



A WORD FROM THE CHAIRMAN OF THE BOARD AND THE PRESIDENT & CEO

We are proud to present the 2013 Annual Report. The year 2013 was marked by the strengthening of many partnerships, the publication of the book on the history of the Port of Trois-Rivières and sustained regional involvement.

In 2013, while users invested to improve their productivity and reduce the environmental impact of their activities, the TRPA continued the work leading to the completion of Phase II of the modernization plan On Course for 2020.

This new phase will be divided into two stages because of its importance for the improvement of Port infrastructure and for the economic development of the region.

Based on the results obtained from the implementation of Phase I of On Course for 2020, and although the challenges are still numerous, the team and the Board of Directors of the TRPA intend to continue their efforts to develop the potential of the Port of Trois-Rivières and to maximize regional benefits.



Cléo Marchand, Chairman of the Board and Gaétan Boivin, President & CEO

Gaétan Boivin
President & CEO

Cléo Marchand
Chairman of the Board

TRPA'S BOARD OF DIRECTORS AND TEAM

During 2013, the Board met on six (6) occasions. The Board now has the support of three committees, composed of members of the Board and Management Team, to assist with its responsibilities: the Human Resources Committee, which met ten (10) times, the Audit Committee, which met five (5) times and the Governance Committee, which met three (3) times. In addition to their regular activities, TRPA's Board of Directors and Management Team have worked hard for the implementation of the new committees while continuing the development of Phase II of *On Course for 2020*.

Board of Directors 2013



Above, in the usual order:

Cléo Marchand, Chairman, Member of the Audit Committee and Representative for port users

Me Martine Gravel, Vice-chairman, President of the Governance Committee and Representative for port users

Michel Morin, Director, Member of the Governance Committee and Representative for the City of Trois-Rivières

Michel Leblanc, Director, Member of the Audit Committee and Representative for port users

Yves Lacoursière, Director, President of the Human Resources Committee and Representative for the Government of Québec

Below:

Luc Arvisais, Director, Member of the Human Resources Committee and Representative for the Government of Canada

François Dupuis, Director, President of the Audit Committee and Representative for port users

And:

Gaétan Boivin, President & CEO

Me Pierre Allen, Corporate Secretary



TRPA Team



First row, in the usual order:

Gaétan Boivin
President & CEO

Jacques Paquin
VP, Marketing and Business Development

Liliane Bussière
Executive Assistant

Luc Forcier
Director – Finances and Administration

Steve Jean
Assistant Operations Manager

Second row:

André Desjardins
Harbour Master

Michel Parent
Director of Operations

Carole Desjardins,
Accounting and Trade Data Analyst

Matthieu Gauthier
Business Development Coordinator

Guillaume Coulombe
Transportation Logistics Analyst

A FEW HIGHLIGHTS FROM 2013

First vessel of the year

On January 2nd, making its first visit to Trois-Rivières, the M/V Atlanticborg, owned by Wagenborg Shipping BV and flying the flag of the Netherlands, was the first foreign vessel to reach the Port of Trois-Rivières without stopping at another port.



M/V Atlanticborg

Eric Massicotte

Rail Partnership

Railway service is a crucial part of an intermodal transportation system. Consequently, the TRPA, Quebec Gatineau Railway (QGRY) and Canadian Pacific (CP) have entered a rail partnership allowing the port community to provide customers with complete, innovative and tailored solutions while ensuring efficient and productive operation of the rail network.



Eric Massicotte

Christopher V. Jones, Director of economic and industrial development, CP, Gaétan Boivin, President & CEO, TRPA, Mario Brault, President, QGRY.

Launch of book on the history of the Port

On March 22, *les Éditions du Septentrion* and the TRPA launched the book "*L'Histoire du Port de Trois-Rivières*" by historian Martin Gauthier. A copy was provided, free of charge by the TRPA, to every public library and to every elementary (2nd and 3rd cycle), secondary, college and university school library in the Mauricie and Centre-du-Québec. Approximately 300 copies were given.



