maintenance, resourcing and innovation. Patrick continues to work with One Stop and industry to focus on continuous improvement and opportunities to further enhance the VBS.

The intended Landside and Ancillary charges have been published on Patrick's website ([www.patrick.com.au](http://www.patrick.com.au)).

#### **Patrick Terminals Landside Initiatives and Market Observations**

Patrick Terminals is pleased to confirm its on-going investment program in decarbonisation to support sustainable handling of Australia's imports and exports. Patrick Terminals' decarbonisation strategy will pursue priority investments in fleet modernisation, a transition to renewable energy and influencing intermodal (rail and road capacity and efficiency).

Patrick Terminals acknowledges the important enhancement made by the ACCC in last year's Container Stevedoring Monitoring Report to incorporate a broader range of profitability indicators by adding 5, 10 and 15 year averages. These longer-term indicators are integral for a highly competitive industry characterised by significant long term infrastructure investment and fluctuating supply and demand factors. Patrick is committed to continuing to lead the market in investment and innovation, noting that it is integral that profitability and returns are sufficient to support this continued investment and innovation.

Patrick reiterates its commitment to all aspects of the National voluntary approach and reasonable further enhancements over time, where appropriate.

Patrick continues on a voluntary and industry-led basis, to publish landside performance metrics for each terminal and facilitate representative landside groups. These stakeholder groups have delivered increased engagement opportunities and identified opportunities to develop solutions which support landside performance and efficient terminal operations and to provide information about Patrick's landside investment program. Patrick is committed to continuing to work with landside customers to further develop transparency and cooperation initiatives on a voluntary basis.

A summary of formal feedback themes received in writing from Industry and Government and where relevant, Patrick's response post the initial announcement on 1 November 2024 is attached.

Yours sincerely,

**Michael Jovicic**  
Chief Executive Officer  
Patrick Terminals

## SUMMARY OF FEEDBACK THEMES

Feedback Themes	Patrick's Response
Range of feedback	Patrick received formal and general market feedback as part of its annual 2025 fee review. Patrick has provided a written response to all formal feedback (where applicable).
Industry and government welcomed alignment by container terminal operators of fee change to 1 January each year	Patrick welcomes positive feedback from industry and government about Patrick voluntary adoption of the request from Freight Victoria that all Container Terminal Operators voluntarily change landside pricing once per year on 1 January, commencing from 1 January 2025. Patrick notes industry feedback that the date alignment assists with the widely held objective of helping shippers make informed business decisions. Patrick is committed to all aspects of the National voluntary approach and as such has adopted all enhancements sought by Freight Victoria . Patrick also confirmed that it is supportive of the National Transport Commission being engaged to formally adopt a Nationally consistent position.
Industry and government acknowledgment of on-going price differentiation to support Australian exporters	Patrick welcomes positive feedback from industry and government about Patrick's decision to continue to maintain a concessional rate for export containers as part of its continuing strategy to offer a superior value proposition. As a result of the annual review, the concession offered to East Coast exporters has increased to an average of approximately 50%.
Clarifications on the Vehicle Booking Service (VBS) Fee and planned future upgrades	<p>Patrick provided clarifications on the VBS fee, including that the VBS fee is a service-based fee and supports continued provision of the integral Vehicle Booking System (VBS) Service. Patrick is committed to continuing to lead the market in investment and innovation, and continuing to invest, maintain, and provide resources to support the VBS. Patrick continues to work with One Stop and industry to focus on continuous improvement and opportunities to further enhance the VBS. The VBS platform is due to be further upgraded across 2025/2026. More details will follow closer to the time.</p> <p>Patrick explained that the VBS has supported a significant decrease in Truck Turn Around times over time, as well as reduced the administration burden of coordinating truck bookings. Additional waiting times add to the cost of operations for transport carriers. By improving operational and administrative efficiency for transport operators, Patrick delivers significant value to customers through the VBS.</p>
Confirmation sought from government that one-off date change for 2025 had been considered by Patrick	Patrick confirmed that the one-off effects of the date transition from 1 March to 1 January 2025 had been factored into decision making when determining fees for 1 January 2025.

