

Total Transaction
672.5K

Total Profit
Rp98.54B

Total Nett Sales
Rp347.0B

Product
150

City
70

Province
31

Avg.Transaction Rating
4.0

Avg.Branch Rating
4.45

Filters :

Jan 1, 2020 - Dec 31, 2023

Reset Filter

Year

Month

Province

City

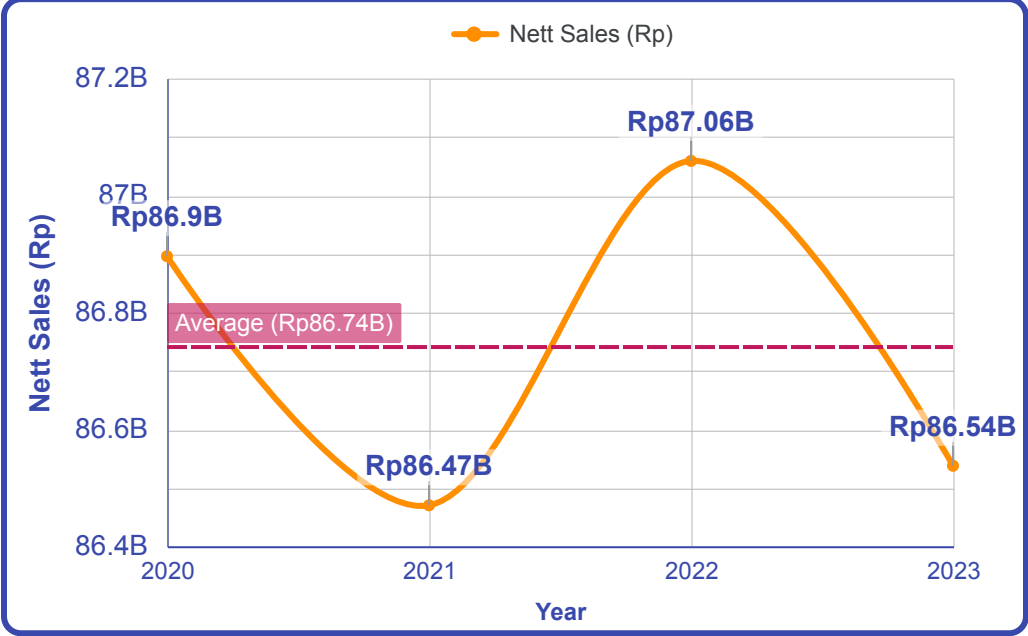
Branch

Product

Top 10 Province by Total Nett Sales

	Province	Total Nett Sales (Rp)
1.	Jawa Barat	Rp102.49B
2.	Sumatera Utara	Rp24.8B
3.	Jawa Tengah	Rp24.03B
4.	Jawa Timur	Rp17.96B
5.	Sulawesi Utara	Rp17.18B
6.	Sumatera Barat	Rp16.55B
7.	Aceh	Rp11.3B
8.	Nusa Tenggara Barat	Rp10.84B
9.	Kalimantan Timur	Rp10.5B
10.	Riau	Rp10.11B

