

| Revenue (Monthly)<br>Period : 2024-10-01 - 2024-10-09 |         |               |                                        |            |        |        |     |           |                |                  |             |                   |        |       |                        |        |       |      |                |                  |             |             |            |           |                             |        |       |      |                |                  |             |            |             |           |           |        |       |      |                |                  |             |   |            |     |
|-------------------------------------------------------|---------|---------------|----------------------------------------|------------|--------|--------|-----|-----------|----------------|------------------|-------------|-------------------|--------|-------|------------------------|--------|-------|------|----------------|------------------|-------------|-------------|------------|-----------|-----------------------------|--------|-------|------|----------------|------------------|-------------|------------|-------------|-----------|-----------|--------|-------|------|----------------|------------------|-------------|---|------------|-----|
| RSM                                                   | RDM     | PENGELOLA     | CLINIC                                 | STATUS     | NEW    |        |     |           |                |                  |             | TOTAL UPSELL UNIT |        |       | UPSALF FROM NEW MEMBER |        |       |      |                |                  |             |             |            |           | UPSALF FROM EXISTING MEMBER |        |       |      |                |                  |             |            |             |           | RETENTION |        |       |      |                |                  |             |   | DP         | ODC |
|                                                       |         |               |                                        |            | PROJO  | TARGET | NEW | NEW > 399 | PROJO SPENDING | POTENSI SPENDING | TOTAL       | PROJO             | TARGET | TOTAL | PROJO                  | TARGET | TOTAL | SHOW | PROJO SPENDING | POTENSI SPENDING | TOTAL       | MEMBERSHIP  | TREATMENT  | POTENTIAL | PROJO                       | TARGET | TOTAL | SHOW | PROJO SPENDING | POTENSI SPENDING | TOTAL       | MEMBERSHIP | TREATMENT   | POTENTIAL | PROJO     | TARGET | TOTAL | SHOW | PROJO SPENDING | POTENSI SPENDING | TOTAL       |   |            |     |
| R-JUNIANSYAH                                          | SATYA   | MAULINA       | NC-SURABAYA - IMAM BONJOL              | NEW-SCHEMA | 83.70  | 100    | 27  | 27        | 241.30         | 100,000,000      | 77,831,000  | 49.80             | 81     | 13    | 93.00                  | 30     | 9     | 11   | 262.20         | 15,000,000       | 12,687,000  | 6,690,000   | 5,997,000  | 193       | 14                          | 68     | 3     | 29   | 111.40         | 34,000,000       | 12,223,000  | 0          | 12,223,000  | 85        | 6.10      | 51     | 1     | 0    | 13.70          | 40,800,000       | 1,797,000   | 0 | 0          |     |
| R-HANNY                                               | KARTIKA | FILBERT       | NC-MALL CIBINONG CITY BOGOR            | NEW-SCHEMA | 210.80 | 100    | 68  | 68        | 202.20         | 100,000,000      | 65,229,000  | 20.70             | 240    | 16    | 33.70                  | 92     | 10    | 47   | 87.90          | 46,000,000       | 13,042,000  | 6,195,000   | 6,847,000  | 455       | 6                           | 159    | 3     | 97   | 10.30          | 79,500,000       | 2,653,000   | 0          | 2,653,000   | 246       | 6.30      | 148    | 3     | 8    | 15.40          | 118,400,000      | 5,893,000   | 0 | 7,727,400  |     |
