

**Selected Consolidated Financial Information**

	3 Months Ended March 31, 2020	3 Months Ended June 30, 2020	6 Months Ended June 30, 2020	3 Months Ended September 30, 2020	9 Months Ended September 30, 2020	3 Months Ended December 31, 2020	12 Months Ended December 31, 2020
Total Sales	\$ 241,726	\$ 213,681	\$ 454,993	\$ 237,086	\$ 691,923	\$ 236,515	\$ 928,438
Sales in the US (US\$)	214,420	190,819	405,239	209,500	614,739	206,295	821,034
Sales in Canada (CDN \$)	36,771	31,258	68,029	36,609	104,638	39,439	144,077
Gross Profit	46,555	41,726	88,210	45,054	133,249	45,297	178,546
Gross profit %	19.3%	19.5%	19.4%	19.0%	19.3%	19.2%	19.2%
Operating Expenses	(35,391)	(30,342)	(65,659)	(33,660)	(99,305)	(35,590)	(134,895)
<b>Profit from Operating Activities</b>	<b>\$ 11,164</b>	<b>\$ 11,384</b>	<b>\$ 22,551</b>	<b>\$ 11,394</b>	<b>\$ 33,944</b>	<b>\$ 9,707</b>	<b>\$ 43,651</b>
Add: Depreciation & amortization	5,766	5,722	11,487	5,838	17,324	5,959	23,283
<b>EBITDA</b>	<b>\$ 16,930</b>	<b>\$ 17,106</b>	<b>\$ 34,038</b>	<b>\$ 17,232</b>	<b>\$ 51,268</b>	<b>\$ 15,666</b>	<b>\$ 66,934</b>
EBITDA as % of Revenue	7.0%	8.0%	7.5%	7.3%	7.4%	6.6%	7.2%
Add (Deduct):							
Depreciation & Amortization	(5,766)	(5,722)	(11,487)	(5,838)	(17,324)	(5,959)	(23,283)
Net Finance Income (Expense)	(1,720)	(1,441)	(3,158)	(1,115)	(4,280)	(1,381)	(5,661)
Income Tax Expense	(2,458)	(2,560)	(5,019)	(2,434)	(7,455)	(2,501)	(9,956)
<b>Profit for the Period</b>	<b>\$ 6,986</b>	<b>\$ 7,383</b>	<b>\$ 14,373</b>	<b>\$ 7,845</b>	<b>\$ 22,209</b>	<b>\$ 5,825</b>	<b>\$ 28,034</b>
Basic Profit per Share	\$ 0.33	\$ 0.35	\$ 0.68	\$ 0.37	\$ 1.05	\$ 0.28	\$ 1.32
Diluted Profit per Share	\$ 0.33	\$ 0.35	\$ 0.67	\$ 0.37	\$ 1.04	\$ 0.27	\$ 1.31
Average Exchange Rate CAD - USD	\$ 0.7435	\$ 0.7219	\$ 0.7326	\$ 0.7507	\$ 0.7385	\$ 0.7675	\$ 0.7465

**Analysis of Specific Items Affecting Comparability**

	3 Months Ended March 31, 2020	3 Months Ended June 30, 2020	6 Months Ended June 30, 2020	3 Months Ended September 30, 2020	9 Months Ended September 30, 2020	3 Months Ended December 31, 2020	12 Months Ended December 31, 2020
EBITDA per Above	16,930	17,106	34,038	17,232	51,268	15,666	66,934
Non-cash LTIP expense	-	522	531	1,667	2,175	472	2,647
Impairment loss related to HMI	-	-	-	-	-	2,300	2,300
Transaction expenses	-	-	-	-	-	163	163
Duties payable	-	-	-	680	680	-	681
<b>Adjusted EBITDA</b>	<b>\$ 16,930</b>	<b>\$ 17,628</b>	<b>\$ 34,569</b>	<b>\$ 19,579</b>	<b>\$ 54,123</b>	<b>\$ 18,601</b>	<b>\$ 72,725</b>
Adjusted EBITDA as % of revenue	7.0%	8.2%	7.6%	8.3%	7.8%	7.9%	7.8%
Profit for the period, as report	6,986	7,383	14,373	7,845	22,209	5,825	28,034
Adjustments, net of tax	-	471	478	1,542	2,040	2,315	4,826
<b>Adjusted Profit for the period</b>	<b>\$ 6,986</b>	<b>\$ 7,854</b>	<b>\$ 14,852</b>	<b>\$ 9,387</b>	<b>\$ 24,249</b>	<b>\$ 8,140</b>	<b>\$ 32,860</b>
Basic profit per share, as reporting	0.33	0.35	0.68	0.37	1.05	0.28	1.32
Net Impact of above items per share	-	0.03	0.02	0.08	0.10	0.11	0.22
<b>Adjusted basic profit per share</b>	<b>\$ 0.33</b>	<b>\$ 0.38</b>	<b>\$ 0.70</b>	<b>\$ 0.45</b>	<b>\$ 1.15</b>	<b>\$ 0.39</b>	<b>\$ 1.54</b>
Diluted profit per share, as reporting	0.33	0.35	0.67	0.37	1.04	0.27	1.31
Net Impact of above items per share	-	0.03	0.02	0.08	0.10	0.11	0.22
<b>Adjusted Diluted profit per share</b>	<b>\$ 0.33</b>	<b>\$ 0.38</b>	<b>\$ 0.69</b>	<b>\$ 0.45</b>	<b>\$ 1.14</b>	<b>\$ 0.38</b>	<b>\$ 1.53</b>

