

Performance Analytics (2020–2023)

Pilih rentang tanggal

Provinsi

Kota

Branch



Transaksi
672,5 rb

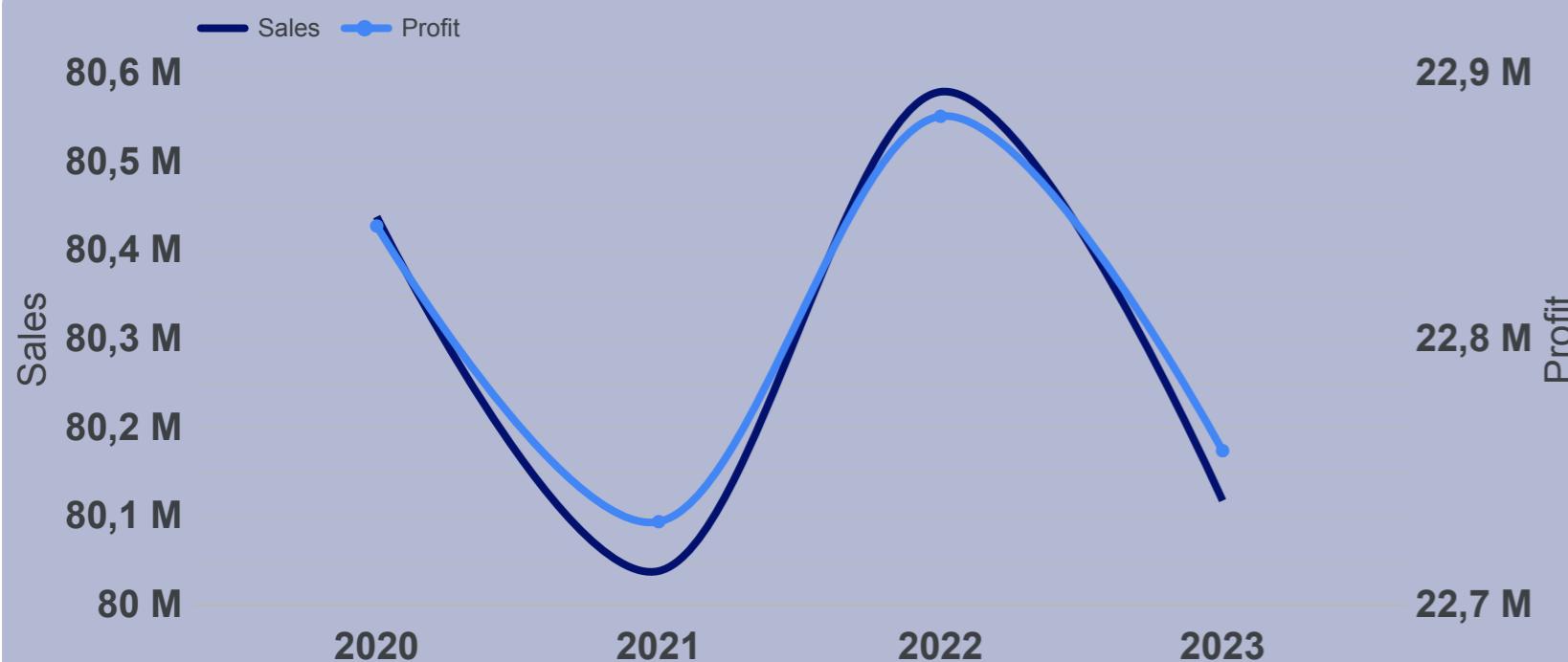
Profit
91,2 M

Sales
321,2 M