Eric Massicotte

To highlight the arrival of the first vessel of the year, a reproduction of a work by artist Pierre Labrecque as well as baskets of regional products were presented. In the usual order, Gaétan Boivin, President & CEO of TRPA, Gennadij Dolguy chief engineer, Yevgen Novytsky, Captain of the M/V Atlanticborg, Cléo Marchand, Chairman of the Board and Martine Gravel, Vice-chairman of the Board.



Eric Massicotte

Denis Vaugeois, founder of *Éditions du Septentrion*, Martin Gauthier, historian and Gaétan Boivin, President & CEO of TRPA.

Luncheon with Minister Lebel

The Honourable Denis Lebel, Minister of Transport, Infrastructure and Communities, Minister of the Economic Development Agency of Canada for the Regions of Quebec and Minister of Intergovernmental Affairs was in Trois-Rivières on May 14. He accepted the joint invitation of the TRPA and the *Chambre de commerce et d'industries de Trois-Rivières* to participate in a luncheon at which he presented the actions of the Government of Canada, in the Mauricie region, to stimulate the vitality of the local economy.



Eric Massicotte

Visit of the Port Infrastructures

The Honourable Denis Lebel was able to see the improvements of the Port infrastructures since the implementation of Phase I of the modernization plan On Course for 2020. The Government of Canada has contributed \$5.9 million. TRPA also explained to him the projects relating to Phase II.



Eric Massicotte

Inauguration of Hector-Louis Langevin Park

The Honourable Denis Lebel, the Mayor of Trois-Rivières Yves Lévesque and Cléo Marchand, Chairman of the Board of the TRPA, attended the inauguration of the Hector-Louis Langevin Park, landscaped by the TRPA, in collaboration with the City of Trois-Rivières and the Government of Canada, under the strategic plan On Course for 2020. This park is a good example of the excellent Port-City relationship and of the desired balance between the social, environmental and economic spheres, which will benefit both Port users and the residents of Trois-Rivières.



Eric Massicotte

Cléo Marchand, Chairman of the Board, the Honourable Denis Lebel and Yves Lévesque, Mayor of Trois-Rivières



Eric Massicotte

Hector-Louis Langevin Park

Phase II of *On Course for 2020*

The TRPA has continued the groundwork leading to the completion of Phase II of *On Course for 2020*. An update of the funding request was submitted to the Ministry of Transport. Advocacy activities were organized with both the Government of Canada and the Government of Quebec.

Detailed engineering work for Phase II was completed. Conclusive environmental studies and implementation of compensation work allowed the TRPA to obtain environmental approvals for the entire Phase II.

BUSINESS DEVELOPMENT

Arrival of two new partners

In November 2012, Cruises M/S Jacques-Cartier announced the end of their operations after 40 years in business. Marine Excursions Charlevoix, with its ship *Le Coudrier* took over for the 2013 summer season. However, in October 2013, it announced the sale of its business to AML Cruises, which will continue operations in Trois-Rivières.



Cruise facilities at the Harbour Park

Warehouse 1 was used by Kruger for the land transfer by rail or road of paper pulp. Since autumn 2013, the company Sucrocan (BBR) is the lessee. The warehouse will be used for the storage of sugar, brought in from overseas, and destined for the North American market.



Development of new business partnerships

In collaboration with the *Association des Manufacturiers de la Mauricie et du Centre-du-Québec (MMCQ)* and the *Carrefour Québec International*, and for the second consecutive year, the TRPA held a breakfast and discussion event and a tour of the Port facilities. Aimed at increasing knowledge of the Port among the region's industrialists, this activity required the participation of the Port community. Representatives from Groupe Somavrac Logistec and Quebec-Gatineau Railways greatly contributed to the success of this event.



The TRPA always works closely with Port users in order to consolidate existing markets and identify new trade corridors to develop. Thus, the TRPA has participated in several meetings with various stakeholders and conducted tours of Port facilities for potential customers. These efforts will continue in 2014.

Marketing intelligence activities

In order to identify new business opportunities and assess the Port's competitive position, the TRPA systematically gathers marketing intelligence.

