

| Revenue (Monthly)<br>Period : 2024-09-01 - 2024-09-28 |         |               |                                        |            |        |        |       |           |                |                  |               |                   |        |       |                        |        |       |                |                  |             |             |             |                             |       |        |       |                 |                  |             |             |             |       |         |                |           |             |     |
|-------------------------------------------------------|---------|---------------|----------------------------------------|------------|--------|--------|-------|-----------|----------------|------------------|---------------|-------------------|--------|-------|------------------------|--------|-------|----------------|------------------|-------------|-------------|-------------|-----------------------------|-------|--------|-------|-----------------|------------------|-------------|-------------|-------------|-------|---------|----------------|-----------|-------------|-----|
| RSM                                                   | RDM     | PENGELOLA     | CLINIC                                 | STATUS     | NEW    |        |       |           |                |                  |               | TOTAL UPSELL 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 | 114.80 | 100    | 111   | 94        | 170.40         | 100,000,000      | 164,688,000   | 35.90             | 176    | 61    | 36.00                  | 69     | 24    | 25.50          | 69,000,000       | 16,984,000  | 10,486,000  | 6,498,000   | 307                         | 36    | 107    | 37    | 78.10           | 107,000,000      | 80,823,500  | 66,024,300  | 14,799,200  | 0     | 0       | 0              | 0         | 12,920,500  |     |
| R-HANNY                                               | KARTIKA | FILBERT       | NC-MALL CIBINONG CITY BOGOR            | NEW-SCHEMA | 168.60 | 100    | 163   | 144       | 160.70         | 100,000,000      | 155,356,000   | 30.40             | 187    | 55    | 34.50                  | 105    | 35    | 59.60          | 105,000,000      | 60,474,100  | 35,908,100  | 24,566,000  | 234                         | 25    | 82     | 20    | 33.80           | 82,000,000       | 26,795,000  | 22,996,000  | 3,799,000   | 0     | 0       | 0              | 0         | 28,305,950  |     |
| R-SUSI                                                | KARTIKA | LASMA         | NC-MALL ARTHA GADING JAKARTA           | NEW-SCHEMA | 140.70 | 100    | 136   | 135       | 156.20         | 100,000,000      | 151,020,000   | 24.20             | 201    | 47    | 32.20                  | 77     | 24    | 30.90          | 77,000,000       | 23,032,000  | 9,991,000   | 13,041,000  | 354                         | 19    | 124    | 23    | 32.40           | 124,000,000      | 38,885,000  | 23,088,000  | 15,797,000  | 0     | 0       | 0              | 0         | 10,643,000  |     |
| R-JUNIANSYAH                                          | SATYA   | LENTINA       | NC-MALL TANGCITY TANGERANG             | NEW-SCHEMA | 93.10  | 100    | 90    | 90        | 151.40         | 100,000,000      | 146,373,000   | 58.10             | 57     | 32    | 52.60                  | 57     | 29    | 70.00          | 57,000,000       | 38,593,300  | 30,794,200  | 7,799,100   | 1                           | 0     | 0      | 3     | 0.00            | 0                | 7,792,000   | 7,792,000   | 0           | 0     | 0       | 0              | 2,600,800 |             |     |
