

Performance Analytics (2020–2023)

Pilih rentang tanggal

Provinsi

Kota

Branch



Transaksi
672,5 rb

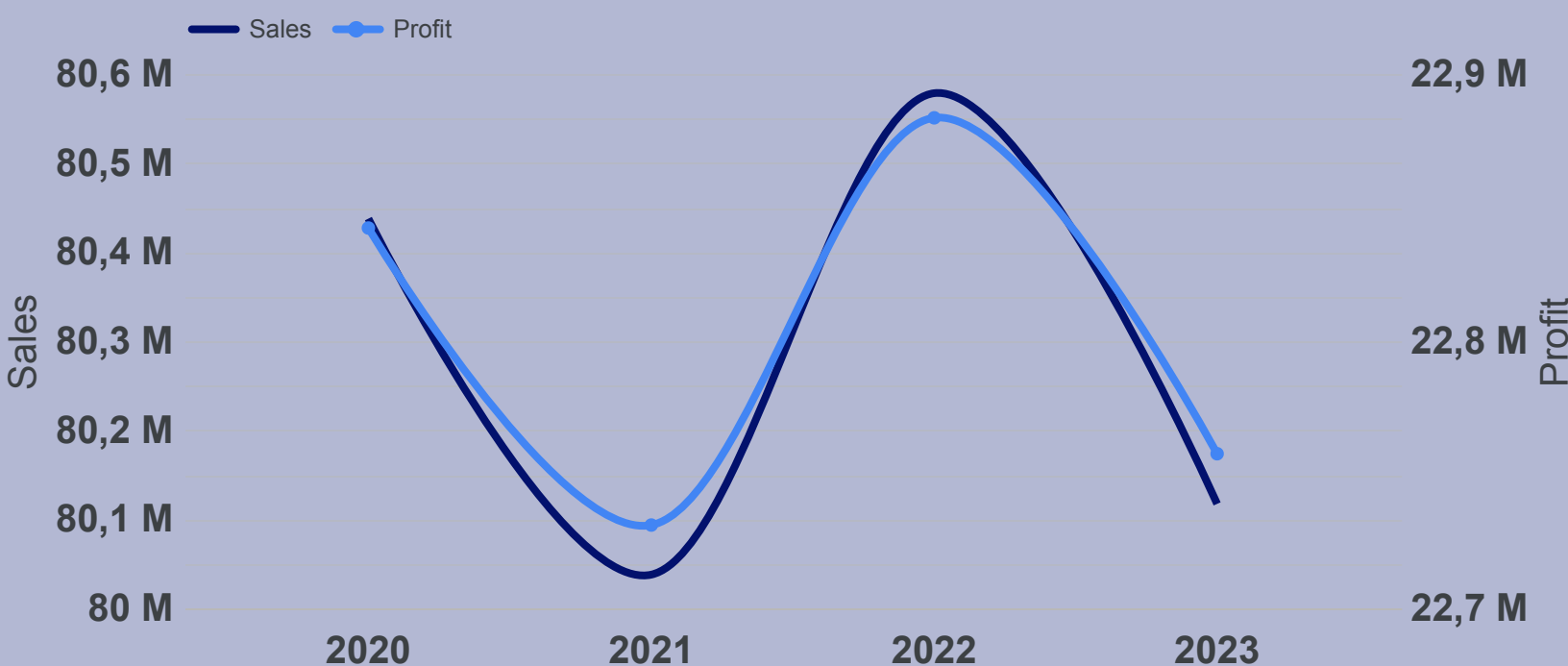
Profit
91,2 M

Sales
321,2 M

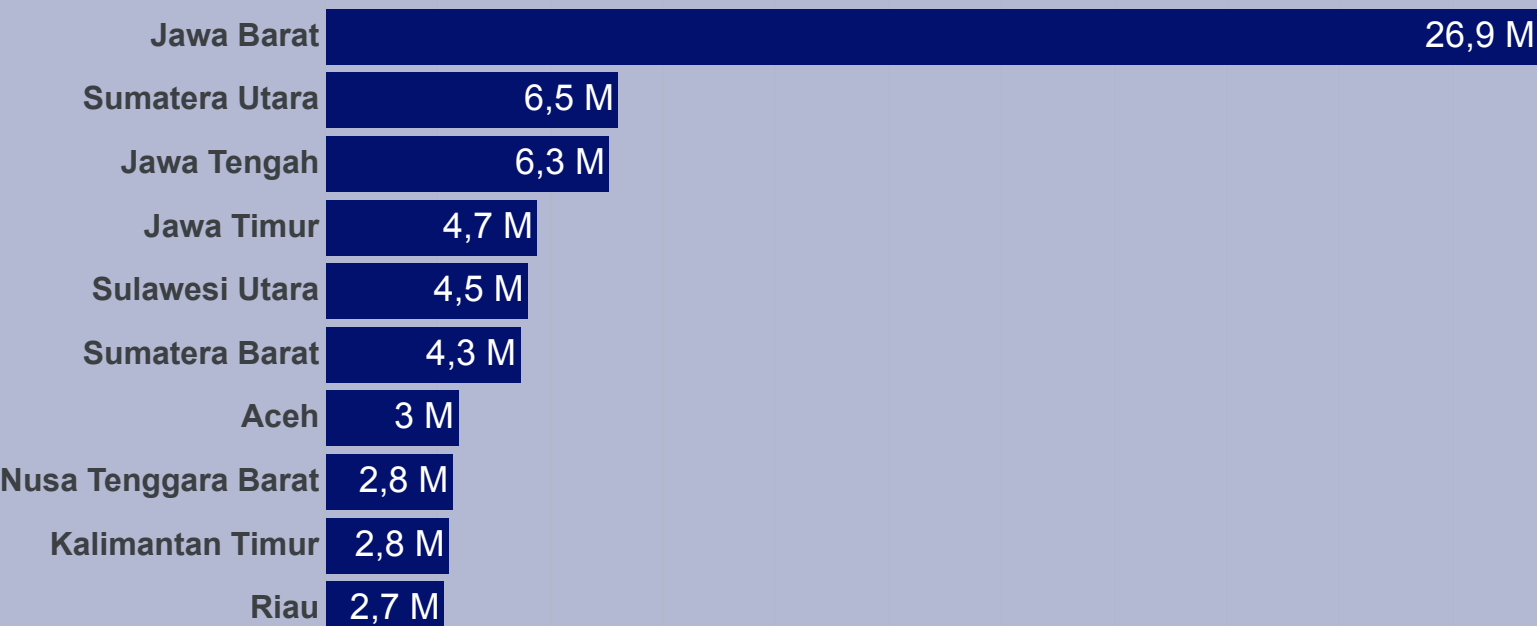
Rating Cabang
4,4

Rating Transaksi
4,0

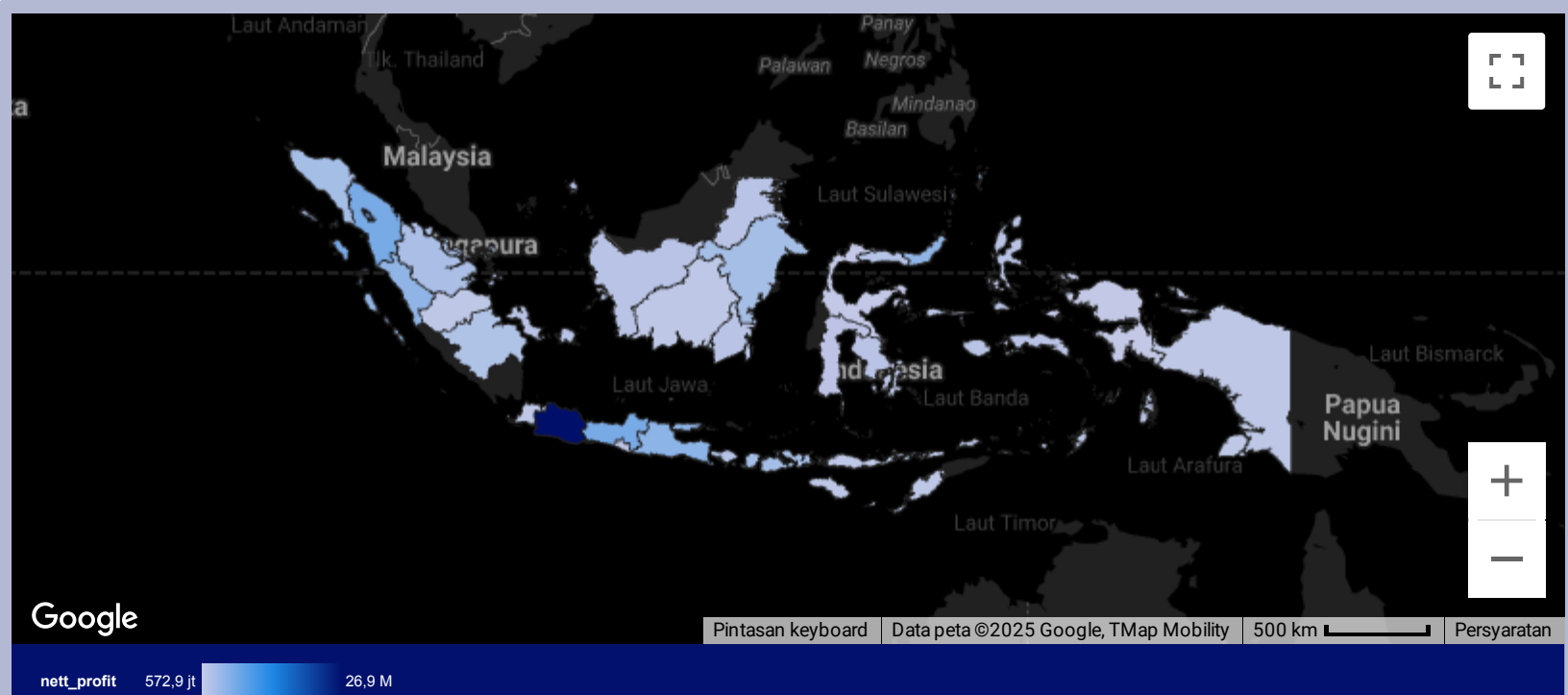
Tren Sales dan Profit per Tahun



