

\$167.57K

Sales USD

\$224.21K

Sales CAD

FY-Q	2021FY - Q2		2021FY - Q3		2021FY - Q4		Total	
CustType	Sales USD	Gross Margin USD	Sales USD	Gross Margin USD	Sales USD	Gross Margin USD	Sales USD	Gross Margin USD
⊕ SSBC Tsting Room	\$1,109.51	0.61	\$1,053.54	0.61	\$1,057.56	0.60	\$4,335.13	0.61
⊕ Bar	16,569.27	0.15	\$17,739.28	0.14	\$14,569.36	0.14	\$68,797.31	0.14
⊕ Distributor	\$25,902	0.15	\$24,992	0.11	\$18,000	0.10	\$94,436	0.13
Total	43,580.78	0.16	\$43,784.82	0.13	\$33,626.92	0.13	\$167,568.44	0.15

Executive Summary:

- The highest sales by customer type is 86,262\$ by Distributor.
- The highest Gross profit Margins are 61% by SSBC Tsting Room.

ProductName	%CT Unit sales by product	%CT Gross profit by Product ▲
Scholar's Saison	16.08%	0.30%
Liu Ling's IPA	3.12%	6.67%
Han Dynasty Spiced Lager	4.08%	10.53%
Henan Hops Wheat Beer	7.48%	20.20%
Imperial Poet Porter	27.53%	30.63%
Bamboo Grove Maibock	41.71%	31.67%
Total	100.00%	100.00%

Executive Summary:

- Bamboo Grove Maibock has the highest unit sales by product (39.37%) and a (29.69%) gross profit.
- Scholar's Saison has the lowest sales by product (16.63%) and also the lowest gross profit with (0.30%).