

\$167.57K

Sales Total USD

SSBC - Tab 1

\$224.21K

Sales Total CAD

| Fiscal Quarter - Fiscal Year | Q1 - FY2021 | | Q2 - FY2021 | | Q3 - FY2021 | | Q4 - FY2021 | | Total | |
|------------------------------|-----------------|----------------|-----------------|----------------|-----------------|----------------|-----------------|----------------|-----------------|----------------|
| CustType | Sales Total USD | Gross Profit % | Sales Total USD | Gross Profit % | Sales Total USD | Gross Profit % | Sales Total USD | Gross Profit % | Sales Total USD | Gross Profit % |
| ☐ Bar | \$19,919.40 | 13.90% | \$16,569.27 | 14.89% | \$17,739.28 | 14.32% | \$14,569.36 | 14.18% | \$68,797.31 | 14.31% |
| Bike n' Brew | \$2,700.00 | 4.87% | \$2,700.00 | 4.87% | \$3,300.00 | 4.87% | \$2,700.00 | 4.87% | \$11,400.00 | 4.87% |
| Puget's Finest | \$5,040.00 | 8.53% | \$5,400.00 | 8.89% | \$6,780.00 | 8.19% | \$3,780.00 | 8.21% | \$21,000.00 | 8.46% |
| Queens Arms | \$1,080.00 | 19.44% | \$1,080.00 | 19.44% | \$1,180.00 | 17.45% | \$1,330.00 | 2.80% | \$4,670.00 | 14.20% |
| Saanich Pub | \$2,220.00 | 18.04% | \$2,280.00 | 13.84% | \$1,080.00 | 25.51% | \$1,080.00 | 25.51% | \$6,660.00 | 19.03% |
| The Black Bear | \$1,800.00 | 37.93% | \$1,800.00 | 37.93% | \$1,800.00 | 37.93% | \$1,800.00 | 37.93% | \$7,200.00 | 37.93% |
| The Killer Well | \$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% |
| Toques and Blokes | \$1,080.00 | 33.78% | \$1,080.00 | 33.78% | \$1,080.00 | 33.78% | \$1,080.00 | 33.78% | \$4,320.00 | 33.78% |
| ☐ 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% |
| Barrel's Best | \$14,742.00 | 10.93% | \$16,182.00 | 11.69% | \$15,272.00 | 11.24% | \$6,480.00 | 16.56% | \$52,676.00 | 11.95% |
| Rainier & Co. | \$10,800.00 | 21.91% | \$9,720.00 | 19.44% | \$9,720.00 | 10.28% | \$11,520.00 | 5.61% | \$41,760.00 | 14.13% |
| ☐ SSBC Tasting Room | \$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% |
| 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 \$94,436 for "Distributor", the highest gross profit margins are 60.82% for customer type "Tasting Room". Among individual customers, the highest sales are \$52,676 for "Barrel's Best" while the highest gross profit margins are with "Cash Purchase".

SSBC - Tab 2

| <div>▲</div> Product Name | Unit Sales by Product | Gross Profit by Product |
|---------------------------|-----------------------|-------------------------|
| Bamboo Grove Maibock | 42% | 31.67% |
| Han Dynasty Spiced Lager | 4% | 10.53% |
| Henan Hops Wheat Beer | 7% | 20.20% |
| Imperial Poet Porter | 28% | 30.63% |
| Liu Ling's IPA | 3% | 6.67% |
| Scholar's Saison | 16% | 0.30% |
| Total | 100% | 100.00% |

Executive Summary:

Bamboo Grove Maibock has the highest unit sales at 42%, and highest gross profit at 31.67%, making it the top-selling and most profitable product.

Scholar's Saison has the lowest gross profit of 0.30%, making it the least profitable product.