

| Revenue (Monthly)<br>Period : 2024-09-01 - 2024-09-27 |         |               |                                        |            |        |        |       |           |                |                  |               |                    |        |       |                        |        |       |                |                  |             |             |             |                             |       |        |       |                 |                  |             |             |             |       |         |                |           |             |     |
|-------------------------------------------------------|---------|---------------|----------------------------------------|------------|--------|--------|-------|-----------|----------------|------------------|---------------|--------------------|--------|-------|------------------------|--------|-------|----------------|------------------|-------------|-------------|-------------|-----------------------------|-------|--------|-------|-----------------|------------------|-------------|-------------|-------------|-------|---------|----------------|-----------|-------------|-----|
| RSM                                                   | RDM     | PENGELOLA     | CLINIC                                 | STATUS     | NEW    |        |       |           |                |                  |               | TOTAL UPSSELL UNIT |        |       | UPSALE FROM NEW MEMBER |        |       |                |                  |             |             |             | UPSALE FROM EXISTING MEMBER |       |        |       |                 |                  |             |             |             |       | CICILAN |                |           | DP          | ODC |
|                                                       |         |               |                                        |            | PROJO  | TARGET | NEW   | NEW > 399 | PROJO SPENDING | POTENSI SPENDING | TOTAL         | PROJO              | TARGET | TOTAL | PROJO                  | TARGET | TOTAL | PROJO SPENDING | POTENSI SPENDING | TOTAL       | MEMBERSHIP  | TREATM ENT  | POTENTI AL                  | PROJO | TARGET | TOTAL | PROJO SPENDIN G | POTENSI SPENDING | TOTAL       | MEMBERSHIP  | TREATMENT   | TOTAL | AUTOPAY | MANUAL PAYMENT |           |             |     |
| R-DARLIANTI                                           | PUTRIKA | FAJAR         | NC- SEMARANG ERLANGGA                  | NEW-SCHEMA | 115.70 | 100    | 108   | 94        | 175.40         | 100,000,000      | 163,691,000   | 37.80              | 170    | 60    | 37.30                  | 69     | 24    | 26.40          | 69,000,000       | 16,984,000  | 10,486,000  | 6,498,000   | 288                         | 38    | 101    | 36    | 85.50           | 101,000,000      | 80,623,500  | 66,024,300  | 14,599,200  | 0     | 0       | 0              | 0         | 12,561,100  |     |
| R-HANNY                                               | KARTIKA | FILBERT       | NC-MALL CIBINONG CITY BOGOR            | NEW-SCHEMA | 165.00 | 100    | 154   | 137       | 158.50         | 100,000,000      | 147,961,000   | 28.60              | 187    | 50    | 31.60                  | 105    | 31    | 51.60          | 105,000,000      | 50,540,100  | 26,614,100  | 23,926,000  | 234                         | 25    | 82     | 19    | 34.40           | 82,000,000       | 26,296,000  | 22,996,000  | 3,300,000   | 0     | 0       | 0              | 0         | 25,487,950  |     |
| R-SUSI                                                | KARTIKA | LASMA         | NC-MALL ARTHA GADING JAKARTA           | NEW-SCHEMA | 138.20 | 100    | 129   | 128       | 156.00         | 100,000,000      | 145,620,000   | 23.50              | 201    | 44    | 33.40                  | 77     | 24    | 32.00          | 77,000,000       | 23,032,000  | 9,991,000   | 13,041,000  | 354                         | 17    | 124    | 20    | 25.00           | 124,000,000      | 28,989,000  | 20,491,000  | 8,498,000   | 0     | 0       | 0              | 0         | 10,643,000  |     |
