

INGAT SEHAT INGAT KIMIA FARMA



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PT KIMIA FARMA APOTEK

Apotek



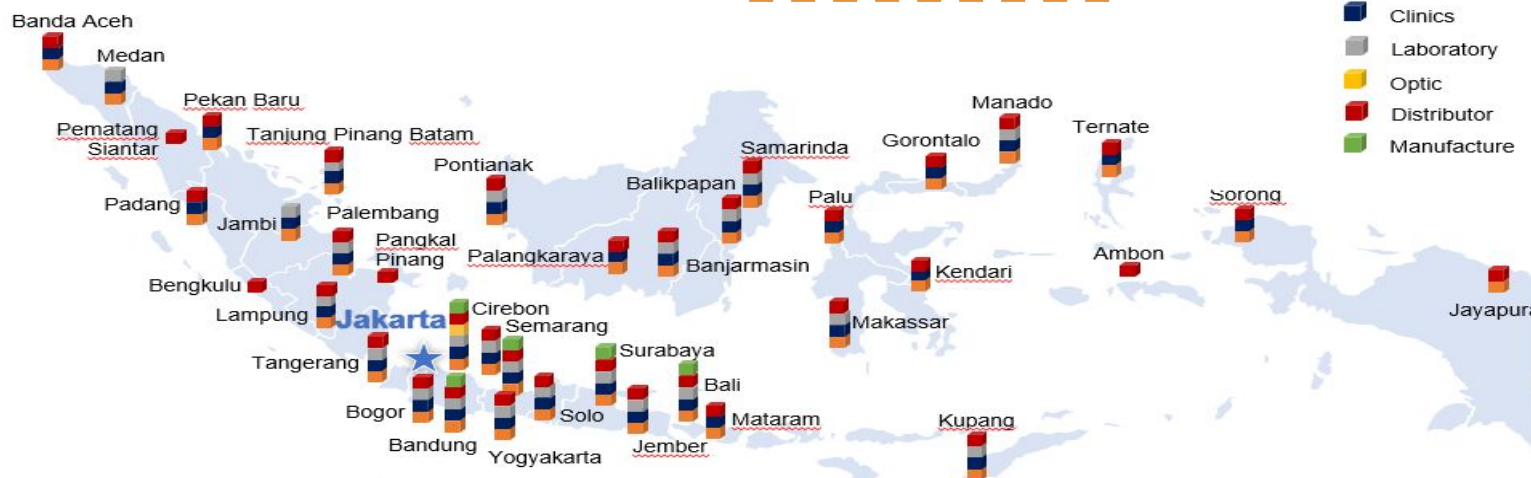
Kimia Farma is the largest integrated healthcare company in Indonesia

End-to-end presence allows Kimia Farma to capture opportunities throughout value chain and provide best-in-class customer



Key Highlight

- 10** manufacturing plants
- 37** Provinces
- 48** distribution points
- 263** Cities/Regencies
- +1,200** pharmacies
- 696** Subdistricts
- +400** clinics
- +2.000** Pharmacist
- +70** diagnostic laboratories
- +1.000** GPs
- +350** Dentists
- +900** Specialists



Source: Management information.



INITIAL FOOTPRINT

- Old model layout
- Traditional drugstore
- Product Oriented
- Focus on transaction



EXPANSION BUSINESS

- Expand >1,000 Stores for increasing accessibility
- Membership Program
- After sales Services
- Services by Pharmacist
- Clinical & Lab Business
- Launching of OSHCS