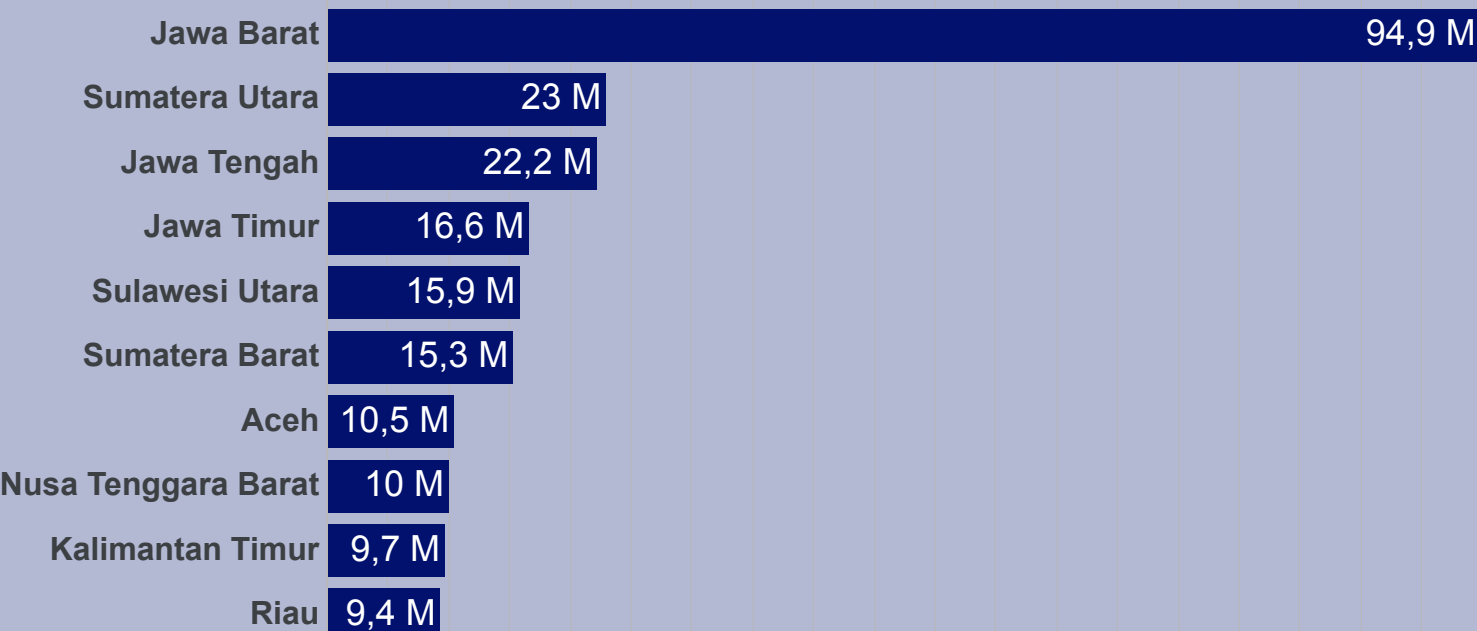
Top 10 Provinsi Berdasarkan Profit



Peta Persebaran Profit



Top 10 Provinsi Berdasarkan Sales



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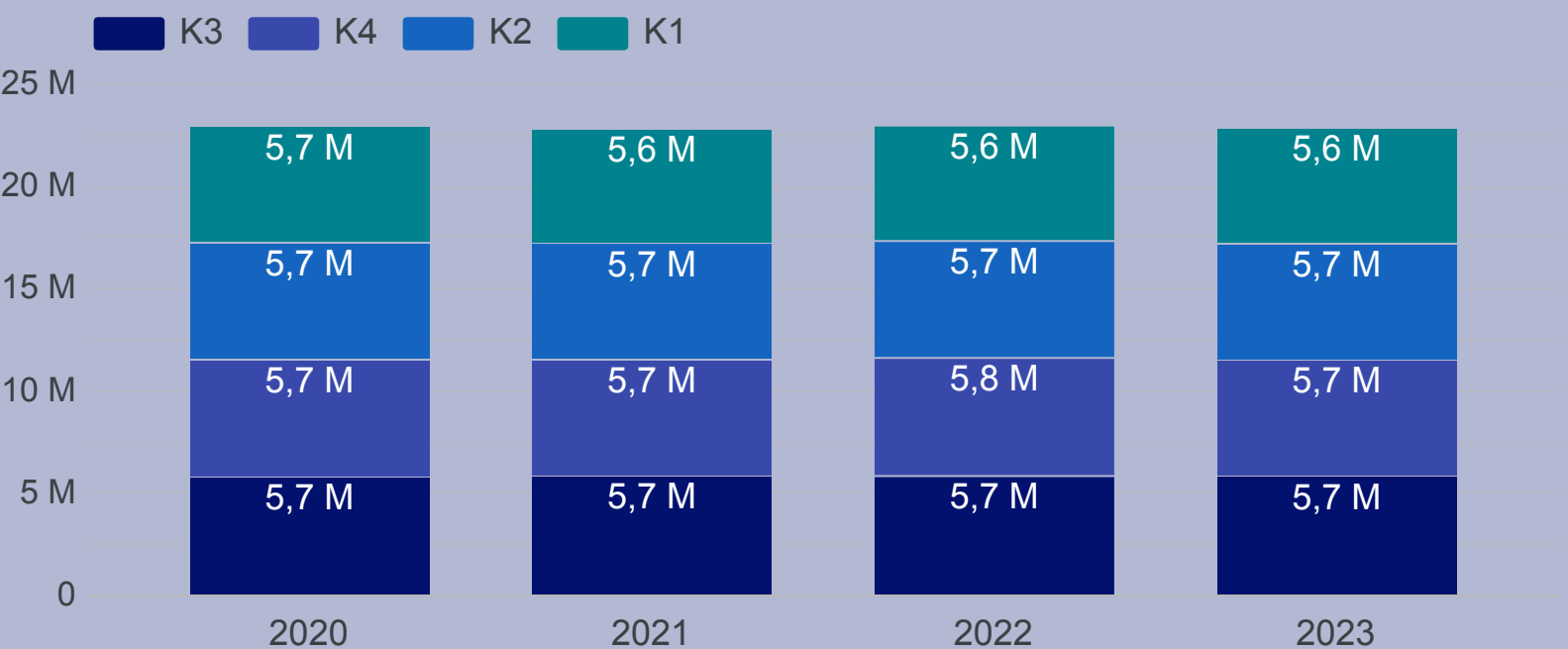
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Revenue by Quarter



Top 9 Total Transaksi Cabang Provinsi

	Branch	Provinsi	Transaksi
1.	Kimia Farma - Apotek	Jawa Barat	71.508
2.	Kimia Farma - Klinik-Apotek-Laboratorium	Jawa Barat	69.874
3.	Kimia Farma - Klinik & Apotek	Jawa Barat	57.341
4.	Kimia Farma - Klinik-Apotek-Laboratorium	Jawa Tengah	17.567
5.	Kimia Farma - Klinik-Apotek-Laboratorium	Sumatera Utara	17.561
6.	Kimia Farma - Apotek	Sumatera Utara	16.903
7.	Kimia Farma - Klinik & Apotek	Jawa Timur	15.684
8.	Kimia Farma - Klinik & Apotek	Jawa Tengah	15.640
9.	Kimia Farma - Klinik & Apotek	Sumatera Utara	13.714

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Top 9 Nett Profit Cabang Provinsi

