



Kimia Farma Business Perfomance (2020 - 2023)

**Summary**  
Between 2020 and 2023, Kimia Farma faced significant challenges due to the COVID-19 pandemic. Revenue declined significantly in 2020 and 2021 before showing signs of recovery in 2022. The company managed to achieve positive growth through the expansion of its pharmacy network, product diversification, and investment in digitalization, such as health applications and online services. However, profitability remained impacted by rising operational costs due to inflation in raw material prices, intensifying competition, and ongoing regulatory changes. A comprehensive sales data analysis and product performance will provide valuable insights for future business strategies.

Total Transactions

672,458

Total Nett Sales

347.0B

Total Profit

98.5B

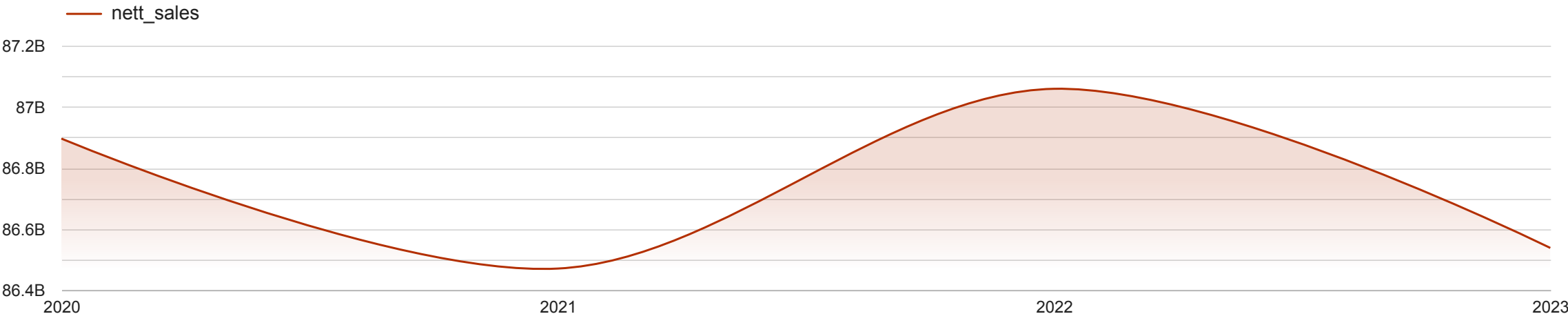
Filters

Branch

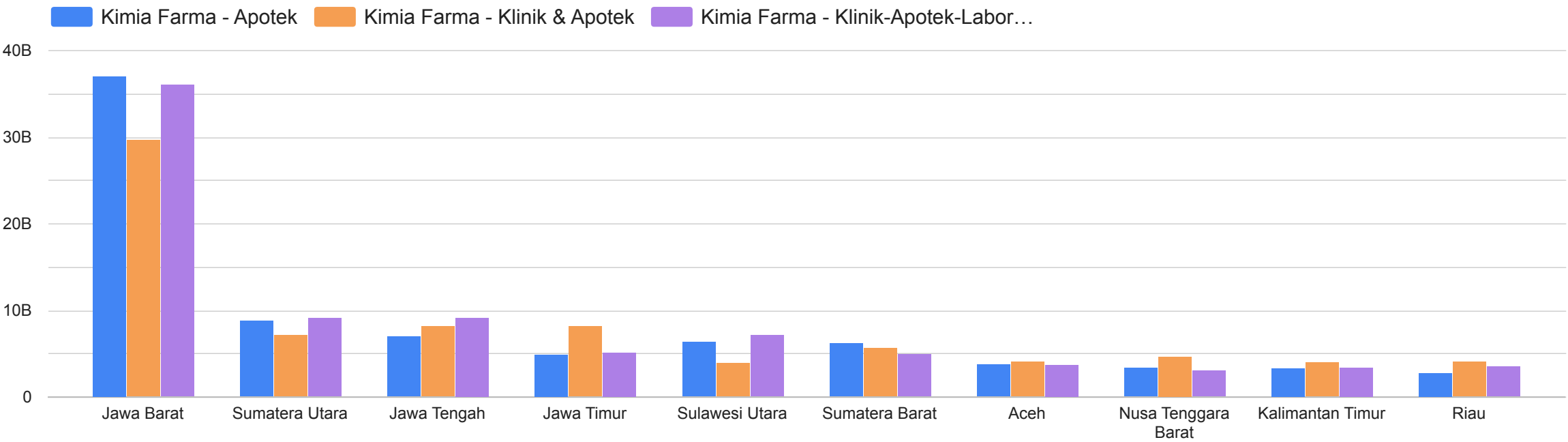
Province

Year

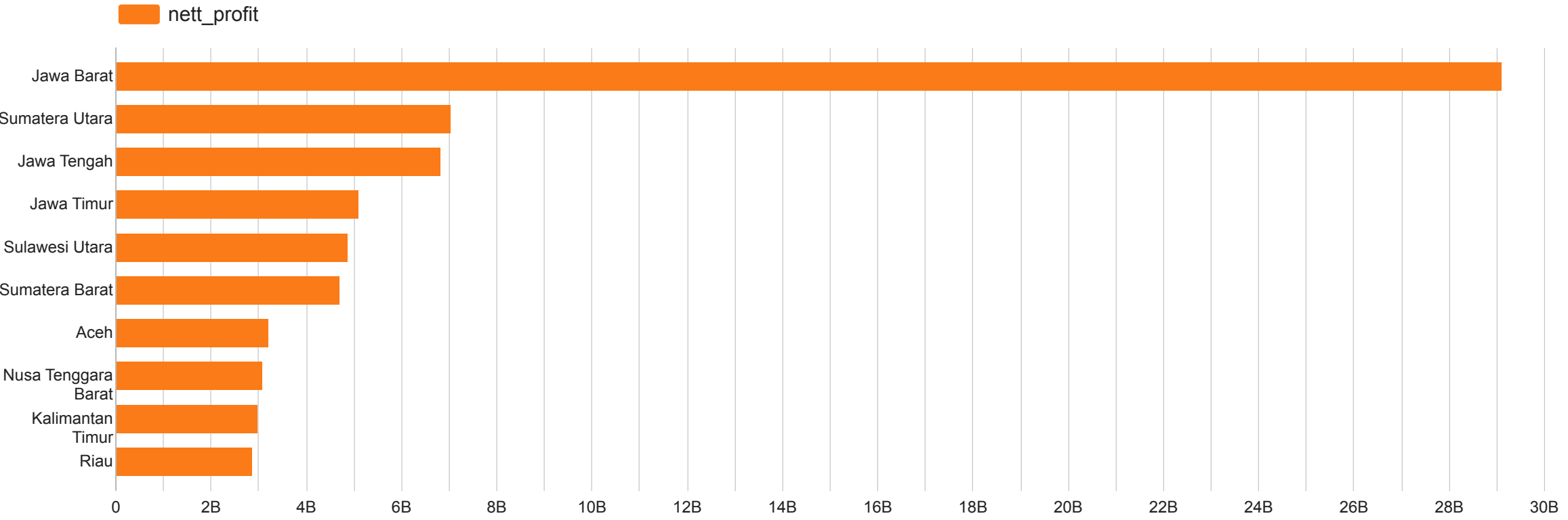
Revenue Comparison (2020 - 2023)