BUSINESS INNOVATION

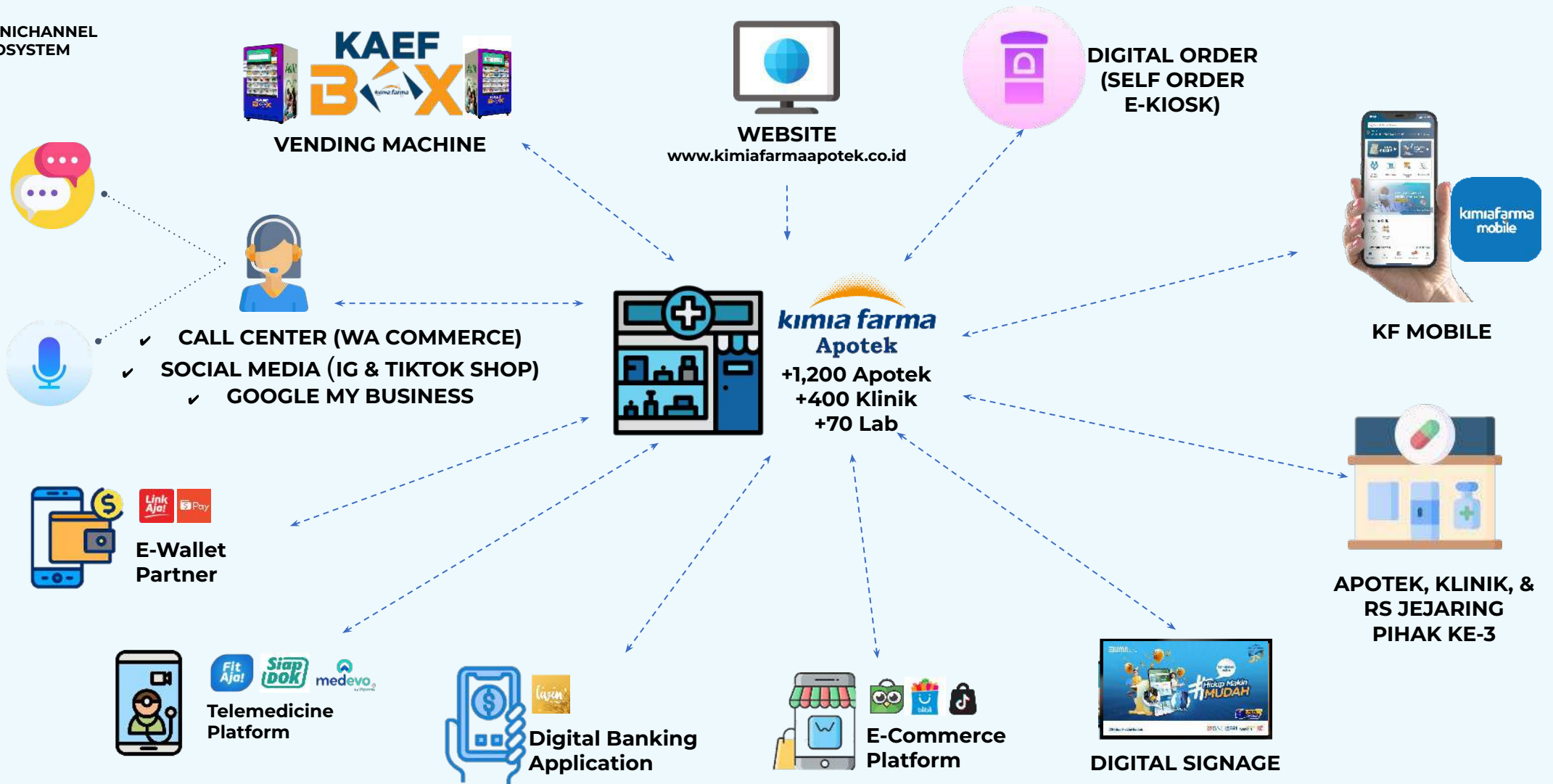
- New Concept retail Pharmacy
- Re-Branding Outlet
- Massive Marketing
- Digital Branding
- Digital Business
- E-Commerce
- KF Home Care pharmacy



FUTURE OF RETAILING

- Agile
- OmniChannel Experience
- Personalized service
- New Marketing
- Data Driven
- Partnership & Collaboration

OMNICHANNEL ECOSYSTEM





Ikut serta dalam mensukseskan Vaksinasi Gotong Royong Covid-19



Paket Isoman Covid-19



Menyediakan Obat Covid-19



CSR Paket Kesehatan untuk Nakes di Jawa Tengah

TRANSFORMATION



THANK YOU