	Branch	Provinsi	Profit
1.	Kimia Farma - Apotek	Jawa Barat	9.715.215.106,15
2.	Kimia Farma - Klinik-Apotek-Laboratorium	Jawa Barat	9.451.103.658,5
3.	Kimia Farma - Klinik & Apotek	Jawa Barat	7.774.384.430,5
4.	Kimia Farma - Klinik-Apotek-Laboratorium	Jawa Tengah	2.382.381.705,7
5.	Kimia Farma - Klinik-Apotek-Laboratorium	Sumatera Utara	2.376.653.460,3
6.	Kimia Farma - Apotek	Sumatera Utara	2.285.846.929,55
7.	Kimia Farma - Klinik & Apotek	Jawa Tengah	2.123.509.350,75
8.	Kimia Farma - Klinik & Apotek	Jawa Timur	2.121.211.409,75
9.	Kimia Farma - Klinik-Apotek-Laboratorium	Sulawesi Utara	1.858.575.180,45

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Top 9 Nett Sales Cabang Provinsi

	Branch	Provinsi	Sales
1.	Kimia Farma - Apotek	Jawa Barat	34.196.247.476
2.	Kimia Farma - Klinik-Apotek-Laboratori...	Jawa Barat	33.291.979.665
3.	Kimia Farma - Klinik & Apotek	Jawa Barat	27.381.367.734
4.	Kimia Farma - Klinik-Apotek-Laboratori...	Jawa Tengah	8.390.957.379
5.	Kimia Farma - Klinik-Apotek-Laboratori...	Sumatera Utara	8.372.000.917
6.	Kimia Farma - Apotek	Sumatera Utara	8.047.112.187
7.	Kimia Farma - Klinik & Apotek	Jawa Timur	7.478.397.532
8.	Kimia Farma - Klinik & Apotek	Jawa Tengah	7.476.471.938
9.	Kimia Farma - Klinik-Apotek-Laboratori...	Sulawesi Utara	6.544.240.777

