



## MANAGEMENT'S DISCUSSION AND ANALYSIS

Second Quarter (Q2)  
June 30, 2023



Administration Laurentian  
de pilotage Pilotage  
des Laurentides Authority

LAURENTIAN PILOTAGE AUTHORITY  
**MANAGEMENT'S DISCUSSION AND ANALYSIS**  
QUARTER ENDED JUNE 30, 2023

**Notice to reader**

The current report covers the LPA's activities and financial situation for the six-month period ended June 30, 2023. You should read this report in conjunction with the unaudited financial statements for the six-month period ended June 30, 2023 and with the most recent audited financial statements. These financial statements were established and are presented following IFRSs and are included in the most recent LPA's Annual Report.

**1. Analysis of financial results**

**COMPARISON WITH THE 2023 BUDGET**

**REVENUES**

**Pilotage charges**

Pilotage charges amounted to \$ 45.2 million for the six-month ended June 30, 2023 versus \$ 45.7 million for the corresponding budget period. This decrease of \$ 0.5 million is mainly related to lower-than-expected tanker, bulk carriers and general cargo ships in District 1 and 2, combined with higher-than-expected container traffic in District 1. Including revenues from pilot boats, total pilotage charges amounted to \$ 53 million for this six-month period.

**Other revenues**

The LPA's other revenues totalled \$ 199.3 K for the six-month ended June 30, 2023 compared to \$ 81 K for the corresponding budget period. No significant variance is therefore recognized. This variation is mainly related to several interest rate increases since last year.

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**EXPENSES**

**Pilotage expenses**

Pilot fees have reached \$ 40.1 million for the six-month ended June 30, 2023 compared to \$ 40.2 million for the corresponding budget period. No significant variance is therefore recognized.

**Operating costs of pilot boats**

Operating costs of pilot boats amounted to \$ 6.8 million for the six-month ended June 30, 2023, compared to \$ 6.3 million for the corresponding budget period. The variation in operating costs is mainly due to the variation in the number of transshipments and the variation in oil costs.

**Administrative and operational expenses**

Administrative and operational expenses totalled \$ 6 million for the six-month ended June 30, 2023 compared to \$ 6.6 million for the corresponding budget period. The variance in administrative and operating expenses is mainly due to positions that were budgeted but still vacant or were partially vacant during the period and a decrease of depreciation following delay on some capital expenditures.

**COMPARISON WITH THE 2022 FINANCIAL YEAR**

**REVENUES**

**Pilotage charges**

Pilotage charges amounted to \$ 45.2 million for the six-month ended June 30, 2023 versus \$ 43.4 million for the corresponding period last year. This positive variance is mainly due to an increase in pilotage rates compared to the previous year.

**Other revenues**

The LPA's other revenues totalled \$ 199.3 K for the six-month ended June 30, 2023 versus \$ 97 K for the corresponding period last year. This variation is mainly related to several interest rate increases since last year.

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**EXPENSES**

**Pilotage expenses**

Pilot fees have reached \$ 40.1 million for the six-month ended June 30, 2023 compared to \$ 39 million for the corresponding previous year period. This variance is due to an increase in the pilotage fee rate.

**Operating costs of pilot boats**

Operating costs of pilot boats amounted to \$ 6.8 million for the six-month ended June 30, 2023 versus \$ 6.1 million for the corresponding period of the previous year. The variation in operating costs is mainly due to the number of transshipments, which varies according to the number of pilot assignments, and oil costs, which vary from year to year.

**Administrative and operational expenses**

Administrative and operational expenses totalled \$ 6 million for the six-month ended June 30, 2023, in line with the \$ 5.3 million for the corresponding period last year. The variance in administrative and operational expenses is mainly due to the increase in professional services related to non-recurring items.

**2. Risk analysis**

No major change in the risk analysis of the Authority's operations has occurred since the preparation of its 2022 Annual Report.

Regarding the Authority's operational and personnel activities, they have not significantly changed since the preparation of the LPA's 2023-2027 Corporate Plan. During its last strategic planning in summer 2022, the LPA has carried out a full update of operational and strategic risks, which has been integrated into the 2023-2027 Corporate Plan. The main risks are monitored on a regular basis by executive management and the Board of Directors.