| R-DARLIANTI                                           | PUTRIKA | FAJAR         | NC- SEMARANG ERLANGGA                  | NEW-SCHEMA | 108.50 | 100    | 35  | 35        | 164.40         | 100,000,000      | 53,018,000  | 56.70             | 153    | 28    | 78.80                  | 59     | 15    | 15   | 92.60          | 29,500,000       | 8,812,000   | 8,164,000   | 648,000    | 362       | 22                          | 127    | 9     | 76   | 11.00          | 63,500,000       | 2,246,000   | 0          | 2,246,000   | 157       | 13.20     | 94     | 4     | 1    | 21.20          | 75,200,000       | 5,135,600   | 0 | 1,987,400  |     |
| R-JUNIANSYAH                                          | SATYA   | LENTINA       | NC-MALL TANGCITY TANGERANG             | NEW-SCHEMA | 77.50  | 100    | 25  | 25        | 153.90         | 100,000,000      | 49,651,000  | 24.50             | 76     | 6     | 24.30                  | 51     | 4     | 12   | 38.90          | 25,500,000       | 3,198,000   | 1,398,000   | 1,800,000  | 130       | 14                          | 46     | 2     | 31   | 5.70           | 23,000,000       | 425,000     | 0          | 425,000     | 42        | 0.00      | 25     | 0     | 2    | 0.00           | 20,000,000       | 0           | 0 | 359,400    |     |
| R-DARLIANTI                                           | PUTRIKA | SRI           | NC-MALL REVO BEKASI                    | NEW-SCHEMA | 130.20 | 100    | 42  | 42        | 140.40         | 100,000,000      | 45,298,000  | 33.10             | 150    | 16    | 36.50                  | 51     | 6     | 27   | 113.50         | 25,500,000       | 9,333,000   | 8,893,000   | 440,000    | 387       | 9                           | 135    | 4     | 66   | 12.80          | 67,500,000       | 2,784,000   | 888,000    | 1,896,000   | 165       | 18.80     | 99     | 6     | 9    | 41.50          | 79,200,000       | 10,591,000  | 0 | 0          |     |
| R-RIRIN                                               | ERIKA   | RIRIN         | NC-KEDOYA                              | NORMAL     | 83.70  | 100    | 27  | 23        | 114.30         | 100,000,000      | 36,871,000  | 39.50             | 165    | 21    | 74.80                  | 29     | 7     | 14   | 188.00         | 14,500,000       | 8,792,000   | 4,294,000   | 4,498,000  | 112       | 48                          | 39     | 6     | 24   | 677.90         | 19,500,000       | 42,640,000  | 0          | 42,640,000  | 226       | 18.20     | 136    | 8     | 13   | 82.60          | 108,800,000      | 28,978,000  | 0 | 2,173,300  |     |
| R-RIRIN                                               | ERIKA   | IDA           | NC-MALL GANDARIA CITY                  | NEW-SCHEMA | 136.40 | 50     | 22  | 22        | 215.00         | 50,000,000       | 34,670,000  | 62.00             | 70     | 14    | 64.60                  | 48     | 10    | 8    | 281.50         | 24,000,000       | 21,791,000  | 14,792,000  | 6,999,000  | 52        | 34                          | 18     | 2     | 5    | 117.00         | 9,000,000        | 3,396,000   | 1,397,000  | 1,999,000   | 36        | 28.20     | 22     | 2     | 1    | 147.90         | 17,600,000       | 8,399,000   | 0 | 299,500    |     |
| R-SUSI                                                | KARTIKA | LASMA         | NC-MALL ARTHA GADING JAKARTA           | NEW-SCHEMA | 93.00  | 100    | 30  | 30        | 104.30         | 100,000,000      | 33,651,000  | 38.70             | 192    | 24    | 32.20                  | 77     | 8     | 32   | 100.60         | 38,500,000       | 12,494,000  | 3,096,000   | 9,398,000  | 529       | 13                          | 185    | 8     | 100  | 46.00          | 92,500,000       | 13,719,000  | 4,293,000  | 9,426,000   | 191       | 21.60     | 115    | 8     | 11   | 38.40          | 92,000,000       | 11,384,000  | 0 | 0          |     |