**Cash Flows**

	3 Months Ended March 31, 2020	3 Months Ended June 30, 2020	6 Months Ended June 30, 2020	3 Months Ended September 30, 2020	9 Months Ended September 30, 2020	3 Months Ended December 31, 2020	12 Months Ended December 31, 2020
Cash provided (used in) by operating activities before changes in non-cash working capital	15,916	16,652	32,579	13,757	46,379	15,894	62,259
Changes in non-cash working capital	(13,771)	25,286	12,093	(6,746)	5,555	(7,040)	(1,231)
<b>Net Cash provided (used in) by operating activities</b>	<b>\$ 2,145</b>	<b>\$ 41,939</b>	<b>\$ 44,672</b>	<b>\$ 7,011</b>	<b>\$ 51,934</b>	<b>\$ 8,854</b>	<b>\$ 61,028</b>
Net cash used in investing activities	(3,841)	(5,877)	(9,788)	511	(9,343)	(15,676)	(25,063)
Net cash provided by (used in) financing activities	31,952	(36,771)	(5,836)	(46,322)	(51,451)	4,191	(47,736)
<b>Increase (decrease) in cash</b>	<b>\$ 30,256</b>	<b>(709)</b>	<b>\$ 29,048</b>	<b>(38,800)</b>	<b>(8,860)</b>	<b>(2,631)</b>	<b>(11,771)</b>
Cash & cash equivalents, beginning of period	11,640	42,185	11,640	40,655	11,640	2,777	11,640
FX gain (loss) on cash position held	289	(821)	(33)	922	(3)	313	590
<b>Cash &amp; Cash equivalents, end of the period</b>	<b>\$ 42,185</b>	<b>\$ 40,655</b>	<b>\$ 40,655</b>	<b>\$ 2,777</b>	<b>\$ 2,777</b>	<b>\$ 459</b>	<b>\$ 459</b>

**Change in non-cash working capital**

	3 Months Ended March 31, 2020	3 Months Ended June 30, 2020	6 Months Ended June 30, 2020	3 Months Ended September 30, 2020	9 Months Ended September 30, 2020	3 Months Ended December 31, 2020	12 Months Ended December 31, 2020
Accounts Receivable	\$ (13,767)	\$ 12,295	\$ (1,086)	\$ (4,650)	\$ (5,670)	\$ 6,112	\$ 214
Inventories	\$ (4,407)	\$ 9,141	\$ 4,934	\$ 3,314	\$ 8,235	\$ (10,330)	\$ (1,721)
Prepaid Expenses	\$ 1,017	\$ 1,299	\$ 2,320	\$ (2,692)	\$ (309)	\$ (810)	\$ (1,100)
Accounts payable & Accruals	\$ 3,386	\$ 2,551	\$ 5,925	\$ (2,718)	\$ 3,299	\$ (2,012)	\$ 1,376
<b>Change in non-cash working capital</b>	<b>\$ (13,771)</b>	<b>\$ 25,286</b>	<b>\$ 12,093</b>	<b>\$ (6,746)</b>	<b>\$ 5,555</b>	<b>\$ (7,040)</b>	<b>\$ (1,231)</b>

**Foreign exchange rates utilized**

	3 Months Ended March 31, 2020	3 Months Ended June 30, 2020	6 Months Ended June 30, 2020	3 Months Ended September 30, 2020	9 Months Ended September 30, 2020	3 Months Ended December 31, 2020	12 Months Ended December 31, 2020
Average for the period	\$ 0.7435	\$ 0.7219	\$ 0.7326	\$ 0.7507	\$ 0.7385	\$ 0.7675	\$ 0.7465
Period end	\$ 0.7049	\$ 0.7338	\$ 0.7338	\$ 0.7497	\$ 0.7497	\$ 0.7854	\$ 0.7854
Trailing twelve months	\$ 0.7514	\$ 0.7448	\$ 0.7448	\$ 0.7432	\$ 0.7432	\$ 0.7465	\$ 0.7465