

Seven Sages Tea Company

167.57K

Sales USD

\$224.21K

Sales CAD

Fiscal quarter	Q1-FY2021		Q2-FY2021		Q3-FY2021		Q4-FY2021		Total	
CustType	Sales USD	Gross profit margin	Sales USD	Gross profit margin	Sales USD	Gross profit margin	Sales USD	Gross profit margin	Sales USD	Gross profit margin
⊕ Barn	5,999.40	9.16%	2,229.27	12.68%	2,519.28	11.74%	2,799.36	9.42%	13,547.31	10.27%
⊕ Distributor	25,542.00	15.57%	25,902.00	14.60%	24,992.00	10.86%	18,000.00	9.55%	94,436.00	12.91%
⊕ Grocery Store	13,920.00	15.94%	14,340.00	15.24%	15,220.00	14.75%	11,770.00	15.31%	55,250.00	15.30%
⊕ SSTC 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%
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: While the highest sales by customer type is "Distributor", the highest gross profit margin other than restaurant are "Grocery Store". Among individual customers, the highest sales are "The Best Teas" while the highest gross profit are with "Black Bear Market".

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

Executive Summary: "Imperial Poet Tea" is generating significantly more gross profit relative to sales. while "Scholar's Saison Tea" is generating significantly less gross profit relative to sales.