

Analyzing Kimia
Farma Product Sales
Using PostgreSQL
and Looker Studio for
Business Insights



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Overview



"A company can experience rapid growth by understanding its customers' personalities, thereby providing better services and benefits to potential loyal customers. By analyzing historical product sales data, the company can improve its performance and target the right customers to transact on its platform. The focus of this data-driven insight is to analyze the characteristics of clients for each product purchase and their respective geographical areas."

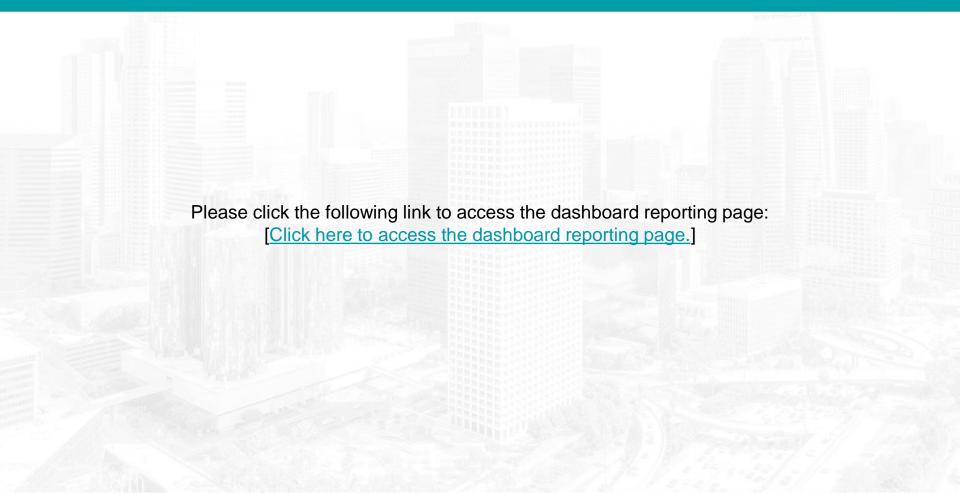
Design Data Mart



No	Nama File	Link	
1	data_penjualan.csv (table base)	[click here to view]	
2	table_agg.csv (table aggregate)	[click here to view]	

Data Visualization







TAHUN 2022

Kota

TN

Sri Lanka

446,842,400 9,176 Cambodia Philippines

1.6K 96,442,300 1.1K 77,079,000 1.3K 65,137,000 1.1K 58,535,000 1.2K 54,448,400 1-5/8 < > Produk Terjual * 1.3K

e~	oogle						
600	न्ताड			Keyboard shortcuts	Map data @2023 Google, TMap Mobility Terms of		
Rec	ord Count 23	47					
T	OP 5 C	ITY					
	Kota		sold_product		Total Revenue (IDR)		
1.	Kuningan	1.6K			96,442,300		
2.	Tangerang	1.1K			77,079,000		

Malaysia

Singapore

APOTEK MERDEKA APOTEK SINAR JAYA 5. APOTEK TAPAK

Nama Cabang

KLINIK SAHABAT

APOTEK MAJA

ACYCLOVIR DUS

Brand ETIKAL

2. OGB & PH

3. SLCYL

5. MARCKS

4. VNS

Nama Produk AMPICILLIN

2.

Produk Terjual

350

Produk Terjual

1.3K

ALERGINE TABLET SALUT 1K

1K

854

KETOCONAZOLE TABLET 200 MG

1.7K

2.1K

1.7K

1.7K

2K

TRAMADOL KAPSUL 50 MG

Revenue (IDR) *

Revenue (IDR) •

TOTAL PRODUK TERJUAL

158,601,900

156,666,000

56,742,000

45,733,500

29,099,000

1-5/5 / >

3.

4.

5.

Bandung

Bekasi

Aceh

1.3K

1.1K

1.2K

1-5/10

65,137,000

58,535,000

54,448,400

1-5/8 /

Bulan

TOTAL REVENUE (IDR)