

| Revenue (Monthly)<br>Period : 2024-10-01 - 2024-10-12 |         |               |                                        |            |        |        |     |           |                |                  |             |                   |        |       |                        |        |       |      |                |                  |             |             |             |           |                             |        |       |       |                |                  |             |             |             |           |           |        |       |      |                |                  |            |   |            |     |
|-------------------------------------------------------|---------|---------------|----------------------------------------|------------|--------|--------|-----|-----------|----------------|------------------|-------------|-------------------|--------|-------|------------------------|--------|-------|------|----------------|------------------|-------------|-------------|-------------|-----------|-----------------------------|--------|-------|-------|----------------|------------------|-------------|-------------|-------------|-----------|-----------|--------|-------|------|----------------|------------------|------------|---|------------|-----|
| RSM                                                   | RDM     | PENGELOLA     | CLINIC                                 | STATUS     | NEW    |        |     |           |                |                  |             | TOTAL UPSELL UNIT |        |       | UPSALE FROM NEW MEMBER |        |       |      |                |                  |             |             |             |           | UPSALE 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       | MEMBERSH P  | TREATMENT   | POTENTIAL | PROJO                       | TARGET | TOTAL | SHOW  | PROJO SPENDING | POTENSI SPENDING | TOTAL       | MEMBERSH P  | TREATMENT   | POTENTIAL | PROJO     | TARGET | TOTAL | SHOW | PROJO SPENDING | POTENSI SPENDING | TOTAL      |   |            |     |
| R-JUNIANSYAH                                          | SATYA   | MAULINA       | NC-SURABAYA - IMAM BONJOL              | NEW-SCHEMA | 81.10  | 100    | 34  | 34        | 221.30         | 100,000,000      | 92,816,000  | 47.10             | 81     | 16    | 95.40                  | 30     | 12    | 15   | 260.40         | 15,000,000       | 16,382,000  | 9,885,000   | 6,497,000   | 193       | 14                          | 68     | 4     | 41    | 98.30          | 34,000,000       | 14,020,000  | 1,797,000   | 12,223,000  | 85        | 0.00      | 51     | 0     | 1    | 0.00           | 40,800,000       | 0          | 0 | 0          |     |
| R-HANNY                                               | KARTIKA | FILBERT       | NC-MALL CIBINONG CITY BOGOR            | NEW-SCHEMA | 214.60 | 100    | 90  | 84        | 201.20         | 100,000,000      | 84,379,000  | 17.90             | 240    | 18    | 31.10                  | 92     | 12    | 66   | 89.10          | 46,000,000       | 17,191,000  | 6,794,000   | 10,397,000  | 455       | 8                           | 159    | 5     | 125   | 28.10          | 79,500,000       | 9,365,000   | 6,492,000   | 2,873,000   | 246       | 1.60      | 148    | 1     | 10   | 1.20           | 118,400,000      | 597,000    | 0 | 10,408,750 |     |
| R-DARLIANTI                                           | PUTRIKA | FAJAR         | NC- SEMARANG ERLANGGA                  | NEW-SCHEMA | 138.30 | 100    | 58  | 57        | 161.10         | 100,000,000      | 67,571,000  | 67.00             | 153    | 43    | 101.00                 | 59     | 25    | 24   | 135.30         | 29,500,000       | 16,732,000  | 15,335,000  | 1,397,000   | 362       | 34                          | 127    | 18    | 103   | 85.50          | 63,500,000       | 22,777,100  | 13,135,100  | 9,642,000   | 157       | 0.00      | 94     | 0     | 3    | 0.00           | 75,200,000       | 0          | 0 | 2,286,900  |     |
| R-RIRIN                                               | ERIKA   | IDA           | NC-MALL GANDARIA CITY                  | NEW-SCHEMA | 209.80 | 50     | 44  | 33        | 271.10         | 50,000,000       | 56,844,000  | 119.20            | 70     | 35    | 134.10                 | 48     | 27    | 19   | 318.00         | 24,000,000       | 32,000,130  | 24,281,000  | 7,719,130   | 52        | 93                          | 18     | 7     | 13    | 659.80         | 9,000,000        | 24,901,040  | 16,393,000  | 8,508,040   | 36        | 10.80     | 22     | 1     | 1    | 18.90          | 17,600,000       | 1,397,000  | 0 | 299,500    |     |