Yearly Trend of Net Sales



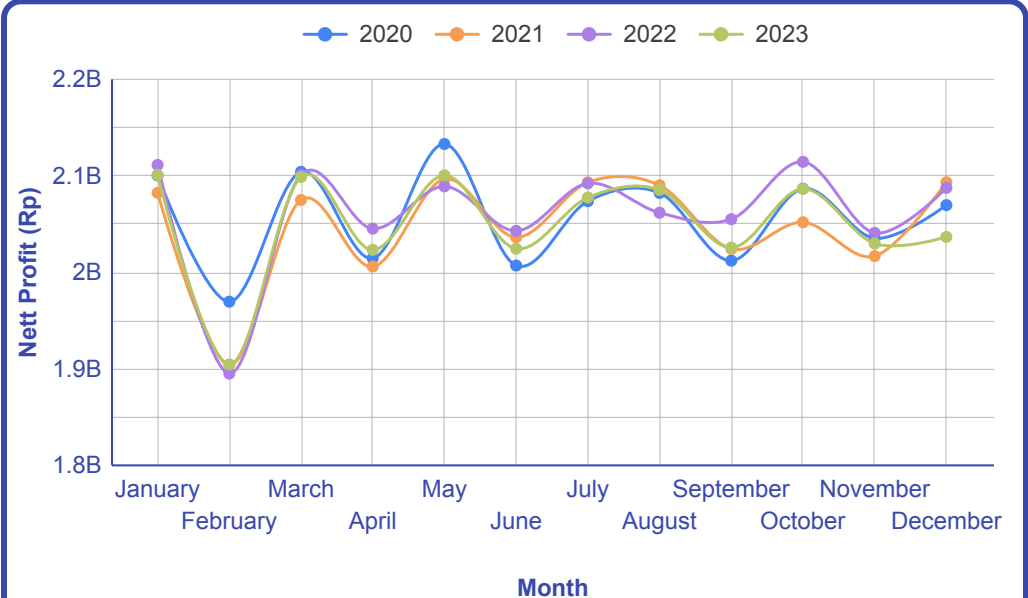
Year	Net Sales (Rp)
2020	Rp86.9B
2021	Rp86.47B
2022	Rp87.06B
2023	Rp86.54B

Average (Rp86.74B)

Top 10 Province by Total Transaction

	Province	Total Transaction
1.	Jawa Barat	198.7K
2.	Sumatera Utara	48.2K
3.	Jawa Tengah	46.5K
4.	Jawa Timur	34.8K
5.	Sulawesi Utara	33.3K
6.	Sumatera Barat	32K
7.	Aceh	21.8K
8.	Nusa Tenggara Barat	21.1K
9.	Kalimantan Timur	20.2K
10.	Riau	19.6K

Monthly Net Profit Trend by Year



Month	2020	2021	2022	2023
January	2.1B	2.08B	2.11B	2.12B
February	1.97B	1.95B	1.99B	1.96B
March	2.11B	2.07B	2.11B	2.11B
April	2.03B	2.01B	2.05B	2.04B
May	2.14B	2.1B	2.11B	2.12B
June	2.01B	2.03B	2.05B	2.04B
July	2.08B	2.1B	2.09B	2.08B
August	2.09B	2.1B	2.08B	2.07B
September	2.02B	2.03B	2.06B	2.04B
October	2.12B	2.05B	2.11B	2.09B
November	2.04B	2.02B	2.05B	2.03B
December	2.07B	2.09B	2.1B	2.04B

Mapping Provincial Profit Performance



	Province	Total Profit (Rp)
1.	Jawa Barat	Rp29,104,802,788
2.	Sumatera Utara	Rp7,041,044,969
3.	Jawa Tengah	Rp6,822,642,842
4.	Jawa Timur	Rp5,102,396,360