Also, the TRPA participates in various industry committees, including the Bulk Committee set up by Transport Canada, the Quebec Shortsea Shipping Council of St. Lawrence Shipoperators and the *Table d'expertise sur le transport des marchandises de l'Association québécoise des Transports (AQTR)*.

Cruise industry Development

On September 23, 2013, the Port of Trois-Rivières had the pleasure of welcoming a new cruise ship the Seabourn Sojourn, with her 450 passengers and 330 crew members. Other cruise ships are expected in 2014.



Seabourn Sojourn

Eric Massicotte



CTMA Voyageur

Eric Massicotte

The CTMA Voyageur came to Trois-Rivières on 12 occasions in the fall of 2013 due to work being done at her regular port base. Satisfied with the services of the

port, the company decided to add a departure from Trois-Rivières of the CTMA Voyageur in September 2014. This is a pilot project whose results could lead to several departures in the seasons to come.

50th anniversary of Groupe Somavrac



Eric Massicotte

Marc Paquin, President of Groupe Somavrac, Martine Gravel, Vice-chairman of the Board, Cléo Marchand, Chairman of the Board, Robert Paquin, Executive Vice-president of Groupe Somavrac, Luc Arvisais, Director of the Board, Caroline Saint-Pierre, artist and Gaétan Boivin, President & CEO.

The TRPA took advantage of its Annual Cocktail Party to celebrate the 50th anniversary of the Groupe Somavrac, a major partner of the Port of Trois-Rivières. On this occasion, a painting of the company founder, Mr. Pierre Paquin, created by the artist Caroline Saint-Pierre, was offered to Marc Paquin and Robert Paquin, sons of the founder and respectively President and Executive Vice-President of Groupe Somavrac .

PORT OPERATIONS

Infrastructure

The TRPA has continued to invest in its infrastructure, notably its rail network.

Also, some lighting systems have been revised to meet the needs of users and to increase safety.

Hoisting Crane acquisition

The Groupe Somavrac has acquired a new hoisting crane. This crane, with a capacity of 100 tons, is in addition of the one the company already had, and allows Groupe Somavrac to improve its already substantial performance in handling operations.



Groupe Somavrac

Continuous improvement

Several meetings were held with port users to identify ways to improve productivity, safety and security and reduce the environmental impact of port activities. In 2013, special attention was given to road traffic within the limits of the port.

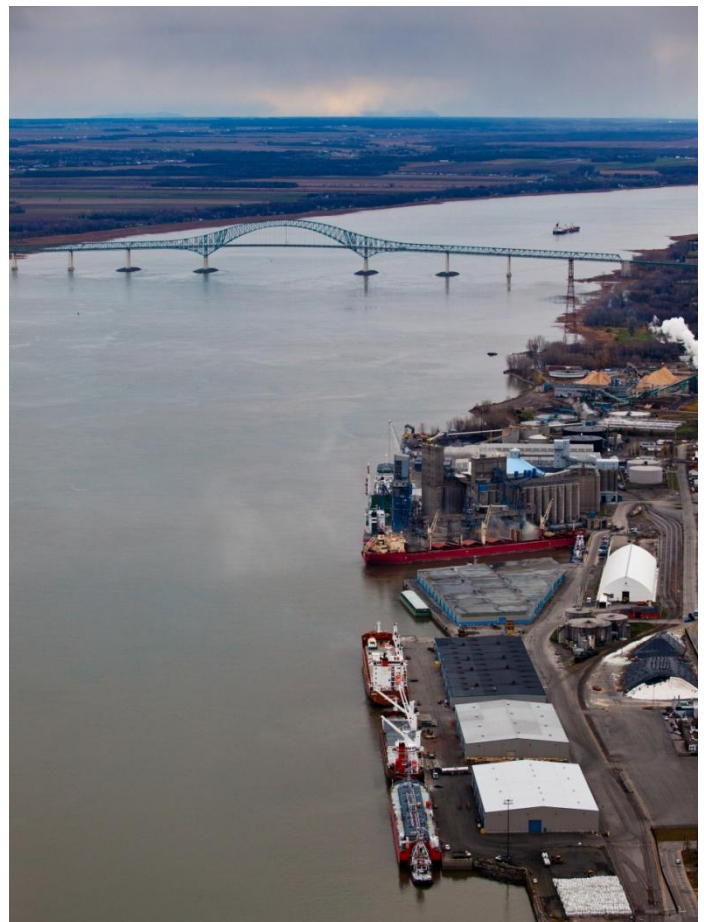
Improved information systems

Port users can now access online, from the TRPA website, the most commonly used forms, including those concerning Berth reservation and maritime security. Being able to edit the forms electronically reduces the time required to complete them, while decreasing the risk of errors or omissions.