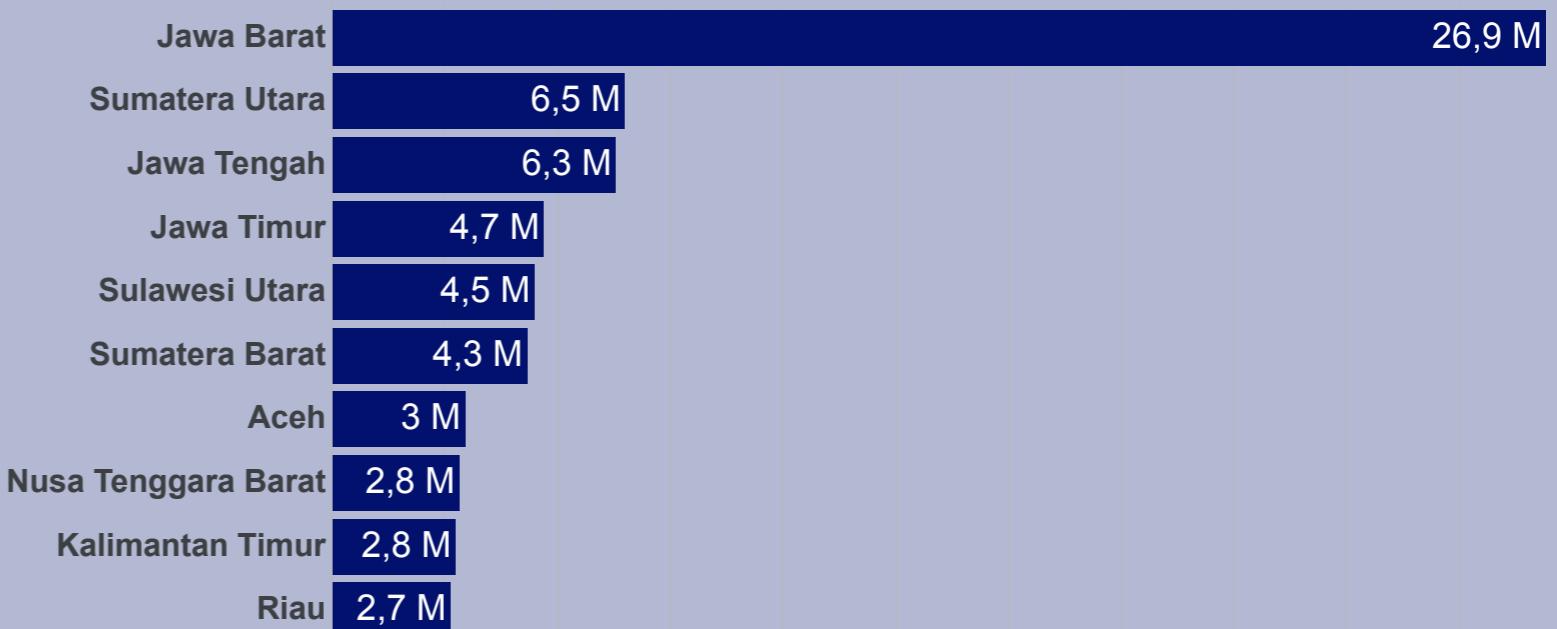
Rating Cabang
4,4

Rating Transaksi
4,0

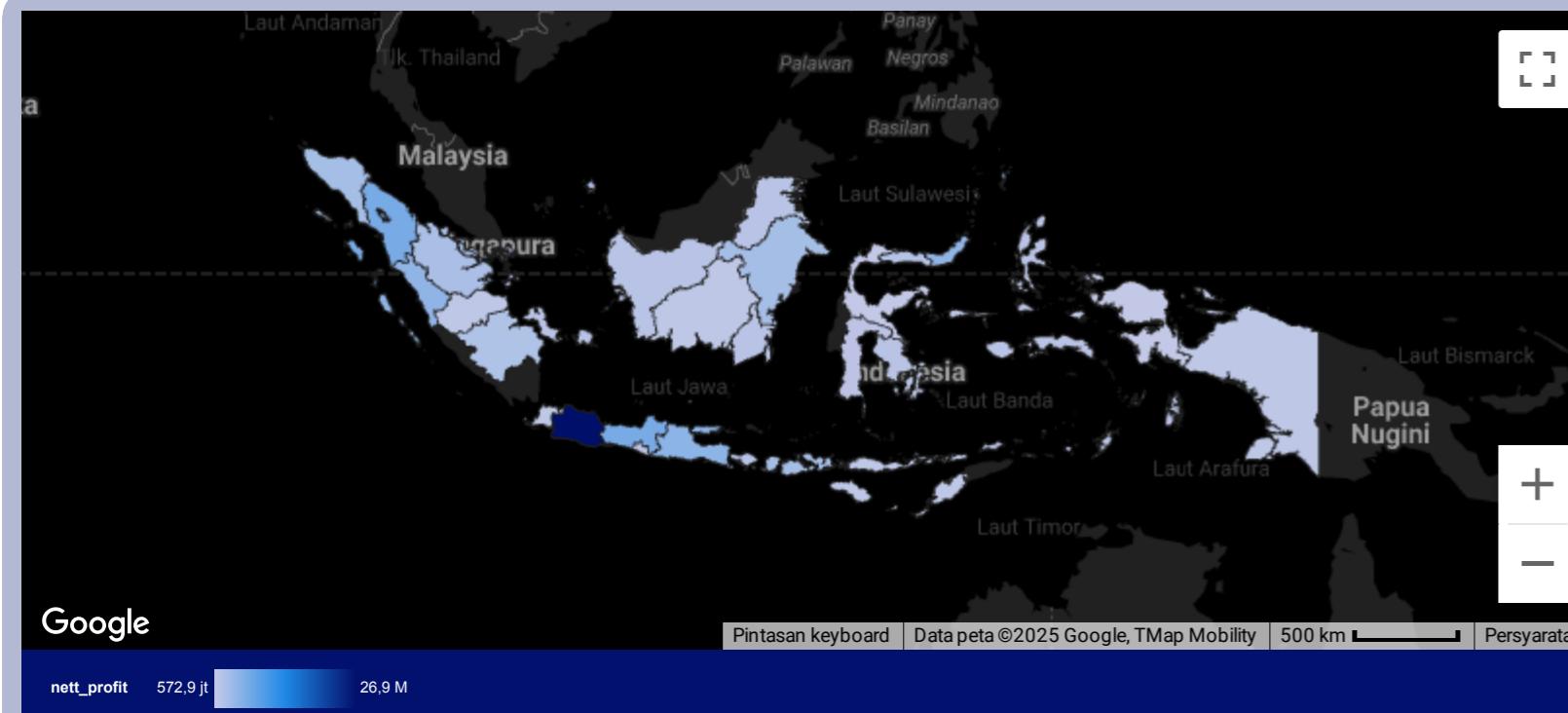
Tren Sales dan Profit per Tahun



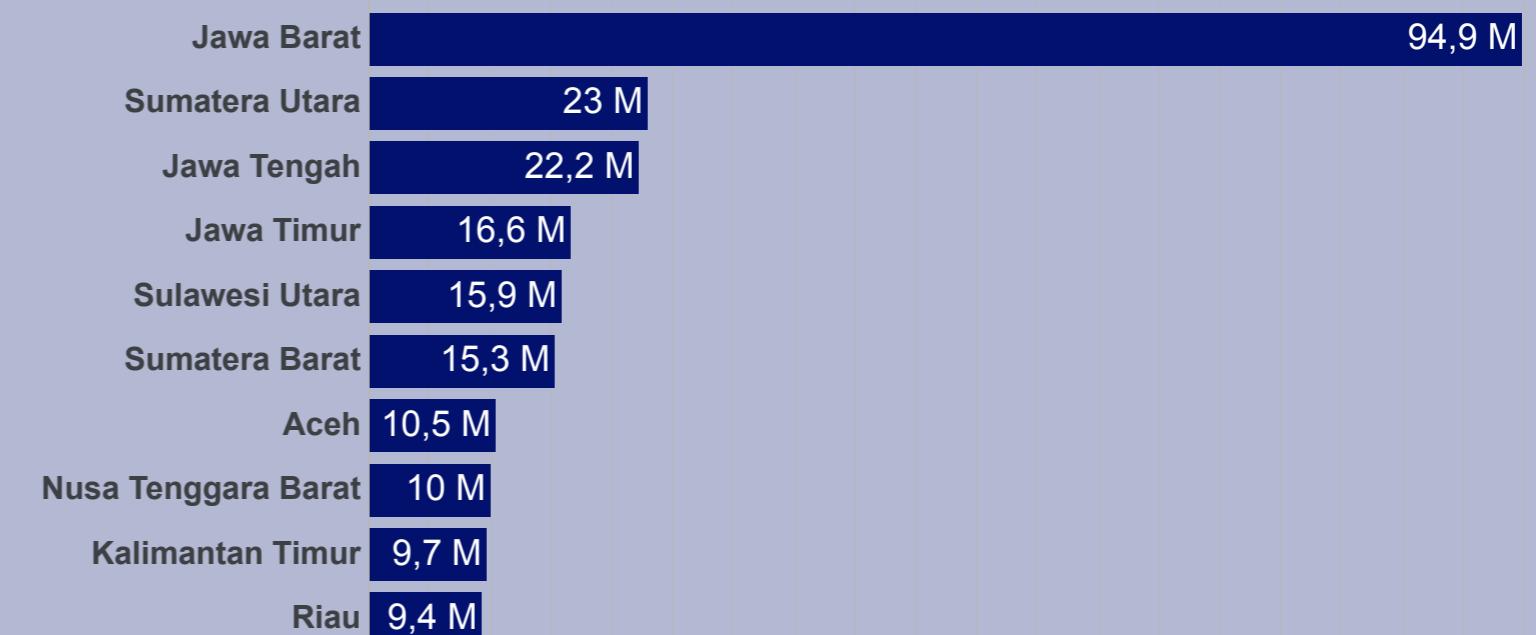
Top 10 Provinsi Berdasarkan Profit



Peta Persebaran Profit



Top 10 Provinsi Berdasarkan Sales



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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 |