Top 10 Nett Sales of Branches by Province



Top 10 Total Branch Transactions by Province

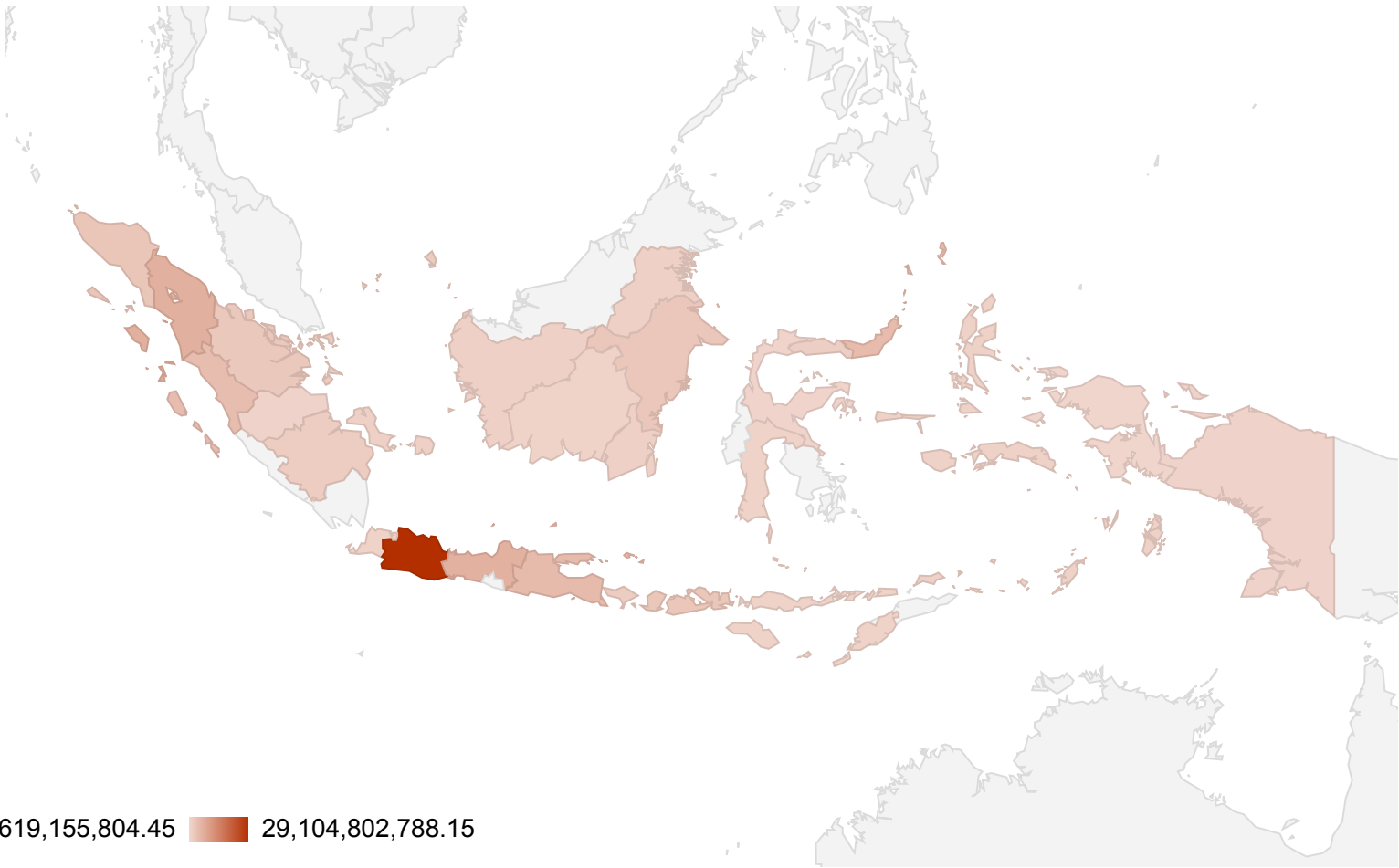


Top 5 Branches With Highest Ratings and Lowest Transactions

	City	Branch Rating	Transaction Rating
1.	Sorong	4.64	4
2.	Cikampek	4.62	4
3.	Kupang	4.6	4
4.	Samarinda	4.6	4
5.	Pematangsiantar	4.59	4

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Total Profit by Province



Customer Repurchase

	Customer Name	Customer Transactio...
1.	Michael Smith	316
2.	Michael Johnson	219
3.	David Smith	215
4.	John Smith	198
5.	James Smith	198
6.	Jennifer Smith	191
7.	Michael Brown	184
8.	Michael Jones	183
9.	Michael Williams	182
10.	Christopher Smith	175
11.	Jennifer Johnson	169
12.	Robert Smith	166
13.	Robert Johnson	164
14.	Michael Davis	159
15.	James Johnson	159

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