Environmental Policy

The TRPA constantly monitors legislative revisions and amendments that may have an impact on the regulations applicable to the Port's activities or its infrastructure development projects, in order to ensure its compliance.

Also, in accordance with the Port's environmental policy, each user must generate an annual action plan for improving its environmental performance, and submit it to the TRPA. Among other things, this demonstrates each user's efforts to reduce the environmental footprint of their operations.



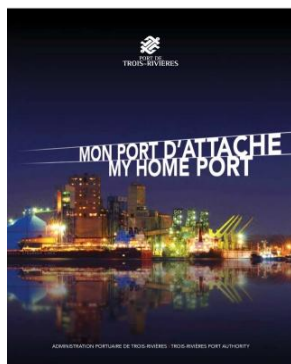
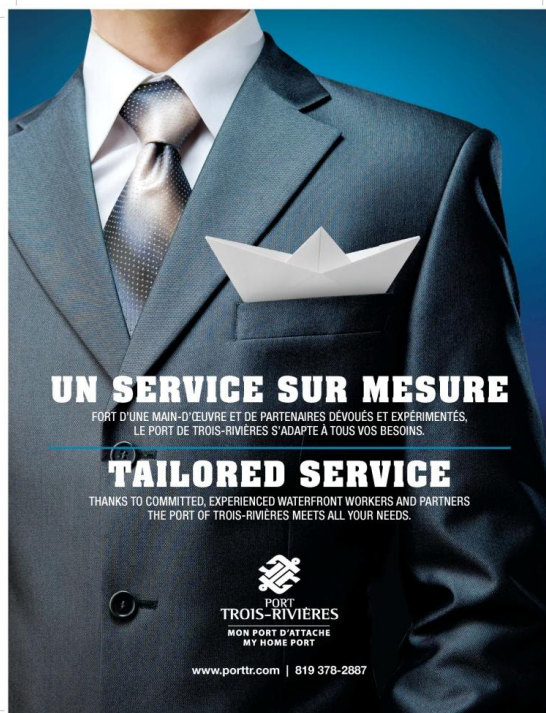
Olivier Croteau

Regular Communication

The TRPA is committed to providing an accurate and transparent exchange of information and pays particular attention to its communications.

In 2013, the corporate brochure of the Port was updated and a new ad was prepared to highlight the port's capacity to adapt to the specific needs of customers and provide tailored services.

In addition, the TRPA released its 2012 annual report at the Annual General Meeting of May 16, 2013 and distributed it to its partners. On several occasions the TRPA also invited members of the local press to inform them of its activities.



Involvement in the Community

The TRPA is very active in the Trois-Rivières community through the involvement of its employees in many of the activities of organizations and foundations from various spheres.

The chairmanship of the *Chambre de commerce et d'industries de Trois-Rivières* (CCITR) undertaken by the CEO of the TRPA illustrates this involvement that not only aims to support organizations but also to strengthen the link between the Port and its community.



Ex-officio, Mr. Patrick Charlebois and Mr. Gaétan Boivin, Chairman of the Board 2013-2014 for the la CCITR

On May 31, 2013, Luc Forcier, Director of Finance and Administration of the TRPA, was elected Chairman of the Club Richelieu de Trois-Rivières. Club Richelieu's mission is to promote the French-speaking world locally and to serve French-speakers and youth through social, educational, cultural, non-partisan political and economic actions.