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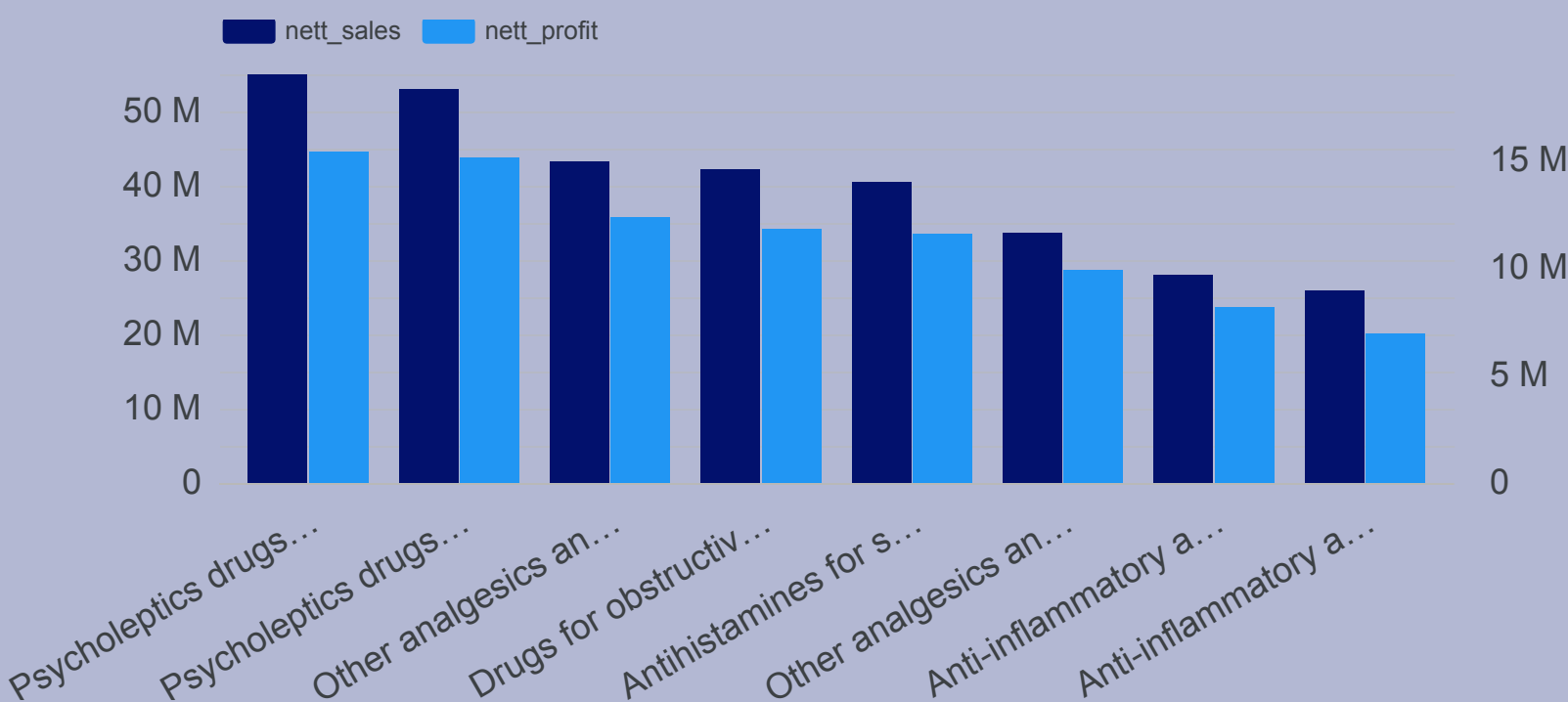
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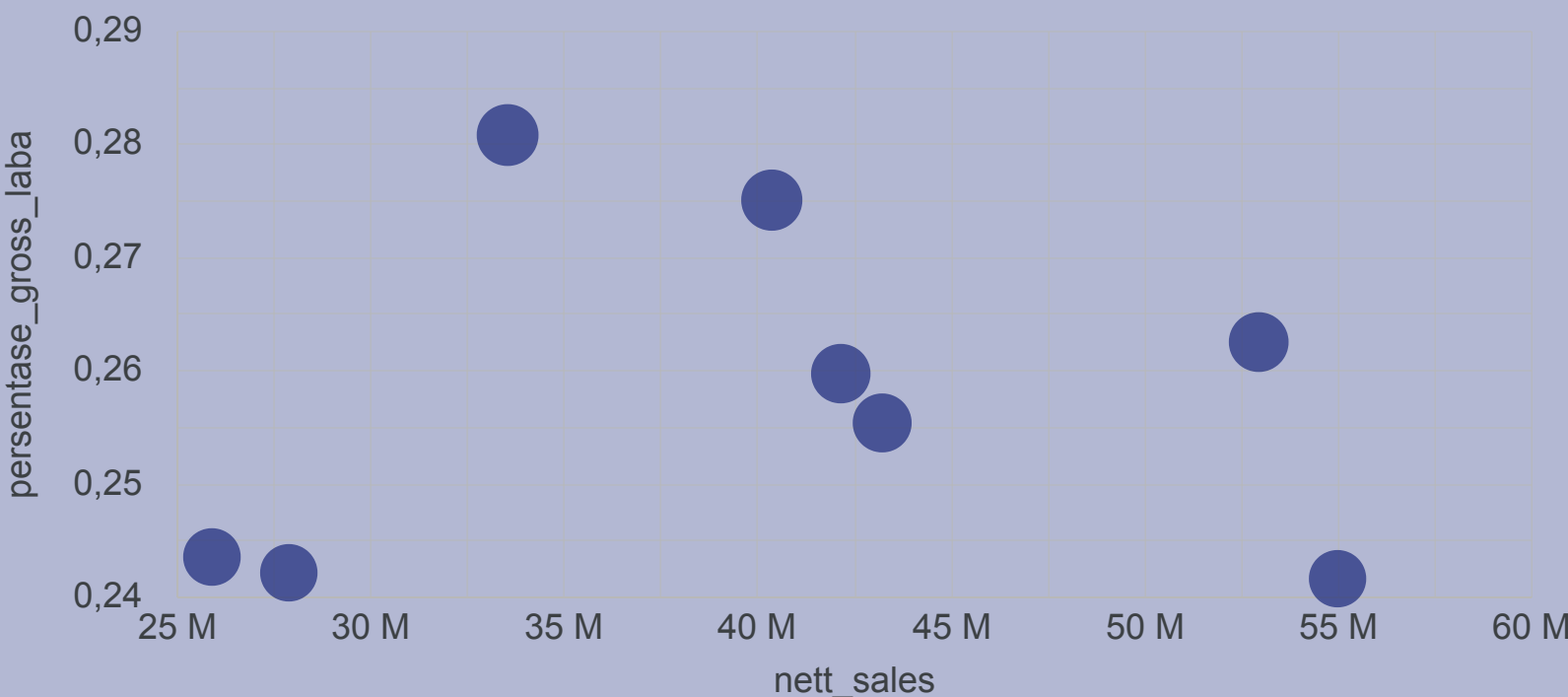
Product Sales & Profit Comparison



Gross Margin (%) by Product



Product Positioning (Sales vs Gross Margin)



