

167.57K

Sales USD

SSTC-Tab1

AED224.21K

Total Sales CAD

Qtr-FY	1		2		3		4		Total	
CustType	Sales USD	GPM USD	Sales USD	GPM USD	Sales USD	GPM USD	Sales USD	GPM USD	Sales USD	GPM USD
⬆										
⊕ Distributor	25,542.00	15.6%	25,902.00	14.6%	24,992.00	10.9%	18,000.00	9.5%	94,436.00	12.9%
⊕ Grocery Store	13,920.00	15.9%	14,340.00	15.2%	15,220.00	14.8%	11,770.00	14.8%	55,250.00	15.2%
⊕ Restaurant	7,113.92	17.4%	3,338.78	28.8%	3,572.82	26.2%	3,856.92	23.2%	17,882.44	22.5%
Total	46,575.92	16.0%	43,580.78	15.9%	43,784.82	13.5%	33,626.92	13.0%	167,568.44	14.7%

Executive Summary:
Highest sales by customer type is Distributor (\$94,436) , while the highest Gross Profit Margin is by Restaurant (22.5%).
The Customer Best Tea has the highest Sales (\$52,676) for the Fiscal year, while Cash purchase has the highest GPM(60.8%) among customers.

SSTC-TAB2

ProductName	PCT Unit Sales by product	PCT Gross Profit by Product ▼
Bamboo Grove Tea	41.93%	32.00%
Imperial Poet Tea	27.53%	30.70%
Henan Happy Tea	7.48%	20.25%
Han Dynasty Spiced Tea	3.87%	10.06%
Liu Ling's Black Tea	3.12%	6.69%
Scholar's Saison Tea	16.08%	0.30%
Total	100.00%	100.00%

Executive Summary:
Bamboo Grove Tea has the highest PCT unit sales by product (41.93%) and the highest PCT GPM by product (32%).
On the other hand, Liu Lings Black Tea has the lowest PCT unit sales by product (3.12%) and Scholar's Saison Tea has the lowest PCT GPM by product (0.30%) while having a 16.08% unit sales by product.
Henan Happy Tea has a low 7.48% in sales but a high 20.25% in GP.