<p>Industry commentary around the percentage of overall terminal revenue derived from landside, quayside and other revenue</p>	<p>Industry commentary relies on the ACCC's Container Stevedore Monitoring Report for information about the percentage of overall revenue derived from landside, quayside and other sources. Patrick recommends that the ACCC consider whether further analysis is appropriate to ensure that revenue sources are accurately presented. As advised in the Notice of Intention shared with customers, Patrick's analysis is that landside charges initially paid by transport operators continues to remain well below 50% of Patrick's overall revenue.</p>
<p>Industry noted previous reviews of regulatory landscape</p>	<p>Patrick reiterates its commitment to all aspects of the National voluntary approach and reasonable further enhancements over time, where appropriate.</p> <p>Patrick is committed to continuing to lead the market in investment and innovation, noting that this requires that profitability and returns are sufficient to support continued investment and innovation.</p> <p>Patrick reiterated that overall stevedore costs (quayside and landside) continue to represent only a small part of total supply chain costs (c.8% for imports) and nearly 70% of import costs are international costs. Any consideration of the appropriateness of any further regulatory or policy steps related to landside fees needs to be undertaken in accordance with economic principles and declared Australian regulatory policies which both endorse a preference for reliance on commercial processes.</p>

**SUMMARY OF PUBLIC TARIFF CHANGES – MELBOURNE (EAST SWANSON DOCK TERMINAL)**

Charge Type	Unit	Current Charge	New Charge (Effective 1 January 2025)
<b>Landside Charges</b>			
Landside Charge - Import	Per full container	\$204.60	\$224.05
Landside Charge - Export	Per full container	\$146.65	\$151.80
<b>Vehicle Booking System (VBS) Fees</b>			
Booking Fee - Electronic	Per container	\$44.70	\$48.05
Booking Fee - Telephone	Per container	\$55.30	\$59.45
Stack/Bulk Run Fee	Per container	\$14.80	\$15.95
No Show Fee	Per container	\$261.25	\$270.40
Terminal VBS Subscription Fee	Per user account	\$224.80	\$232.70
Terminal VBS Join/Rejoin Fee	Per user account	\$224.80	\$232.70
SMS Fee	Per message	\$1.30	\$1.35
R&D Processing Fee	Per container	\$96.25	\$99.65
Wrong Time Zone Fee	Per container	\$100.25	\$103.80
Side Loader Fee	Per trailer	\$77.40	\$80.15
Mis-declaration fee - Vehicle and Trailer combination	Per vehicle	\$294.85	\$305.20
<b>Storage and Yard Ancillary Charges</b>			
Storage Fee – from Day 1	Per TEU per day	\$235.15	\$243.40
OOG Storage	Per TEU per day	\$470.30	\$486.80
Yard Handling Fee	Per ISO container	\$175.50	\$181.65
Reefer Services	Per ISO container	\$170.15	\$176.15
CT Reefer Services	Per ISO container	\$85.10	\$88.10
Dangerous Goods	Per ISO container	\$325.35	\$336.75
<b>Other</b>			
Weight Amendment Fee for Import Containers	Per import container	\$279.45	\$289.25

**NOTES**

- 1) All rates are **exclusive** of Good and Services Tax (GST) which is payable in addition.
- 2) All transactions are subject to Patrick’s Standard Conditions of Contract which may be viewed on-line at the Patrick website at [www.patrick.com.au](http://www.patrick.com.au) Patrick’s Standard Conditions of Contract exclude Patrick’s liability in certain circumstances and include indemnities which benefit Patrick.
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**SUMMARY OF PUBLIC TARIFF CHANGES – SYDNEY (PORT BOTANY TERMINAL)**

Charge Type	Unit	Current Charge	New Charge (Effective 1 January 2025)
<b>Landside Charges</b>			
Landside Charge - Import	Per full container	\$190.15	\$208.20
Landside Charge - Export	Per full container	\$133.55	\$138.25
<b>Vehicle Booking System (VBS) Fees</b>			
Booking Fee - Electronic	Per container	\$44.70	\$48.05
Booking Fee - Telephone	Per container	\$55.30	\$59.45
Stack/Bulk Run Fee	Per container	\$14.80	\$15.95
No Show Fee	Per container	\$261.25	\$270.40
Terminal VBS Subscription Fee	Per user account	\$224.80	\$232.70
Terminal VBS Join/Rejoin Fee	Per user account	\$224.80	\$232.70
SMS Fee	Per message	\$1.30	\$1.35
R&D Processing Fee	Per container	\$96.25	\$99.65
Long Vehicle Fee	Per vehicle	\$60.85	\$63.00
Side Loader Fee	Per trailer	\$77.40	\$80.15
Mis-declaration fee - Vehicle and Trailer combination	Per vehicle	\$294.85	\$305.20
<b>Storage and Yard Ancillary Charges</b>			
Storage Fee – from Day 1	Per TEU per day	\$235.15	\$243.40
OOG Storage	Per TEU per day	\$470.30	\$486.80
Yard Handling Fee	Per ISO container	\$175.50	\$181.65
Reefer Services	Per ISO container	\$170.15	\$176.15
CT Reefer Services	Per ISO container	\$85.10	\$88.10
Dangerous Goods	Per ISO container	\$325.35	\$336.75
<b>Other</b>			
Weight Amendment Fee for Import Containers	Per import container	\$279.45	\$289.25