The very first *Prix de la relève Godro* was awarded during the 20th *Gala Grand Prix culturels* of Trois-Rivières. This honour is given to an upcoming artist distinguished in his or her artistic field for less than five years. This award is given in tribute to the Trois-Rivières artist Jean-Marc Gaudreault, who died in 2012. Mr. Gaudreault made an engraving in 2012 to commemorate the 130th anniversary of the Port of Trois-Rivières.



The "Duo Camaro," Alexandre Dostie and Pierre Brouillette-Hamelin, was honoured with this new award for its compilation entitled *Correct pour chauffer*. Jacques Paquin, TRPA Vice-president Marketing and Business Development presented the award.

The *Fondation régionale de Trois-Rivières* (RSTR) held its annual benefit event "Servers for an evening" at the Café Cognac resto-bar in August 2013. Mr. Gaétan Boivin, member of the RSTR Board, was part of the group of apprentice servers who were kind enough to lend themselves to the game for this great cause.



Mrs. Nathalie Villemure, General Manager of the *Fondation RSTR* and Mr. Gaétan Boivin, President & CEO of TRPA, surround the team of the Café Cognac resto-bar.

The *Orchestre symphonique de Trois-Rivières* (OSTR)—recipient of the 2013 Culture Mauricie award *Prix Initiative culturelle de l'année*—and the TRPA have been partners for several years. Undeniably, the TRPA contributes to the regional outreach of this organization by contributing financially when a concert is held and by providing a \$1000 scholarship at the OSTR annual contest.



Crédit : M & M Photographie

Sitting: Jean-Luc Therrien, Jeanne Amièle, Antoine Rivard-Landry and Isabelle David (winners) Standing: Wonny Song (judge), Marc Bélanger (judge), Gaétan Boivin (Trois-Rivières Port Authority), Stella Montreuil (*Corporation de développement culturel de Trois-Rivières* and *Explor'Art*), Patricia Abbott (CAMMAC), Cynthia Joyal (Marmen), Christian Savard (*CRÉ de la Mauricie*), Michelle Lord (Pianos Bolduc), Jacques Lacombe (president of the jury) and Marie-Michelle Savard Pothier (M & M Photographie).

Trois-Rivières welcomed the Snowbirds for an exhibition that took place on August 8 and 9, 2013. The crowd gathered in the Louis-Hector Langevin Park had ringside seats to enjoy the Snowbirds' aerial feats.



Louis-Hector Langevin Park

PORT TRAFFIC HIGHLIGHTS

In 2013, the Port of Trois-Rivières handled 2.7 million metric tons of traffic. Foremost, solid bulk traffic (excluding grain) increased by 6%, from 1.3 million metric tons in 2012 to 1.4 million metric tons. In addition, general cargo traffic increased by 11%, from 151,000 to 167,000 metric tons. Liquid bulk traffic remained stable at 0.3 million metric tons.

The only shadow in the picture is the decline in grain traffic handled. It has in fact halved, from 1.6 to 0.8 million metric tons. This drop is attributed to the end of the Canadian Wheat Board monopoly, which disrupted markets in 2013. This situation is not unique to the Port of Trois-Rivières, as other grain terminals on the St. Lawrence River have also experienced declines in their activities. Nevertheless, for 2013, grain tonnage at the Port of Trois-Rivières still represented twice what it was before the completion of Phase I of On Course for 2020, the Port's development plan. These investments have thus strengthened the competitiveness of the port in this sector.

The number of ships that visited the port decreased from 238 to 215.



Eric massicotte



INDEPENDANT AUDITOR'S REPORT ON THE SUMMARY FINANCIAL STATEMENTS

To the Board of
Trois-Rivières Port Authority,

The accompanying summary financial statements, which comprise the summary statements of financial position as at December 31, 2013 and the summary statements of comprehensive income for the years then ended, are derived from the audited financial statements of **TROIS-RIVIÈRES PORT AUTHORITY** for the year ended as at December 31, 2013. We have expressed an unmodified audit opinion on those financial statements in our report dated April 30, 2014. Those financial statements and the summary financial statements do not reflect the effects of events that occurred subsequent to the date of our report on those financial statements.