| R-JUNIANSYAH                                          | SATYA   | LENTINA       | NC-MALL TANGCITY TANGERANG             | NEW-SCHEMA | 76.30  | 100    | 32  | 32        | 134.30         | 100,000,000      | 56,338,000  | 34.50             | 76     | 11    | 37.40                  | 51     | 8     | 24   | 129.70         | 25,500,000       | 13,869,050  | 6,666,050   | 7,203,000   | 130       | 16                          | 46     | 3     | 47    | 23.10          | 23,000,000       | 2,225,000   | 0           | 2,225,000   | 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 | 114.50 | 100    | 48  | 48        | 123.30         | 100,000,000      | 51,688,000  | 50.90             | 150    | 32    | 56.10                  | 51     | 12    | 39   | 135.90         | 25,500,000       | 14,528,010  | 12,888,000  | 1,640,010   | 387       | 30                          | 135    | 17    | 86    | 96.80          | 67,500,000       | 27,414,030  | 25,518,000  | 1,896,030   | 165       | 7.20      | 99     | 3     | 16   | 13.50          | 79,200,000       | 4,476,000  | 0 | 0          |     |
| R-JUNIANSYAH                                          | HETTY   | LENTINA       | NC-JUANDA MEDAN                        | NORMAL     | 54.80  | 100    | 23  | 23        | 110.90         | 100,000,000      | 46,502,000  | 67.30             | 78     | 22    | 93.90                  | 33     | 13    | 14   | 223.70         | 16,500,000       | 15,480,000  | 11,685,000  | 3,795,000   | 240       | 26                          | 84     | 9     | 37    | 80.00          | 42,000,000       | 14,082,000  | 9,290,000   | 4,792,000   | 75        | 0.00      | 45     | 0     | 2    | 0.00           | 36,000,000       | 0          | 0 | 0          |     |
| R-SUSI                                                | KARTIKA | LASMA         | NC-MALL ARTHA GADING JAKARTA           | NEW-SCHEMA | 93.00  | 100    | 39  | 39        | 97.90          | 100,000,000      | 41,036,000  | 37.30             | 192    | 30    | 37.20                  | 77     | 12    | 50   | 93.50          | 38,500,000       | 15,092,000  | 4,894,000   | 10,198,000  | 529       | 17                          | 185    | 13    | 140   | 59.30          | 92,500,000       | 23,007,000  | 13,581,000  | 9,426,000   | 191       | 10.40     | 115    | 5     | 17   | 17.30          | 92,000,000       | 6,690,000  | 0 | 100,000    |     |
| R-JUNIANSYAH                                          | SATYA   | SOFIE         | NC-MALL CITRALAND GROGOL JAKARTA       | NEW-SCHEMA | 85.80  | 100    | 36  | 36        | 92.40          | 100,000,000      | 38,756,900  | 20.10             | 190    | 16    | 38.30                  | 56     | 9     | 35   | 46.00          | 28,000,000       | 5,396,040   | 2,597,000   | 2,799,040   | 403       | 12                          | 141    | 7     | 76    | 53.90          | 70,500,000       | 15,945,400  | 14,393,000  | 1,552,400   | 224       | 0.00      | 134    | 0     | 10   | 0.00           | 107,200,000      | 0          | 0 | 2,389,650  |     |
| R-RIRIN                                               | ERIKA   | RIRIN         | NC-KEDOYA                              | NORMAL     | 73.90  | 100    | 31  | 24        | 90.50          | 100,000,000      | 37,967,000  | 39.00             | 165    | 27    | 74.00                  | 29     | 9     | 15   | 199.00         | 14,500,000       | 12,100,000  | 7,492,000   | 4,608,000   | 112       | 110                         | 39     | 18    | 29    | 1,130.10       | 19,500,000       | 92,413,130  | 41,353,100  | 51,060,030  | 226       | 0.00      | 136    | 0     | 15   | 0.00           | 108,800,000      | 0          | 0 | 2,556,700  |     |
| R-JUNIANSYAH                                          | HETTY   | RIDWAN        | NC-MALL LIVING WORLD PEKANBARU         | NEW-SCHEMA | 45.30  | 100    | 19  | 19        | 83.80          | 100,000,000      | 35,151,000  | 59.10             | 113    | 28    | 18.70                  | 51     | 4     | 27   | 92.50          | 25,500,000       | 9,888,000   | 7,392,000   | 2,496,000   | 526       | 29                          | 184    | 22    | 122   | 116.20         | 92,000,000       | 44,829,000  | 23,639,000  | 21,190,000  | 103       | 7.70      | 62     | 2     | 16   | 4.80           | 49,600,000       | 998,000    | 0 | 1,468,300  |     |
| R-DARLIANTI                                           | PUTRIKA | DARLIANTI     | NC-BEKASI HARAPAN INDAH                | NORMAL     | 93.00  | 100    | 39  | 35        | 83.30          | 100,000,000      | 34,949,000  | 30.60             | 117    | 15    | 34.90                  | 41     | 6     | 8    | 14.40          | 20,500,000       | 1,241,500   | 1,241,500   | 0           | 305       | 20                          | 107    | 9     | 53    | 60.20          | 53,500,000       | 13,495,500  | 4,896,500   | 8,599,000   | 126       | 0.00      | 76     | 0     | 7    | 0.00           | 60,800,000       | 0          | 0 | 2,187,000  |     |
