

| Revenue (Monthly)<br>Period : 2024-11-01 - 2024-11-03 |         |               |                                        |            |        |        |     |           |                |                  |             |                   |        |       |                        |        |       |      |                |                  |             |            |            |            |                             |        |       |      |                 |                  |       |            |           |           |           |        |       |      |                |                  |       |     |    |     |         |           |   |            |
|-------------------------------------------------------|---------|---------------|----------------------------------------|------------|--------|--------|-----|-----------|----------------|------------------|-------------|-------------------|--------|-------|------------------------|--------|-------|------|----------------|------------------|-------------|------------|------------|------------|-----------------------------|--------|-------|------|-----------------|------------------|-------|------------|-----------|-----------|-----------|--------|-------|------|----------------|------------------|-------|-----|----|-----|---------|-----------|---|------------|
| 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  | POTENTI AL | PROJO                       | TARGET | TOTAL | SHOW | PROJO SPENDI NG | POTENSI SPENDING | TOTAL | MEMBERSHIP | TREATMENT | POTENTIAL | PROJO     | TARGET | TOTAL | SHOW | PROJO SPENDING | POTENSI SPENDING | TOTAL |     |    |     |         |           |   |            |
| R-HANNY                                               | KARTIKA | FILBERT       | NC-MALL AEON SENTUL CITY BOGOR         | NEW-SCHEMA | 315.00 | 100    | 42  | 42        | 501.10         | 100,000,000      | 66,813,251  | 0.00              | 0      | 9     | 0.00                   | 0      | 9     | 10   | 0.00           | 0                | 13,089,000  | 5,489,000  | 7,600,000  | 0          | 0                           | 0      | 0     | 0    | 0.00            | 0                | 0     | 0          | 0         | 0         | 0.00      | 0      | 0     | 0    | 0              | 0.00             | 0     | 0   | 0  | 0   | 0       | 2,359,250 |   |            |
| R-SUSI WU                                             | KARTIKA | LASMA         | NC-MALL ARTHA GADING JAKARTA           | NEW-SCHEMA | 127.50 | 100    | 17  | 17        | 187.20         | 100,000,000      | 24,960,000  | 0.00              | 0      | 4     | 0.00                   | 0      | 4     | 1    | 0.00           | 0                | 6,698,000   | 3,398,000  | 3,300,000  | 0          | 0                           | 0      | 0     | 0    | 0.00            | 0                | 0     | 0          | 0         | 0         | 0.00      | 0      | 0     | 0    | 0              | 0.00             | 0     | 0   | 0  | 0   | 0       | 1,358,500 |   |            |
| R-JUNIANSYAH                                          | SATYA   | SOFIE         | NC-MALL CITRALAND GROGOL JAKARTA       | NEW-SCHEMA | 97.50  | 100    | 13  | 13        | 184.70         | 100,000,000      | 24,622,000  | 0.00              | 0      | 3     | 0.00                   | 0      | 3     | 1    | 0.00           | 0                | 1,329,000   | 499,000    | 830,000    | 0          | 0                           | 0      | 0     | 0    | 0.00            | 0                | 0     | 0          | 0         | 0         | 0.00      | 0      | 0     | 0    | 0              | 0.00             | 0     | 0   | 0  | 0   | 0       | 219,500   |   |            |
| R-DARLIANTI                                           | PUTRIKA | FAJAR         | NC- SEMARANG ERLANGGA                  | NEW-SCHEMA | 112.50 | 100    | 15  | 15        | 182.30         | 100,000,000      | 24,312,000  | 0.00              | 0      | 5     | 0.00                   | 0      | 5     | 0    | 0.00           | 0                | 5,794,000   | 1,794,000  | 4,000,000  | 0          | 0                           | 0      | 0     | 0    | 0.00            | 0                | 0     | 0          | 0         | 0         | 0.00      | 0      | 0     | 0    | 0              | 0.00             | 0     | 0   | 0  | 0   | 0       | 1,628,000 |   |            |
| R-RIRIN                                               | ERIKA   | INDAH         | NC-MAL KAMAJA JAKARTA                  | NEW-SCHEMA | 165.00 | 100    | 22  | 22        | 174.40         | 100,000,000      | 23,260,000  | 0.00              | 0      | 20    | 0.00                   | 0      | 20    | 1    | 0.00           | 0                | 13,684,180  | 11,186,000 | 2,498,180  | 0          | 0                           | 0      | 0     | 0    | 0.00            | 0                | 0     | 0          | 0         | 0         | 0.00      | 0      | 0     | 0    | 0              | 0.00             | 0     | 0   | 0  | 0   | 0       | 644,000   |   |            |
| R-SUSI WU                                             | KARTIKA | SUSI WU       | NC-PANTAI INDAH KAPUK GI               | NEW-SCHEMA | 135.00 | 100    | 18  | 18        | 169.50         | 100,000,000      | 22,606,000  | 0.00              | 0      | 3     | 0.00                   | 0      | 3     | 1    | 0.00           | 0                | 3,819,000   | 199,000    | 3,620,000  | 0          | 0                           | 0      | 0     | 0    | 0.00            | 0                | 0     | 0          | 0         | 0         | 0.00      | 0      | 0     | 0    | 0              | 0.00             | 0     | 0   | 0  | 0   | 0       | 1,187,500 |   |            |
