

\$167.57K

Sales USD

224.21K

Sales CAD

FY - Q	2021FY - Q1		2021FY - Q2		2021FY - Q3		2021FY - Q4		Total	
CustType	Sales USD	GM USD	Sales USD	GM USD	Sales USD	GM USD	Sales USD	GM USD	Sales USD	GM USD
☐ SSBC Tsting Room	\$1,114.52	0.62	\$1,109.51	0.61	\$1,053.54	0.61	\$1,057.56	0.60	\$4,335.13	0.61
Cash Purchase	\$1,114.52	0.62	\$1,109.51	0.61	\$1,053.54	0.61	\$1,057.56	0.60	\$4,335.13	0.61
☐ Distributor	\$25,542	0.16	\$25,902	0.15	\$24,992	0.11	\$18,000	0.10	\$94,436	0.13
Barrel's Best	\$14,742	0.11	\$16,182	0.12	\$15,272	0.11	\$6,480	0.17	\$52,676	0.12
Rainier & Co.	\$10,800	0.22	\$9,720	0.19	\$9,720	0.10	\$11,520	0.06	\$41,760	0.14
☐ Bar	\$19,919.4	0.14	\$16,569.27	0.15	\$17,739.28	0.14	\$14,569.36	0.14	\$68,797.31	0.14
Bike n' Brew	\$2,700	0.05	\$2,700	0.05	\$3,300	0.05	\$2,700	0.05	\$11,400	0.05
Total	\$46,575.92	0.16	\$43,580.78	0.16	\$43,784.82	0.13	\$33,626.92	0.13	\$167,568.44	0.13

Executive Summary

- 1. **Distributors generated** the highest *sales*, totaling \$94.436.
- 2. **SSBC Tsting Room** achieved the highest *gross profit margin* at 61%.

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

Executive Summary:

Among our products, **Bamboo Grove Maibock** stands out with the *highest unit sales*, accounting for 31.67% of *total sales*, and it boasts a *healthy gross profit margin* of 27.53%.