| R-RIRIN                                               | ERIKA   | INDAH         | NC-MAL KAMAJA JAKARTA                  | NEW-SCHEMA | 96.10  | 100    | 31  | 31        | 85.10          | 100,000,000      | 27,462,000  | 52.40             | 201    | 34    | 108.10                 | 43     | 15    | 27   | 225.40         | 21,500,000       | 15,630,000  | 8,388,000   | 7,242,000  | 209       | 34                          | 73     | 8     | 48   | 50.40          | 36,500,000       | 5,932,600   | 0          | 5,932,600   | 263       | 21.60     | 158    | 11    | 17   | 60.80          | 126,400,000      | 24,805,000  | 0 | 2,684,800  |     |
| R-JUNIANSYAH                                          | HETTY   | LENTINA       | NC-JUANDA MEDAN                        | NORMAL     | 46.50  | 100    | 15  | 15        | 79.60          | 100,000,000      | 25,670,000  | 67.60             | 78     | 17    | 103.30                 | 33     | 11    | 9    | 212.00         | 16,500,000       | 11,282,000  | 8,487,000   | 2,795,000  | 240       | 11                          | 84     | 3     | 32   | 24.30          | 42,000,000       | 3,295,000   | 0          | 3,295,000   | 75        | 20.70     | 45     | 3     | 2    | 32.70          | 36,000,000       | 3,794,000   | 0 | 0          |     |
| R-RIRIN                                               | ERIKA   | RIRIN         | NC-MALL CINERE DEPOK                   | NEW-SCHEMA | 127.10 | 100    | 41  | 22        | 71.20          | 100,000,000      | 22,955,000  | 29.70             | 271    | 26    | 84.50                  | 55     | 15    | 18   | 306.80         | 27,500,000       | 27,214,000  | 20,368,000  | 6,846,000  | 207       | 30                          | 72     | 7     | 30   | 39.80          | 36,000,000       | 4,626,000   | 1,529,000  | 3,097,000   | 360       | 5.70      | 216    | 4     | 20   | 14.50          | 172,800,000      | 8,058,500   | 0 | 8,963,075  |     |
| R-JUNIANSYAH                                          | SATYA   | SOFIE         | NC-MALL CITRALAND GROGOL JAKARTA       | NEW-SCHEMA | 62.00  | 100    | 20  | 20        | 68.70          | 100,000,000      | 22,156,000  | 13.10             | 190    | 8     | 11.10                  | 56     | 2     | 24   | 16.60          | 28,000,000       | 1,499,000   | 0           | 1,499,000  | 403       | 4                           | 141    | 2     | 47   | 4.40           | 70,500,000       | 998,000     | 0          | 998,000     | 224       | 9.30      | 134    | 4     | 5    | 33.50          | 107,200,000      | 11,594,000  | 0 | 0          |     |
| R-DARLIANTI                                           | PUTRIKA | DARLIANTI     | NC-BEKASI HARAPAN INDAH                | NORMAL     | 86.80  | 100    | 28  | 28        | 67.80          | 100,000,000      | 21,866,000  | 26.50             | 117    | 10    | 22.70                  | 41     | 3     | 3    | 9.70           | 20,500,000       | 644,500     | 644,500     | 0          | 305       | 6                           | 107    | 2     | 43   | 17.40          | 53,500,000       | 2,999,000   | 0          | 2,999,000   | 126       | 20.40     | 76     | 5     | 5    | 21.90          | 60,800,000       | 4,298,500   | 0 | 1,258,500  |     |
| R-JUNIANSYAH                                          | HETTY   | RIDWAN        | NC-MALL LIVING WORLD PEKANBARU         | NEW-SCHEMA | 34.10  | 100    | 11  | 11        | 64.40          | 100,000,000      | 20,769,000  | 60.40             | 113    | 22    | 18.20                  | 51     | 3     | 21   | 102.00         | 25,500,000       | 8,391,000   | 7,392,000   | 999,000    | 526       | 24                          | 184    | 14    | 102  | 65.70          | 92,000,000       | 19,488,000  | 998,000    | 18,490,000  | 103       | 25.00     | 62     | 5     | 13   | 106.20         | 49,600,000       | 16,993,000  | 0 | 1,000,000  |     |