| R-JUNIANSYAH                                          | SATYA   | LENTINA       | NC-MALL TANGCITY TANGERANG             | NEW-SCHEMA | 85.70  | 100    | 80    | 80        | 142.50         | 100,000,000      | 132,985,000   | 54.50              | 57     | 29    | 48.90                  | 57     | 26    | 64.90          | 57,000,000       | 34,550,150  | 26,751,050  | 7,799,100   | 1                           | 0     | 0      | 3     | 0.00            | 0                | 7,792,000   | 7,792,000   | 0           | 0     | 0       | 0              | 2,600,800 |             |     |
| R-SUSI WU                                             | KARTIKA | SUSI WU       | NC-PANTAI INDAH KAPUK GI               | NEW-SCHEMA | 88.90  | 100    | 83    | 83        | 105.90         | 100,000,000      | 98,862,726    | 47.00              | 164    | 72    | 59.30                  | 65     | 36    | 57.80          | 65,000,000       | 35,037,000  | 14,992,000  | 20,045,000  | 283                         | 39    | 99     | 36    | 64.30           | 99,000,000       | 59,373,966  | 33,812,500  | 25,561,466  | 0     | 0       | 0              | 0         | 2,397,000   |     |
| R-JUNIANSYAH                                          | SATYA   | RIDWAN        | NC-MALL LIVING WORLD PEKANBARU         | NEW-SCHEMA | 77.10  | 100    | 72    | 72        | 103.60         | 100,000,000      | 96,737,000    | 48.60              | 183    | 83    | 76.00                  | 55     | 39    | 92.70          | 55,000,000       | 47,610,400  | 26,279,000  | 21,331,400  | 367                         | 37    | 128    | 44    | 71.90           | 128,000,000      | 85,881,000  | 64,239,000  | 21,642,000  | 0     | 0       | 0              | 0         | 2,619,000   |     |
| R-JUNIANSYAH                                          | KARTIKA | SOFIE         | NC-MALL CITRALAND GROGOL JAKARTA       | NEW-SCHEMA | 102.90 | 100    | 96    | 96        | 90.20          | 100,000,000      | 84,180,000    | 17.20              | 199    | 32    | 32.50                  | 56     | 17    | 56.20          | 56,000,000       | 29,373,000  | 13,488,000  | 15,885,000  | 408                         | 11    | 143    | 15    | 31.20           | 143,000,000      | 41,650,000  | 7,797,000   | 33,853,000  | 0     | 0       | 0              | 0         | 6,111,410   |     |
| R-JUNIANSYAH                                          | KARTIKA | LENTINA       | NC-JUANDA MEDAN                        | NORMAL     | 65.40  | 100    | 61    | 61        | 89.30          | 100,000,000      | 83,392,200    | 37.70              | 91     | 32    | 41.50                  | 31     | 12    | 38.30          | 31,000,000       | 11,084,000  | 5,492,000   | 5,592,000   | 172                         | 36    | 60     | 20    | 110.00          | 60,000,000       | 61,616,000  | 30,322,000  | 31,294,000  | 0     | 0       | 0              | 0         | 888,500     |     |
| R-RIZKY AGUSTIA                                       | SATYA   | RIZKY AGUSTIA | NC-MALL FX SUDIRMAN JAKARTA - PRESALES | NEW-SCHEMA | 100.70 | 100    | 94    | 89        | 77.50          | 100,000,000      | 72,298,000    | 22.50              | 143    | 30    | 33.60                  | 67     | 21    | 24.30          | 67,000,000       | 15,196,000  | 13,899,000  | 1,297,000   | 216                         | 13    | 76     | 9     | 12.00           | 76,000,000       | 8,497,000   | 6,998,000   | 1,499,000   | 0     | 0       | 0              | 0         | 8,747,100   |     |
| R-DARLIANTI                                           | PUTRIKA | SRI           | NC-MALL REVO BEKASI                    | NEW-SCHEMA | 95.40  | 100    | 89    | 84        | 77.50          | 100,000,000      | 72,293,000    | 63.30              | 154    | 91    | 51.40                  | 50     | 24    | 63.70          | 50,000,000       | 29,735,000  | 13,792,000  | 15,943,000  | 298                         | 69    | 104    | 67    | 80.20           | 104,000,000      | 77,824,000  | 59,873,000  | 17,951,000  | 0     | 0       | 0              | 0         | 3,523,800   |     |
| R-JUNIANSYAH                                          | SATYA   | MAULINA       | NC-SURABAYA - IMAM BONJOL              | NEW-SCHEMA | 52.50  | 100    | 49    | 49        | 71.90          | 100,000,000      | 67,092,450    | 5.30               | 81     | 4     | 11.50                  | 28     | 3     | 17.50          | 28,000,000       | 4,570,000   | 0           | 4,570,000   | 151                         | 2     | 53     | 1     | 4.80            | 53,000,000       | 2,397,000   | 2,397,000   | 0           | 0     | 0       | 0              | 0         |             |     |
