

\$167.57K

Sales USD

SSTC - TAB 1

\$224.21K

Sales CAD

FYQ - FYY	Q1 - 2021		Q2 - 2021		Q3 - 2021		Q4 - 2021		Total	
CustType	Sales USD	GPM	Sales USD	GPM	Sales USD	GPM	Sales USD	GPM	Sales USD	GPM
☐ Restaurant	\$1,114.52	61.62%	\$1,109.51	61.13%	\$1,053.54	60.65%	\$1,057.56	59.83%	\$4,335.13	60.82%
Cash Purchase	\$1,114.52	61.62%	\$1,109.51	61.13%	\$1,053.54	60.65%	\$1,057.56	59.83%	\$4,335.13	60.82%
☐ Grocery Store	\$19,919.4	13.90%	\$16,569.27	14.89%	\$17,739.28	14.32%	\$14,569.36	14.18%	\$68,797.31	14.31%
The Well Shoppe	\$5,999.4	9.16%	\$2,229.27	12.68%	\$2,519.28	11.74%	\$2,799.36	9.42%	\$13,547.31	10.27%
Saanich Goods	\$2,220	18.04%	\$2,280	13.84%	\$1,080	25.51%	\$1,080	25.51%	\$6,660	19.03%
Read n' Tea	\$2,700	4.87%	\$2,700	4.87%	\$3,300	4.87%	\$2,700	4.87%	\$11,400	4.87%
Queens Arms Store	\$1,080	19.44%	\$1,080	19.44%	\$1,180	17.45%	\$1,330	2.80%	\$4,670	14.20%
Puget's Finest Foods	\$5,040	8.53%	\$5,400	8.89%	\$6,780	8.19%	\$3,780	8.21%	\$21,000	8.46%
Blokes Block	\$1,080	33.78%	\$1,080	33.78%	\$1,080	33.78%	\$1,080	33.78%	\$4,320	33.78%
Black Bear Market	\$1,800	37.93%	\$1,800	37.93%	\$1,800	37.93%	\$1,800	37.93%	\$7,200	37.93%
☐ Distributor	\$25,542	15.57%	\$25,902	14.60%	\$24,992	10.86%	\$18,000	9.55%	\$94,436	12.91%
The Best Teas	\$14,742	10.93%	\$16,182	11.69%	\$15,272	11.24%	\$6,480	16.56%	\$52,676	11.95%
Rainier & Co.	\$10,800	21.91%	\$9,720	19.44%	\$9,720	10.28%	\$11,520	5.61%	\$41,760	14.13%
Total	\$46,575.92	15.96%	\$43,580.78	15.90%	\$43,784.82	13.46%	\$33,626.92	13.13%	\$167,568.44	14.72%

Executive Summary:

For the Fiscal Year 2021, The highest sales by customer type is Distributor with \$94,436, while the highest gross profit margin is restaurant with 60.82%.

The customer that had the highest sales is The Best Teas with \$52,676 in total, while the highest gross profit margin goes to Black Bear Market with 37.93%

SSTC - TAB 2

ProductName	Percentage Unit Sales by Product	Percentage Gross Profit by Product ▼
Bamboo Grove Tea	41.71%	31.67%
Imperial Poet Tea	27.53%	30.63%
Henan Happy Tea	7.48%	20.20%
Han Dynasty Spiced Tea	4.08%	10.53%
Liu Ling's Black Tea	3.12%	6.67%
Scholar's Saison Tea	16.08%	0.30%
Total	100.00%	100.00%

Executive Summary:

In general, Bamboo Grove is the best with the highest PCT sales and PCT gross profit. The company should work on more promotions for the Han Dynasty, Henan Happy, Imperial Poet, and Liu Ling's Black Teas as they have more PCT gross profit than PCT sales. The company need to increase the price for Scholar Saison Tea as it is generating 16,08% of our total sales but only 0.3% of gross profit.