| R-RIZKY AGUSTIA                                       | SATYA   | RIZKY AGUSTIA | NC-MALL FX SUDIRMAN JAKARTA - PRESALES | NEW-SCHEMA | 105.40 | 100    | 34  | 34        | 62.00          | 100,000,000      | 20,015,600  | 14.40             | 129    | 6     | 21.40                  | 58     | 4     | 22   | 38.40          | 29,000,000       | 3,595,000   | 3,595,000   | 0          | 294       | 3                           | 103    | 1     | 48   | 1.10           | 51,500,000       | 176,600     | 0          | 176,600     | 119       | 4.40      | 71     | 1     | 6    | 4.90           | 56,800,000       | 899,000     | 0 | 1,322,500  |     |
| R-RIRIN                                               | ERIKA   | NOVI          | NC-CIDENG TIMUR                        | NEW-SCHEMA | 49.60  | 100    | 16  | 16        | 56.90          | 100,000,000      | 18,365,000  | 44.00             | 134    | 19    | 31.00                  | 30     | 3     | 17   | 149.80         | 15,000,000       | 7,247,000   | 5,598,000   | 1,649,000  | 124       | 51                          | 43     | 7     | 25   | 112.80         | 21,500,000       | 7,822,000   | 597,000    | 7,225,000   | 174       | 26.80     | 104    | 9     | 8    | 77.40          | 83,200,000       | 20,783,000  | 0 | 2,713,570  |     |
| R-SUSI WU                                             | KARTIKA | SUSI WU       | NC-PANTAI INDAH KAPUK GI               | NEW-SCHEMA | 58.90  | 100    | 19  | 19        | 48.10          | 100,000,000      | 15,510,000  | 49.10             | 139    | 22    | 33.70                  | 46     | 5     | 19   | 38.00          | 23,000,000       | 2,821,000   | 1,672,000   | 1,149,000  | 295       | 18                          | 103    | 6     | 43   | 51.70          | 51,500,000       | 8,590,000   | 2,397,000  | 6,193,000   | 155       | 36.70     | 93     | 11    | 8    | 192.00         | 74,400,000       | 46,087,000  | 0 | 1,018,000  |     |
| R-JUNIANSYAH                                          | SATYA   | JUNIANSYAH    | NC-JEMBER                              | NEW-SCHEMA | 65.10  | 100    | 21  | 21        | 44.60          | 100,000,000      | 14,385,000  | 11.20             | 166    | 6     | 14.40                  | 43     | 2     | 8    | 9.60           | 21,500,000       | 668,000     | 499,000     | 169,000    | 90        | 39                          | 32     | 4     | 12   | 66.50          | 16,000,000       | 3,433,500   | 599,000    | 2,834,500   | 205       | 0.00      | 123    | 0     | 11   | 0.00           | 98,400,000       | 0           | 0 | 0          |     |
| R-HANNY                                               | KARTIKA | EVELYN        | NC-KARTINI                             | NEW-SCHEMA | 34.10  | 100    | 11  | 11        | 26.00          | 100,000,000      | 8,391,000   | 27.70             | 168    | 15    | 42.30                  | 22     | 3     | 6    | 107.60         | 11,000,000       | 3,818,000   | 1,399,000   | 2,419,000  | 90        | 48                          | 32     | 5     | 14   | 621.90         | 16,000,000       | 32,099,000  | 401,000    | 31,698,000  | 244       | 14.90     | 146    | 7     | 10   | 18.30          | 116,800,000      | 6,893,000   | 0 | 5,307,400  |     |
| TOTAL                                                 |         |               |                                        |            | 97.38  | 1,850  | 523 | 500       | 114.27         | 1,850,000,000    | 613,763,600 | 39.27             | 2,833  | 323   | 50.82                  | 915    | 135   | 340  | 130.22         | 457,500,000      | 172,958,500 | 111,564,500 | 61,394,000 | 5,003     | 18.88                       | 1,751  | 96    | 872  | 66.70          | 875,500,000      | 169,545,700 | 13,099,000 | 156,446,700 | 3,196     | 16.52     | 1,918  | 92    | 150  | 48.57          | 1,534,400,000    | 216,382,600 | 0 | 36,814,845 |     |