1 - 93 / 93 < >

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 |

1 - 93 / 93 < >

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 |

1 - 93 / 93 < >

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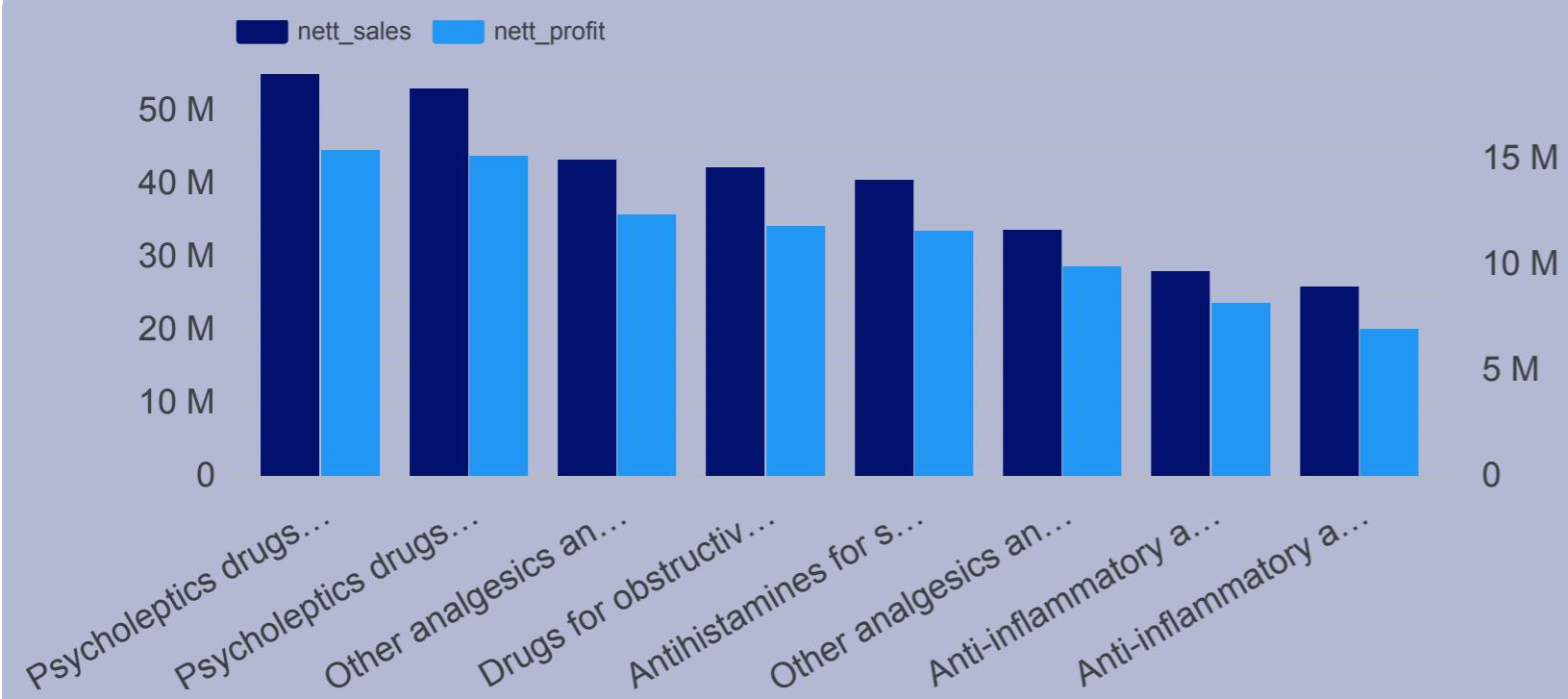
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