| R-RIZKY AGUSTIA                                       | SATYA   | RIZKY AGUSTIA | NC-MALL FX SUDIRMAN JAKARTA - PRESALES | NEW-SCHEMA | 128.80 | 100    | 54  | 52        | 79.40          | 100,000,000      | 33,289,600  | 79.50             | 129    | 43    | 123.30                 | 58     | 30    | 34   | 84.30          | 29,000,000       | 10,247,230  | 5,890,000   | 4,357,230   | 294       | 30                          | 103    | 13    | 62    | 28.90          | 51,500,000       | 6,249,324   | 1,798,000   | 4,451,324   | 119       | 0.00      | 71     | 0     | 8    | 0.00           | 56,800,000       | 0          | 0 | 1,786,500  |     |
| R-RIRIN                                               | ERIKA   | INDAH         | NC-MAL KAMAJA JAKARTA                  | NEW-SCHEMA | 90.60  | 100    | 38  | 31        | 70.70          | 100,000,000      | 29,655,000  | 54.60             | 201    | 46    | 122.00                 | 43     | 22    | 27   | 318.30         | 21,500,000       | 28,697,040  | 9,185,000   | 19,512,040  | 209       | 75                          | 73     | 23    | 57    | 266.90         | 36,500,000       | 40,858,620  | 33,096,000  | 7,762,620   | 263       | 1.50      | 158    | 1     | 21   | 4.10           | 126,400,000      | 2,197,000  | 0 | 2,684,800  |     |
| R-SUSI WU                                             | KARTIKA | SUSI WU       | NC-PANTAI INDAH KAPUK GI               | NEW-SCHEMA | 69.20  | 100    | 29  | 29        | 68.40          | 100,000,000      | 28,686,000  | 65.20             | 139    | 38    | 67.40                  | 46     | 13    | 27   | 105.90         | 23,000,000       | 10,211,000  | 5,263,000   | 4,948,000   | 295       | 53                          | 103    | 23    | 58    | 308.70         | 51,500,000       | 66,670,000  | 56,878,000  | 9,792,000   | 155       | 5.10      | 93     | 2     | 12   | 7.70           | 74,400,000       | 2,397,000  | 0 | 1,547,500  |     |
| R-RIRIN                                               | ERIKA   | RIRIN         | NC-MALL CINERE DEPOK                   | NEW-SCHEMA | 131.20 | 100    | 55  | 23        | 67.80          | 100,000,000      | 28,449,200  | 41.40             | 271    | 47    | 121.40                 | 55     | 28    | 25   | 349.60         | 27,500,000       | 40,318,081  | 26,159,000  | 14,159,081  | 207       | 43                          | 72     | 13    | 38    | 108.50         | 36,000,000       | 16,380,510  | 8,457,500   | 7,923,010   | 360       | 6.60      | 216    | 6     | 27   | 5.60           | 172,800,000      | 4,025,000  | 0 | 9,833,825  |     |
| R-RIRIN                                               | ERIKA   | NOVI          | NC-CIDENG TIMUR                        | NEW-SCHEMA | 54.80  | 100    | 23  | 23        | 65.60          | 100,000,000      | 27,508,000  | 42.70             | 134    | 24    | 31.80                  | 30     | 4     | 22   | 428.30         | 15,000,000       | 26,942,000  | 13,995,000  | 12,947,000  | 124       | 105                         | 43     | 19    | 31    | 478.80         | 21,500,000       | 43,169,500  | 34,896,000  | 8,273,500   | 174       | 2.30      | 104    | 1     | 10   | 1.70           | 83,200,000       | 597,000    | 0 | 2,713,570  |     |
| R-JUNIANSYAH                                          | SATYA   | JUNIANSYAH    | NC-JEMBER                              | NEW-SCHEMA | 71.50  | 100    | 30  | 30        | 43.60          | 100,000,000      | 18,274,100  | 31.60             | 166    | 22    | 61.00                  | 43     | 11    | 12   | 30.10          | 21,500,000       | 2,717,080   | 1,098,000   | 1,619,080   | 90        | 67                          | 32     | 9     | 13    | 64.50          | 16,000,000       | 4,331,080   | 0           | 4,331,080   | 205       | 3.90      | 123    | 2     | 15   | 1.90           | 98,400,000       | 798,000    | 0 | 349,000    |     |
| R-HANNY                                               | KARTIKA | EVELYN        | NC-KARTINI                             | NEW-SCHEMA | 45.30  | 100    | 19  | 19        | 28.10          | 100,000,000      | 11,781,000  | 35.50             | 168    | 25    | 43.40                  | 22     | 4     | 10   | 95.80          | 11,000,000       | 4,417,000   | 1,998,000   | 2,419,000   | 90        | 134                         | 32     | 18    | 17    | 1,454.90       | 16,000,000       | 97,620,000  | 19,632,000  | 77,988,000  | 244       | 4.90      | 146    | 3     | 17   | 8.80           | 116,800,000      | 4,297,000  | 0 | 7,634,900  |     |
| TOTAL                                                 |         |               |                                        |            | 103.47 | 1,850  | 741 | 671       | 114.73         | 1,850,000,000    | 821,640,800 | 49.06             | 2,833  | 538   | 73.69                  | 915    | 261   | 493  | 165.70         | 457,500,000      | 293,449,161 | 174,738,550 | 118,710,611 | 5,003     | 36.88                       | 1,751  | 250   | 1,148 | 171.07         | 875,500,000      | 579,753,234 | 325,245,200 | 254,508,034 | 3,196     | 3.64      | 1,918  | 27    | 210  | 4.79           | 1,534,400,000    | 28,469,000 | 0 | 48,606,295 |     |