

P & L FISCAL MONTHS



Filters	
division	All
market	All
region	All
customer	All
FY	2019

2019
values in CAD.

Quarters														Grand Total
	Q1			Q2			Q3			Q4				
Values	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug		
NetSales	6.5M	8.0M	10.7M	11.4M	6.5M	6.1M	6.4M	6.3M	6.5M	6.2M	6.5M	6.3M	87.5M	
Gross Margin	2.6M	3.4M	4.5M	4.7M	2.7M	2.6M	2.7M	2.6M	2.6M	2.6M	2.7M	2.6M	36.2M	
COGS	3.8M	4.7M	6.3M	6.7M	3.9M	3.5M	3.8M	3.7M	3.8M	3.6M	3.8M	3.7M	51.2M	
GM%	41%	42%	41%	41%	41%	42%	41%	41%	41%	42%	41%	41%		

Filters	
division	All
market	All
region	All
customer	All
FY	2020

2020
values in CAD.

Quarters														Grand Total
	Q1			Q2			Q3			Q4				
Values	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug		
NetSales	17.1M	20.6M	28.7M	29.9M	17.1M	15.9M	2.1M	7.8M	9.9M	14.9M	16.1M	16.5M	196.7M	
Gross Margin	6.5M	7.8M	10.6M	11.0M	6.5M	6.0M	0.8M	2.9M	3.7M	5.5M	5.9M	6.1M	73.3M	
COGS	10.6M	12.8M	18.1M	18.9M	10.7M	9.9M	1.3M	4.8M	6.2M	9.3M	10.2M	10.5M	123.4M	
GM%	38%	38%	37%	37%	38%	38%	37%	38%	37%	37%	37%	37%	37%	

Filters	
division	All
market	All
region	All
customer	All
FY	2021

2021
values in CAD.

Quarters														Grand Total
Values	Q1			Q2			Q3			Q4				
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug		
NetSales	44.8M	54.6M	74.3M	78.1M	44.8M	41.8M	44.0M	43.5M	44.4M	41.5M	44.0M	43.0M	598.9M	
Gross Margin	16.4M	19.9M	27.0M	28.3M	16.4M	15.3M	16.0M	15.8M	16.3M	15.1M	16.0M	15.6M	218.2M	
COGS	28.4M	34.7M	47.4M	49.8M	28.4M	26.5M	28.0M	27.7M	28.1M	26.4M	28.0M	27.4M	380.7M	
GM%	37%	37%	36%	36%	37%	37%	36%	36%	37%	36%	36%	36%	36%	

Net Sales	21 vs 20	165%	157%	167%	161%	163%	162%	-67%	23%	53%	141%	148%	162%
Comparison	20 vs 19	162%	165%	159%	161%	161%	162%	1982%	461%	347%	179%	174%	160%