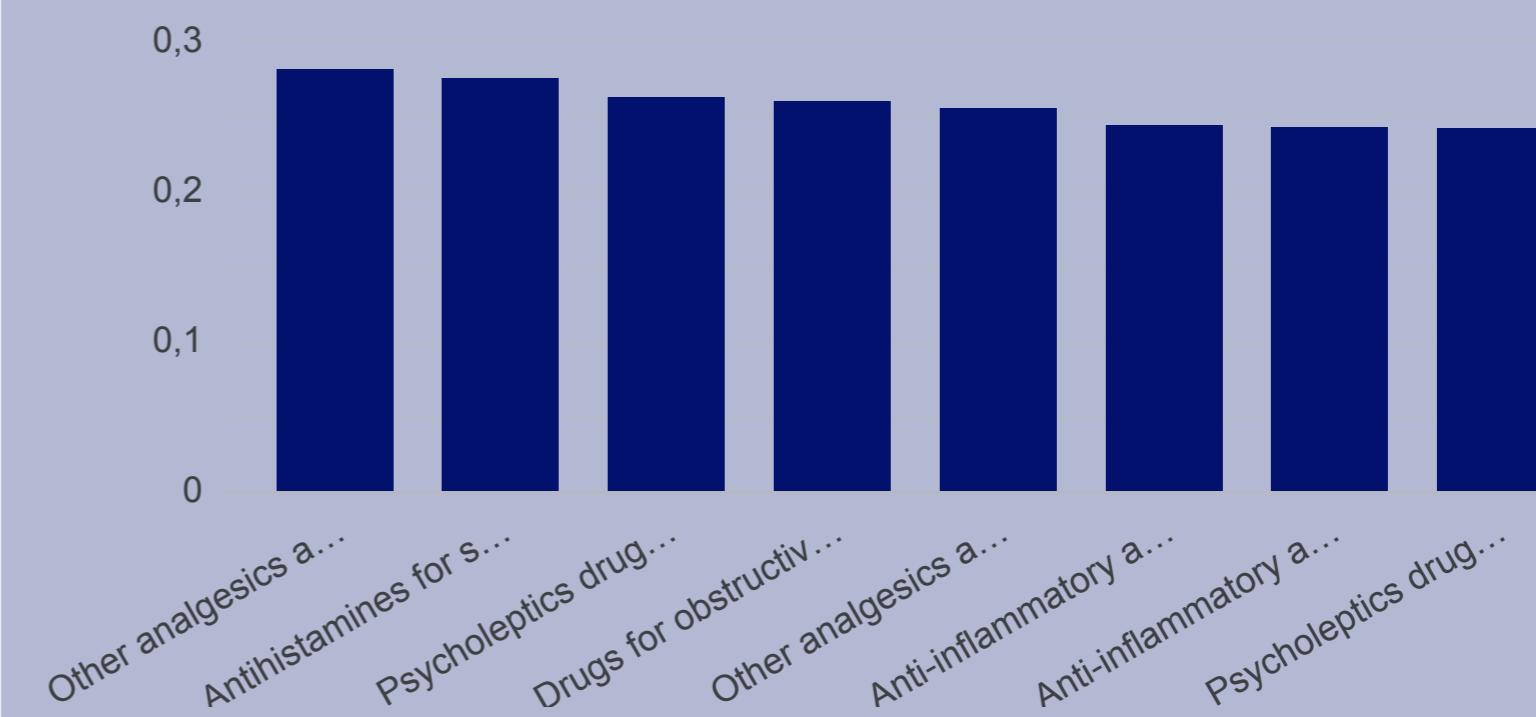
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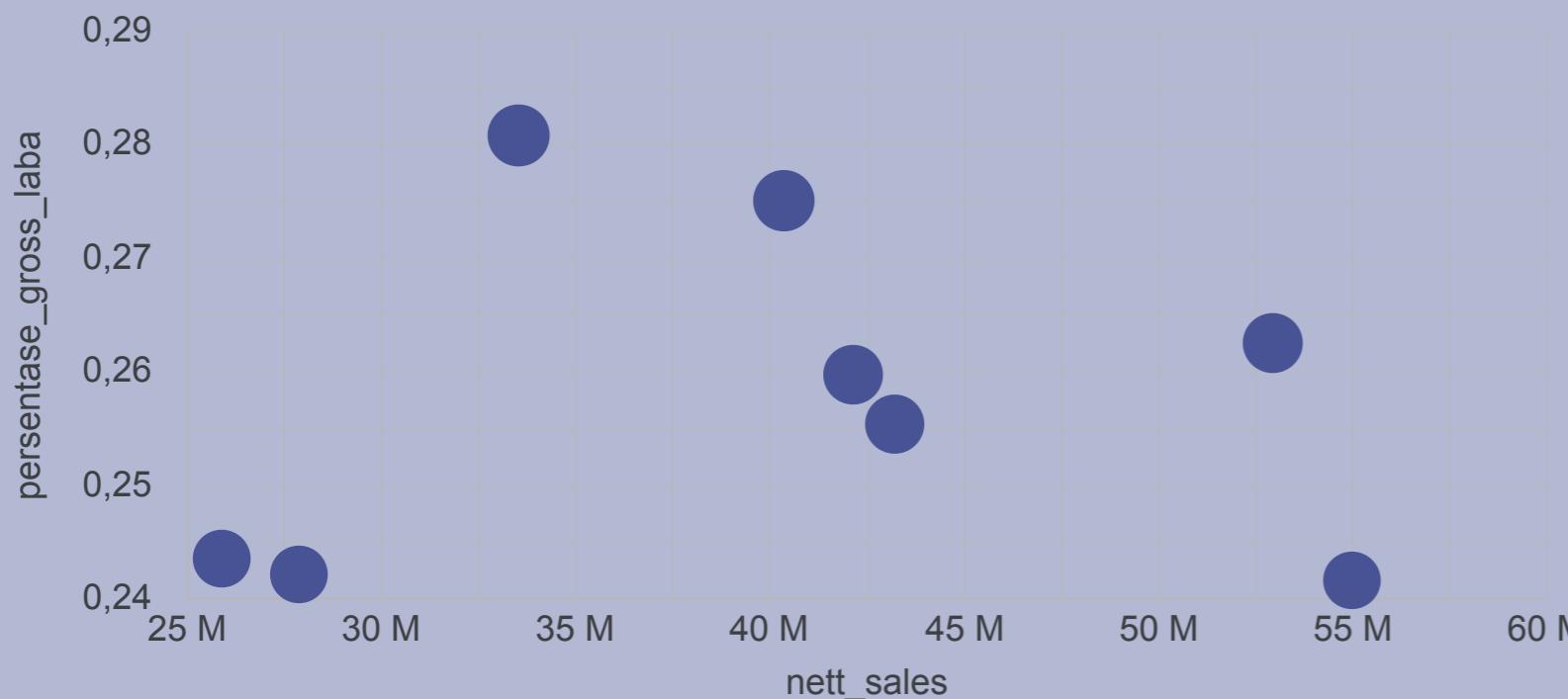
Product Sales & Profit Comparison



