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Sales and GPM

Gross Profit and Unit Sales



\$164 603

Sales Total, USD

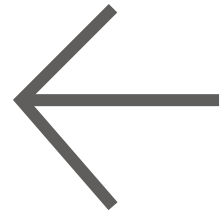
SSBC - Tab 1

\$220 237

Sales Total, CAD

Fiscal_Period	Q1-FY2021		Q2-FY2021		Q3-FY2021		Q4-FY2021		Bcero	
CustType	Sales(USD)	GPM(USD)	Sales(USD)	GPM(USD)	Sales(USD)	GPM(USD)	Sales(USD)	GPM(USD)	Sales(USD)	GPM(USD)
Bar	\$13 620	16,2%	\$14 040	15,5%	\$13 870	15,8%	\$11 770	15,3%	\$53 300	15,7%
Bike n' Brew	\$2 700	4,9%	\$2 700	4,9%	\$3 000	4,9%	\$2 700	4,9%	\$11 100	4,9%
Puget's Finest	\$4 740	8,8%	\$5 100	9,1%	\$5 730	9,1%	\$3 780	8,2%	\$19 350	8,8%
Queens Arms	\$1 080	19,4%	\$1 080	19,4%	\$1 180	17,4%	\$1 330	2,8%	\$4 670	14,2%
Saanich Pub	\$2 220	18,0%	\$2 280	13,8%	\$1 080	25,5%	\$1 080	25,5%	\$6 660	19,0%
The Black Bear	\$1 800	37,9%	\$1 800	37,9%	\$1 800	37,9%	\$1 800	37,9%	\$7 200	37,9%
Toques and Blokes	\$1 080	33,8%	\$1 080	33,8%	\$1 080	33,8%	\$1 080	33,8%	\$4 320	33,8%
Barn	\$5 999	9,2%	\$2 229	12,7%	\$2 519	11,7%	\$2 799	9,4%	\$13 547	10,3%
The Killer Well	\$5 999	9,2%	\$2 229	12,7%	\$2 519	11,7%	\$2 799	9,4%	\$13 547	10,3%
Distributor	\$25 542	15,6%	\$25 602	14,7%	\$24 992	10,9%	\$18 000	9,5%	\$94 136	12,9%
Barrel's Best	\$14 742	10,9%	\$15 882	11,8%	\$15 272	11,2%	\$6 480	16,6%	\$52 376	12,0%
Rainier & Co.	\$10 800	21,9%	\$9 720	19,4%	\$9 720	10,3%	\$11 520	5,6%	\$41 760	14,1%
SSBC Tsting Room	\$900	57,3%	\$910	57,0%	\$899	57,0%	\$913	56,3%	\$3 620	56,9%
Cash Purchase	\$900	57,3%	\$910	57,0%	\$899	57,0%	\$913	56,3%	\$3 620	56,9%
Bcero	\$46 061	15,7%	\$42 781	15,8%	\$42 280	13,5%	\$33 482	12,8%	\$164 603	14,6%

Executive summary: While the highest sales by customer type is **Distributor**, the highest gross profit margins are **SSBC Tsting Rooms**. Among individual clients highest sales were made by **Barrel's Best** and the highest gross profit margins are **Cash Purchase**.



SSBC - Tab 2

ProductName	PCT Unit Sales by Product	PCT Gross Profit by Product
Bamboo Grove Maibock	41,46%	31,72%
Imperial Poet Porter	27,80%	31,23%
Scholar's Saison	16,09%	0,28%
Henan Hops Wheat Beer	7,62%	20,76%
Han Dynasty Spiced Lager	4,01%	9,96%
Liu Ling's IPA	3,03%	6,04%
Bcero	100,00%	100,00%

Executive Summary: It has to be investigated **Liu Ling's IPA and Scholar's Saison** products have the lowest percentage of Gross Profit compared to others. Also, **Bamboo Grove Maibock and Imperial Poet Porter** have the highest percentage of Gross Profit.