Product Detail Performance Table

Produk	Price	Diskon	Sales	Nett Profit	GM
Psycholeptics drugs, Hypnotics	441 rb	7,48%	55,02 M	15,39 M	24,15%
Psycholeptics drugs, Anxiolytics	534,3 rb	7,49%	52,98 M	15,11 M	26,24%
Other analgesics and antipyr...	549,4 rb	7,5%	43,23 M	12,35 M	25,53%
Drugs for obstructive airway ...	506,8 rb	7,5%	42,16 M	11,80 M	25,97%
Antihistamines for systemic ...	608,5 rb	7,48%	40,41 M	11,58 M	27,49%
Other analgesics and antipyr...	625,7 rb	7,55%	33,57 M	9,89 M	28,08%
Anti-inflammatory and antirh...	518,3 rb	7,51%	27,92 M	8,15 M	24,21%
Anti-inflammatory and antirh...	415,6 rb	7,52%	25,89 M	6,94 M	24,35%

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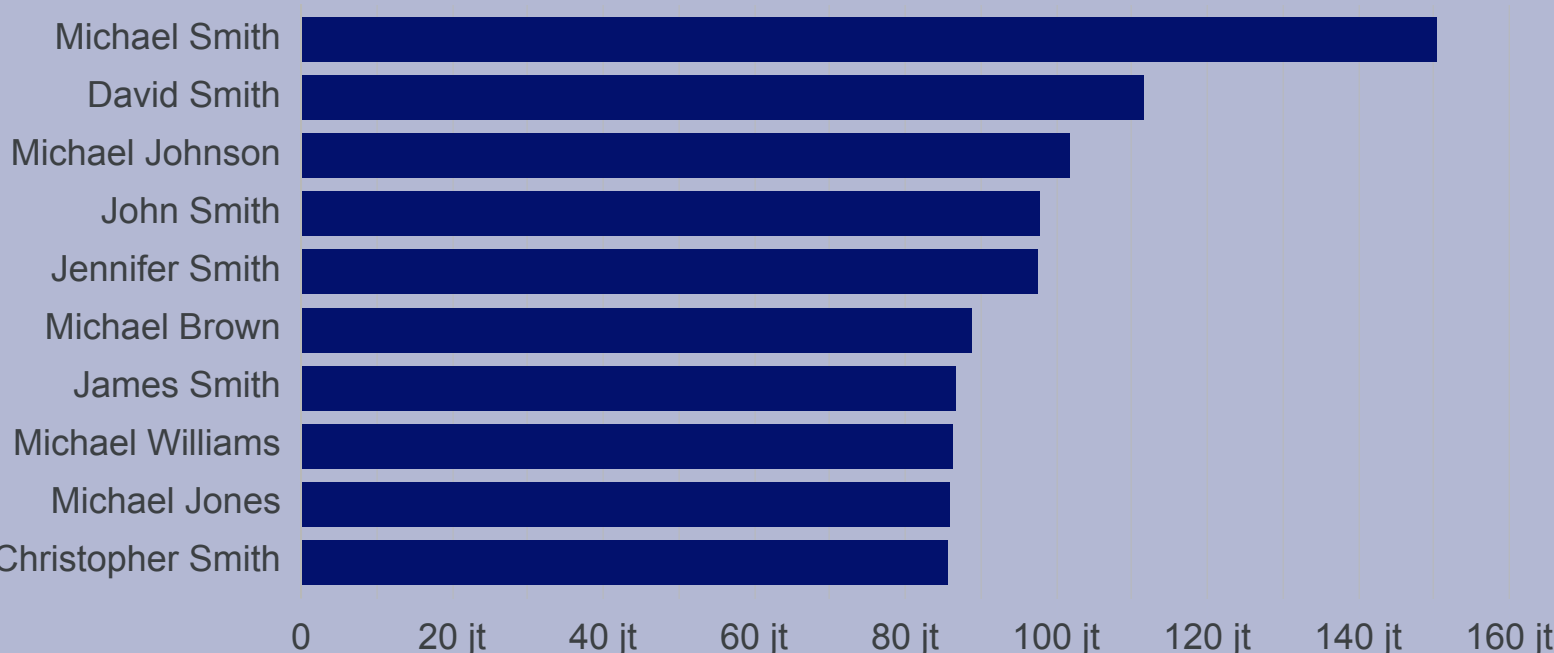
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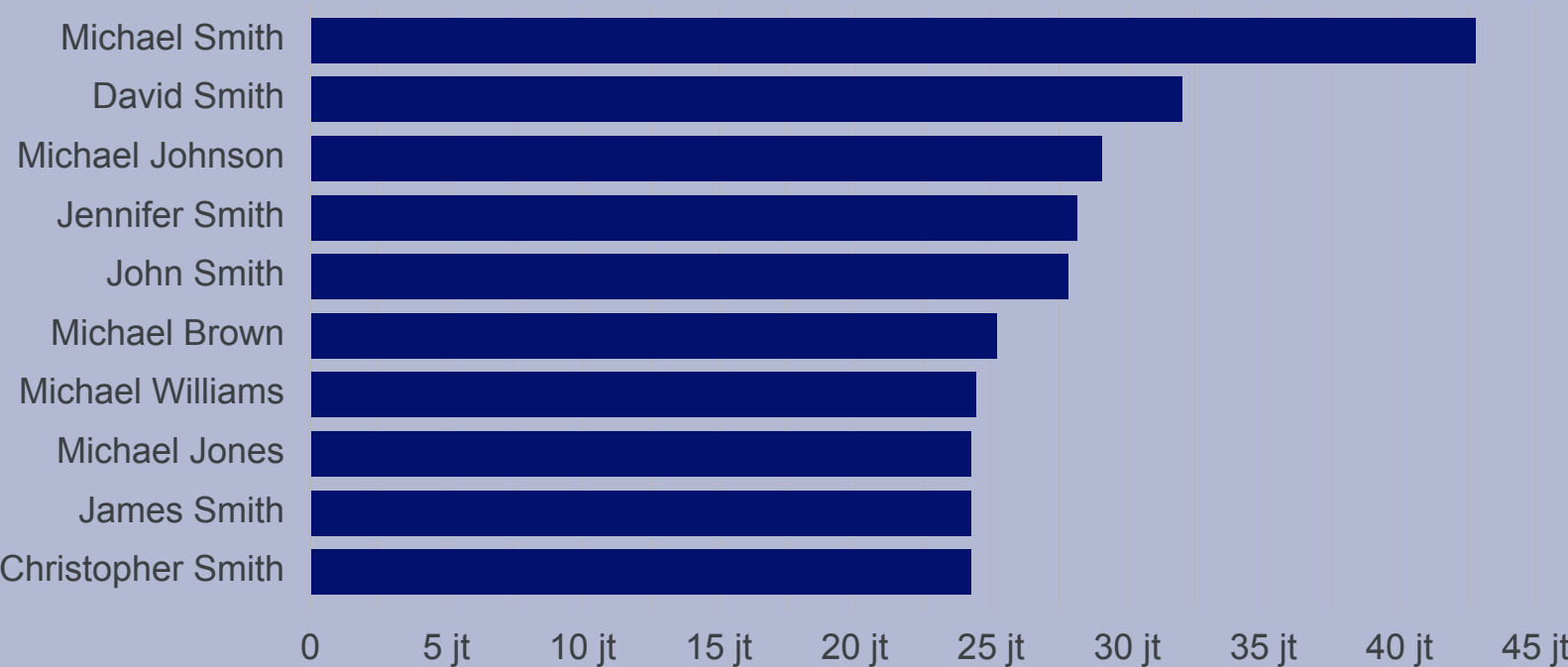
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Top Customer by Sales



