

167.6K  
Sales Total USD

# SSBC - Tab 1

Nolan Nguyen

224.2K  
Sales Total CAD

Quarter - FY	Q1-FY2020		Q1-FY2021		Q2-FY2021		Q3-FY2021		Q4-FY2021		
CustType	Sales Total USD	Gross Profit Margin	Sales Total USD	Gross Profit Margin	Sales Total USD	Gross Profit Margin	Sales Total USD	Gross Profit Margin	Sales Total USD	Gross Profit Margin	Sales Total U
Bar	2459.9	14.2%	17459.5	13.9%	16569.3	14.9%	17739.3	14.3%	14569.4	14.2%	6879
Bike n' Brew	600.0	4.9%	2100.0	4.9%	2700.0	4.9%	3300.0	4.9%	2700.0	4.9%	1140
Puget's Finest	600.0	4.9%	4440.0	9.0%	5400.0	8.9%	6780.0	8.2%	3780.0	8.2%	2100
Queens Arms	180.0	19.4%	900.0	19.4%	1080.0	19.4%	1180.0	17.4%	1330.0	2.8%	467
Saanich Pub	180.0	25.5%	2040.0	17.4%	2280.0	13.8%	1080.0	25.5%	1080.0	25.5%	666
The Black Bear	300.0	37.9%	1500.0	37.9%	1800.0	37.9%	1800.0	37.9%	1800.0	37.9%	720
The Killer Well	419.9	8.3%	5579.5	9.2%	2229.3	12.7%	2519.3	11.7%	2799.4	9.4%	1354
Toques and Blokes	180.0	33.8%	900.0	33.8%	1080.0	33.8%	1080.0	33.8%	1080.0	33.8%	432
Distributor	5814.0	15.1%	19728.0	15.7%	25902.0	14.6%	24992.0	10.9%	18000.0	9.5%	9443
Barrel's Best	3114.0	7.0%	11628.0	12.0%	16182.0	11.7%	15272.0	11.2%	6480.0	16.6%	5267
Rainier & Co.	2700.0	24.4%	8100.0	21.1%	9720.0	19.4%	9720.0	10.3%	11520.0	5.6%	4176
SSBC Tasting Room	159.9	63.4%	954.6	61.3%	1109.5	61.1%	1053.5	60.7%	1057.6	59.8%	433
Cash Purchase	159.9	63.4%	954.6	61.3%	1109.5	61.1%	1053.5	60.7%	1057.6	59.8%	433
Total	8433.8	15.7%	38142.1	16.0%	43580.8	15.9%	43784.8	13.5%	33626.9	13.1%	16756

**Executive Summary:** While the highest sales by customer type is the Distributor, the highest gross margins are 61.3%. Among individual customers, the highest sales is the Barrel's Best while the highest gross profit margins are with SSBC Tasting Room



# SSBC -Tab 2

Nolan Nguyen

ProductName	PCT Gross Profit By Product	PCT Unit Sales By Product
Scholar's Saison	0.3%	16.1%
Liu Ling's IPA	6.7%	3.1%
Imperial Poet Porter	30.6%	27.5%
Henan Hops Wheat Beer	20.2%	7.5%
Han Dynasty Spiced Lager	10.5%	4.1%
Bamboo Grove Maibock	31.7%	41.7%
Total	100.0%	100.0%

**Executive Summary:** The Highest Percentages of gross profit by product came by Bamboo Grove Maibock and It also brings the most of the percentage of unit sales by product. In contrast, The Liu Ling's IPA has the smallest of the percentages in both the percentages gross profit by product and the percentages of unit sales by product