



INFUSION FLUID

by PT Kasa Husada Wira Jatim



Location

Infusion Fluid Plant Location Plan Desa
Glagahsari, Sukorejo - Pasuruan

Executive Summary

The Concept

Infusion Fluid Plan Investment Plan

The Opportunity

- Only 70% of national infusion fluid demand is covered by suppliers
- Raising brand awareness and customer satisfaction towards PT Kasa Husada Wira Jatim The Potential
- National infusion fluid demand can be 100% covered
- Enabling the presence of state (Indonesia) to meet people needs (mandate of UUD 1945)
- Challenging the dominant presences of foreign manufacturers and suppliers

Remarks - Notes Current Production

Manufacturer	Volume	Units
PT Otsuka Indonesia	18.000.000	btl/yr
PT Widatra Bhakti	90.000.000	btl/yr
PT B. Braun Indonesia	20.000.000	btl/yr
PT Sanbe	10.000.000	btl/yr
PT MJB Pharma	10.000.000	btl/yr
Total	148.000.000	btl/yr
2019 Demand	250.000.000	btl/yr
Gap	102.000.000	btl/yr

Current Production

Manufacturer	Volume	Units
PT Otsuka Indonesia	18.000.000	btl/yr
PT Widatra Bhakti	120.000.000	btl/yr
PT B. Braun Indonesia	50.000.000	btl/yr
PT Sanbe	10.000.000	btl/yr
PT MJB Pharma	30.000.000	btl/yr
Total	228.000.000	btl/yr
2019 Demand	250.000.000	btl/yr
Gap	22.000.000	btl/yr

Remarks Notes

- East Java total population reach 38,5 millions in 2014
- Total hospital in East Java is 328 units (Kemenkes RI 2014)
- Total bed in East Java hospitals are 37.379 beds (Pusdatin Kemenkes RI)
- The ideal infusion fluid ratio is 1 bottle/population/year. It can be concluded that infusion fluid requirement in East Java is 38,5 million infusion bottles per year. However, the current ratio is 0,5 bottle/population/year
- There is a gap between supply and demand of national infusion fluid demand
- BPJS Kesehatan will be fully operating at nationwide scale in 2019
- PT Panca Wira Usaha Jatim have the land with good potential, according to Geoelectrical Study
- East Java Regional Government have UPT Hospital & RSUD in East Java region
- Brand Awareness Kasa Husada in our customers and societies

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Progress in Project

- Feasibility Study has been made for the establishment of Infusion Fluid Plant, in collaboration with the Universitas Surabaya. Infusion Fluid Plant is declared feasible to be implemented and is business opportunity for PT Kasa Husada Wira Jatim.
- Geoelectric Studies have been conducted on the planned land for the location on the Infusion Fluid Plant, and the land is claimed to have 3 potential ground water sources with good quality and capacity.
- Immediately realize all forms of support and establishment of Infusion Fluid Plant, especially the legal aspects, technical aspects, facilities and infrastructure, and financial support.

Analysis

Infusion fluid industry is heavily regulated
 Location selection is taking into account the total productive age population to help us in human resources procurement
 Location selection is taking into account the amount of raw materials available and nieces to distribution channels
 PT Kasa Husada Wira Jatim have decades of experiences, in healthcare equipment procurement



● Internal Aspect ● External Aspect

Tows Matrix

	Strength Strong brand awareness and experience in healthcare equipment procurement	Weakness Not experienced in infusion fluid industry	
Opportunity National infusion fluid demand only 70% covered	SO Strategy 1. Improving the capacity for selling and producing infusion fluids 2. Inviting KHWJ's regular customers, especially hospital to sell outrinfusion fluid	WO Strategy 3. Establishing infusion fluid plant	Vision Become a leading national company in the health sector to meet the needs of hospital and household
Threat There are already 5 major companies providing infusion fluids	ST Strategy 4. Retaining market share from competitors	WT Strategy 5. Conduct analysis to cooperate with existing infusion fluid suppliers	Goals Market and capacity
	Policy Looking for investor to fund the construction of plants with various alternative financing and cooperation models		

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Infusion Fluid Plant Investment Projection

MACHINES AND TOOLS	
Purchase of machines and tools	10.000.000,00 USD
exchange rate IDR to USD	13.300,00 IDR/USD
THE PRICE OF THE MACHINES & TOOLS	133.000.000.000,00 IDR
LAND AND BUILDING	
Land price per meter	10.000,00 m2
land price include landscaping	5.000.000,00 IDR per m2
THE PRICE OF LAND	50.000.000.000,00 IDR
Building	2.500,00 m2
Price of building process	3.000.000,00 IDR per m2
THE PRICE OF BUILDING	7.500.000.000,00 IDR per m2
MEANS, LICENSING AND OTHERS	
	5.000.000.000,00 IDR
INVESTMENT NEEDS	
MACHINES AND TOOLS	133.000.000.000,00 IDR
LAND	50.000.000.000,00 IDR
BUILDING	7.500.000.000,00 IDR
MEANS, LICENSING AND OTHERS	5.000.000.000,00 IDR
TOTAL INVESTMENT NEEDS	
	195.500.000.000,00 IDR

Company Model

Operational Cooperation

Profit sharing between KHWJ/PWU and investor

Build, Operate & Transfer

KHWJ/PWU invites investor with multi-year work schemes

Joint Venture

KHWJ/PWU invites investor to invest with, KHWJ/PWU have majority shared (51%)

Timeline Projection of Infusion Fluid Plant