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**SUMMARY OF PUBLIC TARIFF CHANGES – BRISBANE (FISHERMAN ISLANDS TERMINAL)**

Charge Type	Unit	Current Charge	New Charge (Effective 1 January 2025)
<b>Landside Charges</b>			
Landside Charge - Import	Per full container	\$186.30	\$225.45
Landside Charge - Export	Per full container	\$128.20	\$137.20
<b>Vehicle Booking System (VBS) Fees</b>			
Booking Fee - Electronic	Per container	\$44.70	\$48.05
Booking Fee - Telephone	Per container	\$55.30	\$59.45
Stack/Bulk Run Fee	Per container	\$14.80	\$15.95
No Show Fee	Per container	\$261.25	\$270.40
Terminal VBS Subscription Fee	Per user account	\$224.80	\$232.70
Terminal VBS Join/Rejoin Fee	Per user account	\$224.80	\$232.70
SMS Fee	Per message	\$1.30	\$1.35
R&D Processing Fee	Per container	\$96.25	\$99.65
Wrong Time Zone Fee	Per container	\$100.25	\$103.80
Long Vehicle Fee	Per vehicle	\$60.85	\$63.00
Side Loader Fee	Per trailer	\$77.40	\$80.15
Mis-declaration fee - Vehicle and Trailer combination	Per vehicle	\$294.85	\$305.20
<b>Storage and Yard Ancillary Charges</b>			
Storage Fee – from Day 1	Per TEU per day	\$235.15	\$243.40
OOG Storage	Per TEU per day	\$470.30	\$486.80
Yard Handling Fee	Per ISO container	\$175.50	\$181.65
Reefer Services	Per ISO container	\$170.15	\$176.15
CT Reefer Services	Per ISO container	\$85.10	\$88.10
Dangerous Goods	Per ISO container	\$325.35	\$336.75
<b>Other</b>			
Weight Amendment Fee for Import Containers	Per import container	\$279.45	\$289.25

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**SUMMARY OF PUBLIC TARIFF CHANGES – FREMANTLE (FREMANTLE TERMINAL)**

Charge Type	Unit	Current Charge	New Charge (Effective 1 January 2025)
<b>Landside Charges</b>			
Landside Charge - Import	Per full container	\$87.19	\$91.55
Landside Charge - Export	Per full container	\$43.58	\$45.76
<b>Vehicle Booking System (VBS) Fees</b>			
Booking Fee - Electronic	Per container	\$52.95	\$56.95
Booking Fee - Telephone	Per container	\$65.50	\$70.45
Stack/Bulk Run Fee	Per container	\$17.50	\$18.85
No Show Fee	Per container	\$261.25	\$270.40
Terminal VBS Subscription Fee	Per user account	\$224.80	\$232.70
Terminal VBS Join/Rejoin Fee	Per user account	\$224.80	\$232.70
SMS Fee	Per message	\$1.30	\$1.35
R&D Processing Fee	Per container	\$96.25	\$99.65
Wrong Time Zone Fee	Per container	\$100.25	\$103.80
Side Loader Fee	Per trailer	\$77.40	\$80.15
Mis-declaration fee - Vehicle and Trailer combination	Per vehicle	\$294.85	\$305.20
<b>Storage and Yard Ancillary Charges</b>			
Storage Fee – from Day 1	Per TEU per day	\$235.15	\$243.40
OOG Storage	Per TEU per day	\$470.30	\$486.80
Yard Handling Fee	Per ISO container	\$183.80	\$190.25
Reefer Services	Per ISO container	\$340.20	\$352.15
CT Reefer Services	Per ISO container	\$85.10	\$88.10
Dangerous Goods	Per ISO container	\$325.35	\$336.75
<b>Other</b>			
Weight Amendment Fee for Import Containers	Per import container	\$279.45	\$289.25

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