| R-JUNIANSYAH                                          | HETTY   | RIDWAN        | NC-MALL LIVING WORLD PEKANBARU         | NEW-SCHEMA | 82.80  | 100    | 80    | 80        | 111.00         | 100,000,000      | 107,329,000   | 48.60             | 183    | 86    | 77.10                  | 55     | 41    | 91.40          | 55,000,000       | 48,608,400  | 26,279,000  | 22,329,400  | 367                         | 36    | 128    | 45    | 71.40           | 128,000,000      | 88,381,000  | 66,739,000  | 21,642,000  | 0     | 0       | 0              | 0         | 3,619,000   |     |
| R-SUSI WU                                             | KARTIKA | SUSI WU       | NC-PANTAI INDAH KAPUK GI               | NEW-SCHEMA | 87.90  | 100    | 85    | 85        | 103.50         | 100,000,000      | 100,062,726   | 45.00             | 168    | 73    | 57.30                  | 65     | 36    | 55.80          | 65,000,000       | 35,037,000  | 14,992,000  | 20,045,000  | 295                         | 37    | 103    | 37    | 62.00           | 103,000,000      | 61,770,966  | 36,209,500  | 25,561,466  | 0     | 0       | 0              | 0         | 2,397,000   |     |
| R-JUNIANSYAH                                          | SATYA   | SOFIE         | NC-MALL CITRALAND GROGOL JAKARTA       | NEW-SCHEMA | 108.60 | 100    | 105   | 105       | 95.10          | 100,000,000      | 91,977,000    | 16.60             | 199    | 32    | 31.40                  | 56     | 17    | 54.30          | 56,000,000       | 29,373,000  | 13,488,000  | 15,885,000  | 408                         | 11    | 143    | 15    | 30.10           | 143,000,000      | 41,650,000  | 7,797,000   | 33,853,000  | 0     | 0       | 0              | 0         | 6,455,910   |     |
| R-JUNIANSYAH                                          | HETTY   | LENTINA       | NC-JUANDA MEDAN                        | NORMAL     | 64.10  | 100    | 62    | 62        | 89.90          | 100,000,000      | 86,888,200    | 40.90             | 91     | 36    | 43.40                  | 31     | 13    | 40.00          | 31,000,000       | 11,983,000  | 6,391,000   | 5,592,000   | 172                         | 40    | 60     | 23    | 114.40          | 60,000,000       | 66,376,200  | 32,819,000  | 33,557,200  | 0     | 0       | 0              | 0         | 888,500     |     |
| R-RIZKY AGUSTIA                                       | SATYA   | RIZKY AGUSTIA | NC-MALL FX SUDIRMAN JAKARTA - PRESALES | NEW-SCHEMA | 104.50 | 100    | 101   | 92        | 77.50          | 100,000,000      | 74,894,000    | 22.40             | 143    | 31    | 34.00                  | 67     | 22    | 24.10          | 67,000,000       | 15,597,000  | 14,300,000  | 1,297,000   | 216                         | 12    | 76     | 9     | 11.60           | 76,000,000       | 8,497,000   | 6,998,000   | 1,499,000   | 0     | 0       | 0              | 0         | 9,031,600   |     |
| R-DARLIANTI                                           | PUTRIKA | SRI           | NC-MALL REVO BEKASI                    | NEW-SCHEMA | 95.20  | 100    | 92    | 86        | 76.90          | 100,000,000      | 74,292,000    | 62.50             | 154    | 93    | 51.70                  | 50     | 25    | 67.80          | 50,000,000       | 32,784,000  | 15,592,000  | 17,192,000  | 298                         | 68    | 104    | 68    | 80.00           | 104,000,000      | 80,423,000  | 61,472,000  | 18,951,000  | 0     | 0       | 0              | 0         | 4,702,300   |     |
| R-JUNIANSYAH                                          | SATYA   | MAULINA       | NC-SURABAYA - IMAM BONJOL              | NEW-SCHEMA | 54.80  | 100    | 53    | 53        | 75.70          | 100,000,000      | 73,186,450    | 5.10              | 81     | 4     | 11.10                  | 28     | 3     | 16.90          | 28,000,000       | 4,570,000   | 0           | 4,570,000   | 151                         | 2     | 53     | 1     | 4.70            | 53,000,000       | 2,397,000   | 2,397,000   | 0           | 0     | 0       | 0              | 0         |             |     |