Gross Margin (%) by Product



Product Positioning (Sales vs Gross Margin)



Product Detail Performance Table

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

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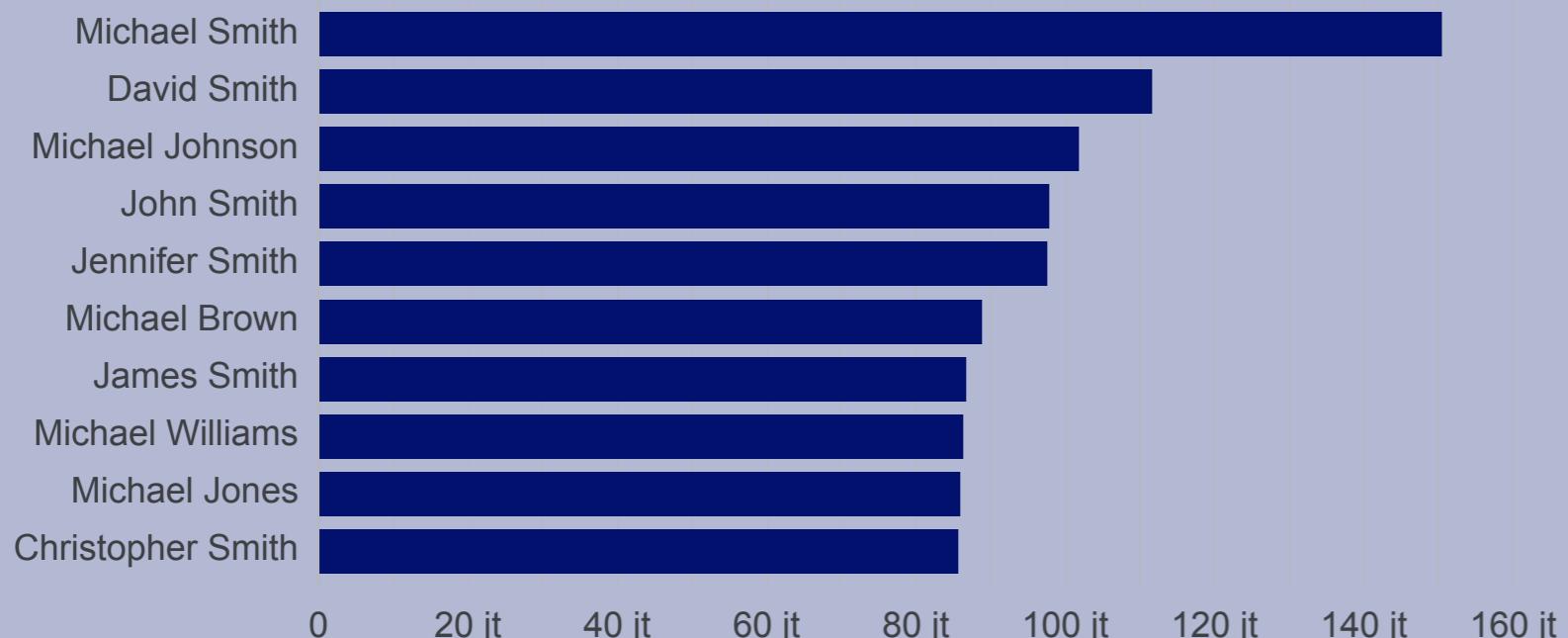
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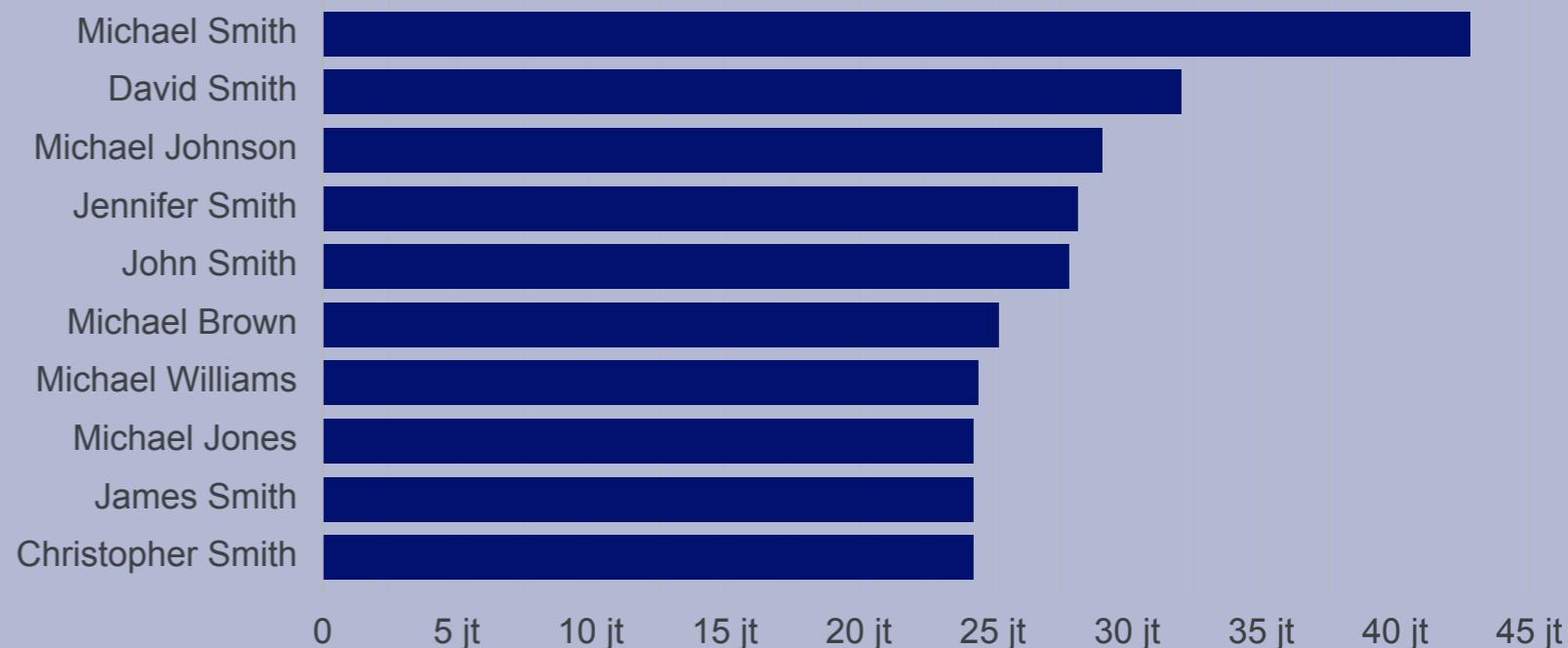
Rating Cabang
4,4

Rating Transaksi
4,0

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 |

1 - 100 / 264601 < >

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 |

1 - 100 / 264601 < >

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 |

1 - 100 / 490059 < >