

## **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 nationalwide 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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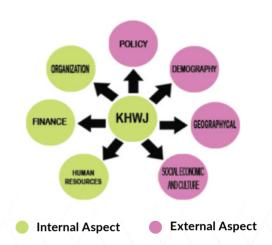
## **Progress in Project**

- 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



#### **Tows Matrix**

	Strength Strong brand awareness and experience in healthcare equipment procurement		
	SÓ Strategy  1. Improving the capacity for selling and producing infusion fluids  2. Inviting KHWJ's regular customers, especially hospital to sell outrinfusion fluid	plant	Vision  Become a leading national company in the health sector to meet the needs of hospital and household
	ST Strategy  4. Retaining market share from competitors	WT Strategy 5. Conduct analysis to cooperate with existing infusion fluid suppliers	
	Policy Looking for investor to fund the	ne construction of plants with	

various alternative financing and coorporation 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	
AND AND BUILDING		
and price per meter	10.000,00 m2	
and 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 IDR	
INVESTMENT NEEDS		
MACHINES AND TOOLS	133.000.000.000,00 IDR	
AND	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**



+3 months of installation & trial running 6-12 months of validation process +6 months legislation process 29 - 35 months to enter the market

In Vendor Site

In Plant

In Plant

P2T Prov. Jatim & BPOM