The summary financial statements do not contain all the disclosures required by International Financial Reporting Standards. Reading the summary financial statements, therefore, is not a substitute for reading of the audited financial statements of the Trois-Rivières Port Authority.

Management's Responsibility for the Summary Financial Statements

Management is responsible for the preparation of a summary of the audited statements, in accordance with International Financial Standards.

Auditor's Responsibility

Our responsibility is to express an opinion on the summary financial statements based on our procedures, which were conducted in accordance with Canadian Auditing standards (CAS) 810, "Engagement to Report on Summary Financial Statements".

Opinion

In our opinion, the summary financial statements derived from the audited financial statements of Trois-Rivières Port Authority for the year ended December 31, 2013 are consistent, in all material respects, a fair summary of those financial statements, in accordance with International Financial Reporting Standards.



Mallette L.L.P.

Partnership of chartered professional accountants

Trois-Rivières, Canada

May 5, 2014

¹ CPA Auditor, CA public accountancy permit No. A111750

TROIS-RIVIÈRES PORT AUTHORITY
SUMMARY STATEMENTS OF FINANCIAL POSITION
As at December 31

	<u>2013</u>	<u>2012</u>
ASSETS		
Current assets		
Cash	989,242	754,795
Accounts receivables	1,568,469	1,431,670
Prepaid expenses	63,376	58,174
Current portion of investments	9,728,626	11,621,294
	<u>12,349,713</u>	<u>13,865,933</u>
Non-current assets		
Long-term investments	13,679,432	10,658,323
Property, plant and equipment	38,946,945	40,082,801
Pension benefit assets	12,100	0
	<u>52,638,477</u>	<u>50,741,124</u>
	<u>64,988,190</u>	<u>64,607,057</u>
LIABILITIES		
Current liabilities		
Trade and other payables	589,198	672,893
Other financial liabilities	2,280	2,280
Current portion of borrowings	0	1,000,000
	<u>591,478</u>	<u>1,675,173</u>
Non-current liabilities		
Deferred grants	6,878,740	7,225,301
Pension benefit liabilities	0	118,700
	<u>6,878,740</u>	<u>7,344,001</u>
EQUITY		
Contributed capital	27,048,441	27,048,441
Retained earnings	31,433,331	29,478,942
Accumulated other comprehensive income	(963,800)	(939,500)
	<u>57,517,972</u>	<u>55,587,883</u>
	<u>64,988,190</u>	<u>64,607,057</u>

On behalf of the Board,


Président du conseil


Président-directeur général

TROIS-RIVIÈRES PORT AUTHORITY
SUMMARY STATEMENTS OF COMPREHENSIVE INCOME
for the years ended December 31

	<u>2013</u>	<u>2012</u>
OPERATING REVENUE		
Harbour services	4,155,255	4,175,027
Rental income	1,956,882	1,861,448
	<u>6,112,137</u>	<u>6,036,475</u>
OPERATING EXPENSES		
Salaries and employee benefits	1,250,727	988,699
Payments in lieu of taxes and municipal taxes	334,561	368,458
Repairs and maintenance	439,172	635,852
Professional fees	313,349	294,566
Depreciation – property, plant and equipment	1,720,517	1,676,638
Depreciation – deferred grants	(346,561)	(346,562)
Other operating and administrative expenses	725,527	806,477
	<u>4,437,292</u>	<u>4,424,128</u>
OPERATING INCOME	1,674,845	1,612,347
OTHER ITEMS		
Investment income	624,870	581,263
Interest expenses	(17,130)	(29,359)
Gross revenue charge	(130,792)	(131,839)
Unrealized gains (losses) on investments	(175,689)	125,581
Realized losses on investments	(21,715)	(151,369)
	<u>1,954,389</u>	<u>2,006,624</u>
NET INCOME		
OTHER COMPREHENSIVE INCOME (OCI)		
Other elements not included in net income		
Change in limit of defined pension benefits assets	(414,600)	0
Actuarial losses (gains) on defined benefit plans	390,300	(241,300)
	<u>(24,300)</u>	<u>(241,300)</u>
COMPREHENSIVE INCOME	1,930,089	1,765,324

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