Top Customer by Profit



Customer Frequency

	Customer	Transaksi
1.	Michael Smith	316
2.	Michael Johnson	219
3.	David Smith	215
4.	James Smith	198
5.	John Smith	198
6.	Jennifer Smith	191
7.	Michael Brown	184
8.	Michael Jones	183
9.	Michael Williams	182

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Average Spending per Customer

	Customer	AVG Sales	Sales
1.	Michael Smith	476,1 rb	150,5 jt
2.	David Smith	519,7 rb	111,7 jt
3.	Michael Johnson	465,4 rb	101,9 jt
4.	John Smith	494,5 rb	97,9 jt
5.	Jennifer Smith	511,6 rb	97,7 jt
6.	Michael Brown	483,1 rb	88,9 jt
7.	James Smith	438,2 rb	86,8 jt
8.	Michael Williams	474,5 rb	86,4 jt
9.	Michael Jones	470,2 rb	86,1 jt

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Product Preference

	Produk	Customer	Transaksi
1.	Psycholeptics drugs, Hypnotics a...	Michael Smith	70
2.	Other analgesics and antipyretics,...	Michael Smith	42
3.	Other analgesics and antipyretics,...	David Smith	37
4.	Psycholeptics drugs, Anxiolytic dr...	David Smith	40
5.	Psycholeptics drugs, Anxiolytic dr...	Michael Johns...	43
6.	Psycholeptics drugs, Hypnotics a...	Michael Jones	44
7.	Psycholeptics drugs, Hypnotics a...	Jennifer John...	41
8.	Psycholeptics drugs, Hypnotics a...	Michael Brown	46
9.	Antihistamines for systemic use	Michael Smith	34

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