| R-RIRIN                                               | ERIKA   | RIRIN         | NC-MALL CINERE DEPOK                   | NEW-SCHEMA | 102.40 | 100    | 99    | 62        | 71.50          | 100,000,000      | 69,071,000    | 62.80             | 163    | 99    | 82.50                  | 84     | 67    | 84.40          | 84,000,000       | 68,532,840  | 40,261,000  | 28,271,840  | 225                         | 42    | 79     | 32    | 76.40           | 79,000,000       | 58,367,000  | 46,522,000  | 11,845,000  | 0     | 0       | 0              | 0         | 10,733,000  |     |
| R-DARLIANTI                                           | PUTRIKA | DARLIANTI     | NC-BEKASI HARAPAN INDAH                | NORMAL     | 66.20  | 100    | 64    | 64        | 64.90          | 100,000,000      | 62,746,550    | 20.50             | 131    | 26    | 30.20                  | 24     | 7     | 30.20          | 24,000,000       | 6,995,000   | 5,297,000   | 1,698,000   | 305                         | 18    | 107    | 19    | 41.00           | 107,000,000      | 42,388,000  | 17,299,000  | 25,089,000  | 0     | 0       | 0              | 0         | 3,212,280   |     |
| R-RIRIN                                               | ERIKA   | Ida           | NC-MAL KAMAJA JAKARTA                  | NEW-SCHEMA | 76.60  | 100    | 74    | 61        | 49.30          | 100,000,000      | 47,689,000    | 53.10             | 156    | 80    | 70.00                  | 68     | 46    | 37.10          | 68,000,000       | 24,375,000  | 18,783,000  | 5,592,000   | 250                         | 40    | 88     | 34    | 78.40           | 88,000,000       | 66,668,000  | 51,968,000  | 14,700,000  | 0     | 0       | 0              | 0         | 2,950,500   |     |
| R-JUNIANSYAH                                          | SATYA   | JUNIANSYAH    | NC-JEMBER                              | NEW-SCHEMA | 81.70  | 100    | 79    | 66        | 43.20          | 100,000,000      | 41,735,100    | 26.20             | 87     | 22    | 16.90                  | 49     | 8     | 5.10           | 49,000,000       | 2,404,300   | 1,138,500   | 1,265,800   | 108                         | 38    | 38     | 14    | 24.80           | 38,000,000       | 9,116,050   | 4,367,050   | 4,749,000   | 0     | 0       | 0              | 0         | 738,500     |     |
| R-RIRIN                                               | ERIKA   | NOVI          | NC-CIDENG TIMUR                        | NEW-SCHEMA | 56.90  | 100    | 55    | 49        | 33.80          | 100,000,000      | 32,662,000    | 75.00             | 91     | 66    | 92.00                  | 36     | 32    | 86.10          | 36,000,000       | 29,979,150  | 13,421,000  | 16,558,150  | 157                         | 64    | 55     | 34    | 190.40          | 55,000,000       | 101,205,000 | 69,367,000  | 31,838,000  | 0     | 0       | 0              | 0         | 8,283,910   |     |
| R-HANNY                                               | KARTIKA | EVELYN        | NC-KARTINI                             | NEW-SCHEMA | 43.40  | 100    | 42    | 36        | 30.80          | 100,000,000      | 29,760,000    | 45.00             | 85     | 37    | 29.10                  | 32     | 9     | 36.20          | 32,000,000       | 11,194,000  | 1,600,000   | 9,594,000   | 151                         | 55    | 53     | 28    | 174.70          | 53,000,000       | 89,523,000  | 49,291,000  | 40,232,000  | 0     | 0       | 0              | 0         | 5,469,800   |     |
| TOTAL                                                 |         |               |                                        |            | 93.97  | 1,700  | 1,491 | 1,364     | 95.15          | 1,700,000,000    | 1,509,730,026 | 40.07             | 2,353  | 880   | 49.24                  | 953    | 438   | 51.77          | 953,000,000      | 460,516,090 | 258,721,800 | 201,794,290 | 3,999                       | 33.83 | 1,400  | 442   | 66.66           | 1,400,000,000    | 871,057,716 | 573,145,850 | 297,911,866 | 0     | 0       | 0              | 0         | 112,952,550 |     |