| R-RIRIN                                               | PUTRIKA | RIRIN         | NC-MALL CINERE DEPOK                   | NEW-SCHEMA | 101.80 | 100    | 95    | 60        | 71.90          | 100,000,000      | 67,073,000    | 60.50              | 163    | 92    | 80.40                  | 84     | 63    | 80.00          | 84,000,000       | 62,690,840  | 34,568,000  | 28,122,840  | 225                         | 39    | 79     | 29    | 70.40           | 79,000,000       | 51,872,000  | 40,027,000  | 11,845,000  | 0     | 0       | 0              | 0         | 8,656,000   |     |
| R-DARLIANTI                                           | PUTRIKA | DARLIANTI     | NC-BEKASI HARAPAN INDAH                | NORMAL     | 61.10  | 100    | 57    | 57        | 60.60          | 100,000,000      | 56,553,550    | 18.80              | 131    | 23    | 31.30                  | 24     | 7     | 31.20          | 24,000,000       | 6,995,000   | 5,297,000   | 1,698,000   | 305                         | 16    | 107    | 16    | 30.90           | 107,000,000      | 30,839,000  | 16,400,000  | 14,439,000  | 0     | 0       | 0              | 0         | 3,212,280   |     |
| R-RIRIN                                               | PUTRIKA | Ida           | NC-MAL KAMAJA JAKARTA                  | NEW-SCHEMA | 73.90  | 100    | 69    | 60        | 49.60          | 100,000,000      | 46,293,000    | 54.30              | 156    | 79    | 72.50                  | 68     | 46    | 38.40          | 68,000,000       | 24,375,000  | 18,783,000  | 5,592,000   | 250                         | 40    | 88     | 33    | 79.30           | 88,000,000       | 65,169,000  | 50,469,000  | 14,700,000  | 0     | 0       | 0              | 0         | 2,950,500   |     |
| R-JUNIANSYAH                                          | SATYA   | JUNIANSYAH    | NC-JEMBER                              | NEW-SCHEMA | 70.70  | 100    | 66    | 53        | 37.00          | 100,000,000      | 34,518,000    | 27.10              | 87     | 22    | 17.50                  | 49     | 8     | 5.30           | 49,000,000       | 2,404,300   | 1,138,500   | 1,265,800   | 108                         | 40    | 38     | 14    | 25.70           | 38,000,000       | 9,116,050   | 4,367,050   | 4,749,000   | 0     | 0       | 0              | 0         | 299,500     |     |
| R-RIRIN                                               | ERIKA   | NOVI          | NC-CIDENG TIMUR                        | NEW-SCHEMA | 55.70  | 100    | 52    | 48        | 33.30          | 100,000,000      | 31,065,000    | 71.80              | 91     | 61    | 92.30                  | 36     | 31    | 87.40          | 36,000,000       | 29,379,150  | 12,821,000  | 16,558,150  | 157                         | 58    | 55     | 30    | 186.60          | 55,000,000       | 95,813,000  | 66,070,000  | 29,743,000  | 0     | 0       | 0              | 0         | 7,608,450   |     |
| R-HANNY                                               | KARTIKA | EVELYN        | NC-KARTINI                             | NEW-SCHEMA | 42.90  | 100    | 40    | 36        | 31.00          | 100,000,000      | 28,962,000    | 40.30              | 85     | 32    | 23.40                  | 32     | 7     | 34.80          | 32,000,000       | 10,395,000  | 1,600,000   | 8,795,000   | 151                         | 51    | 53     | 25    | 175.70          | 53,000,000       | 86,923,000  | 47,291,000  | 39,632,000  | 0     | 0       | 0              | 0         | 4,728,500   |     |
| TOTAL                                                 |         |               |                                        |            | 91.11  | 1,700  | 1,394 | 1,287     | 93.44          | 1,700,000,000    | 1,429,576,926 | 39.65              | 2,343  | 836   | 48.85                  | 953    | 419   | 50.59          | 953,000,000      | 433,950,940 | 235,991,650 | 197,959,290 | 3,968                       | 33.33 | 1,390  | 417   | 65.60           | 1,390,000,000    | 820,671,516 | 547,365,850 | 273,305,666 | 0     | 0       | 0              | 0         | 103,034,890 |     |