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Total Profit

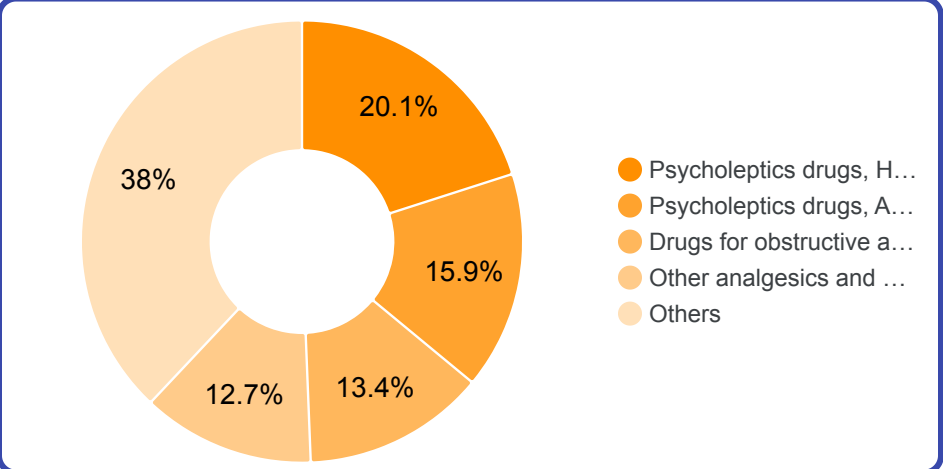
619,155,804.45

29,104,802,788.15

Top 5 Branches: High Branch Rating with Low Transaction Rating

	Branch	Province	City	Avg.Branch Rating	Avg.Transaction Rating
1.	Kimia Farma - Klinik & Apotek	Kalimantan Utara	Tarakan	5	3.91
2.	Kimia Farma - Klinik & Apotek	Kepulauan Riau	Batam	5	3.93
3.	Kimia Farma - Klinik & Apotek	Bangka Belitung	Pangkalpinang	5	3.93
4.	Kimia Farma - Apotek	Bali	Denpasar	5	3.96
5.	Kimia Farma - Klinik-Apotek-Laboratorium	Sumatera Barat	Solok	5	3.96

Top 5 Best-Selling Products



Product Category	Percentage
Psycholeptics drugs, H...	20.1%
Psycholeptics drugs, A...	15.9%
Drugs for obstructive a...	13.4%
Other analgesics and ...	12.7%
Others	38%

Quick Search

Year

Month

Reset Filter

[Return to Dashboard](#)

TRX ID	Date	Cust.Name	Province	City	Branch Name	Branch ID	Actual Price	Discount	Nett Sales	Profit	Trx Rate	Branch Rate
TRX1000004	Dec 5, 2021	Patricia Harris MD	Jawa Tengah	Purwokerto	Kimia Farma - Klinik-Apotek-Laboratorium	87800	455.9K	6.00%	455.6K	113.9K	3.70	4.60
TRX1000063	Apr 20, 2023	Savannah Long	Jawa Barat	Karawang	Kimia Farma - Klinik-Apotek-Laboratorium	30178	739.1K	5.00%	738.7K	221.6K	4.40	4.80
TRX1000066	Mar 9, 2020	Ashley Sandoval	Kalimantan Timur	Balikpapan	Kimia Farma - Klinik & Apotek	46605	411.3K	1.00%	411.3K	102.8K	3.90	4.20
TRX1000070	Jul 10, 2022	Antonio Hernandez	Jawa Barat	Karawang	Kimia Farma - Apotek	40625	296.9K	13.00%	296.5K	59.3K	3.10	4.40
TRX1000078	Jul 19, 2023	Lisa Lam	Maluku Utara	Ternate	Kimia Farma - Klinik-Apotek-Laboratorium	83862	723.8K	5.00%	723.4K	217K	4.00	4.70
TRX1000096	Jul 24, 2022	Amy Hoffman	Sumatera Utara	Deli Serdang	Kimia Farma - Klinik-Apotek-Laboratorium	74389	633K	2.00%	632.9K	189.9K	4.40	4.10
TRX1000110	Jan 12, 2023	Scott French	Maluku	Ambon	Kimia Farma - Klinik-Apotek-Laboratorium	17054	51.2K	1.00%	51.2K	7.7K	3.70	4.90
TRX1000132	Nov 1, 2021	Patricia Glass	Kalimantan Barat	Pontianak	Kimia Farma - Apotek	13792	2.1K	5.00%	2.1K	209.9	4.50	4.00
TRX1000142	Jul 30, 2020	Amanda Jones	Kalimantan Barat	Pontianak	Kimia Farma - Klinik & Apotek	42322	765.5K	12.00%	764.6K	229.4K	4.00	4.60

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Note: The Quick Search feature allows users to filter transactions efficiently based on Transaction ID, Customer Name, Province, City, Branch ID, or Branch Name.

Created by: Ditya Anjani