| R-JUNIANSYAH                                          | HETTY   | LIA           | NC-MALL CIPUTRA CITRA RAYA TANGERANG   | NEW-SCHEMA | 127.50 | 100    | 17  | 17        | 169.30         | 100,000,000      | 22,577,000  | 0.00              | 0      | 0     | 0.00                   | 0      | 0     | 0    | 0.00           | 0                | 0           | 0          | 0          | 0          | 0                           | 0      | 0     | 0.00 | 0               | 0                | 0     | 0          | 0         | 0.00      | 0         | 0      | 0     | 0    | 0.00           | 0                | 0     | 0   | 0  | 0   | 0       |           |   |            |
| R-RIRIN                                               | ERIKA   | RIRIN         | NC-MALL CINERE DEPOK                   | NEW-SCHEMA | 135.00 | 100    | 18  | 18        | 160.00         | 100,000,000      | 21,337,675  | 0.00              | 0      | 7     | 0.00                   | 0      | 7     | 2    | 0.00           | 0                | 34,792,001  | 4,396,000  | 30,396,001 | 0          | 0                           | 0      | 0     | 0    | 0.00            | 0                | 0     | 0          | 0         | 0         | 0.00      | 0      | 0     | 0    | 0              | 0.00             | 0     | 0   | 0  | 0   | 0       | 3,412,000 |   |            |
| R-JUNIANSYAH                                          | HETTY   | RIDWAN        | NC-MALL LIVING WORLD PEKANBARU         | NEW-SCHEMA | 82.50  | 100    | 11  | 11        | 140.40         | 100,000,000      | 18,719,000  | 0.00              | 0      | 2     | 0.00                   | 0      | 2     | 1    | 0.00           | 0                | 3,697,000   | 3,198,000  | 499,000    | 0          | 0                           | 0      | 0     | 0    | 0.00            | 0                | 0     | 0          | 0         | 0         | 0.00      | 0      | 0     | 0    | 0              | 0.00             | 0     | 0   | 0  | 0   | 0       | 344,500   |   |            |
| R-JUNIANSYAH                                          | SATYA   | MAULINA       | NC-SURABAYA - IMAM BONJOL              | NEW-SCHEMA | 67.50  | 100    | 9   | 9         | 126.10         | 100,000,000      | 16,815,290  | 0.00              | 0      | 0     | 0.00                   | 0      | 0     | 0    | 0.00           | 0                | 0           | 0          | 0          | 0          | 0                           | 0      | 0     | 0.00 | 0               | 0                | 0     | 0          | 0         | 0.00      | 0         | 0      | 0     | 0    | 0.00           | 0                | 0     | 0   | 0  | 0   | 0       |           |   |            |
| R-DARLIANTI                                           | PUTRIKA | SRI           | NC-MALL REVO BEKASI                    | NEW-SCHEMA | 127.50 | 100    | 17  | 17        | 125.60         | 100,000,000      | 16,743,127  | 0.00              | 0      | 3     | 0.00                   | 0      | 3     | 1    | 0.00           | 0                | 1,595,000   | 597,000    | 998,000    | 0          | 0                           | 0      | 0     | 0    | 0.00            | 0                | 0     | 0          | 0         | 0         | 0.00      | 0      | 0     | 0    | 0              | 0.00             | 0     | 0   | 0  | 0   | 0       | 0         |   |            |
| R-HANNY                                               | KARTIKA | FILBERT       | NC-MALL CIBINONG CITY BOGOR            | NEW-SCHEMA | 142.50 | 100    | 19  | 19        | 118.10         | 100,000,000      | 15,751,000  | 0.00              | 0      | 2     | 0.00                   | 0      | 2     | 0    | 0.00           | 0                | 899,000     | 599,000    | 300,000    | 0          | 0                           | 0      | 0     | 0    | 0.00            | 0                | 0     | 0          | 0         | 0         | 0.00      | 0      | 0     | 0    | 0              | 0.00             | 0     | 0   | 0  | 0   | 0       | 949,660   |   |            |
| R-RIRIN                                               | ERIKA   | IDA           | NC-MALL GANDARIA CITY                  | NEW-SCHEMA | 112.50 | 100    | 15  | 15        | 101.80         | 100,000,000      | 13,571,010  | 0.00              | 0      | 6     | 0.00                   | 0      | 6     | 2    | 0.00           | 0                | 9,687,010   | 5,688,000  | 3,999,010  | 0          | 0                           | 0      | 0     | 0    | 0.00            | 0                | 0     | 0          | 0         | 0         | 0.00      | 0      | 0     | 0    | 0              | 0.00             | 0     | 0   | 0  | 0   | 0       | 3,854,500 |   |            |
| R-DARLIANTI                                           | PUTRIKA | DARLIANTI     | NC-BEKASI HARAPAN INDAH                | NEW-SCHEMA | 75.00  | 100    | 10  | 10        | 98.80          | 100,000,000      | 13,178,000  | 0.00              | 0      | 0     | 0.00                   | 0      | 0     | 0    | 0.00           | 0                | 0           | 0          | 0          | 0          | 0                           | 0      | 0     | 0.00 | 0               | 0                | 0     | 0          | 0         | 0.00      | 0         | 0      | 0     | 0    | 0.00           | 0                | 0     | 0   | 0  | 0   | 0       |           |   |            |
| R-RIRIN                                               | ERIKA   | RIRIN         | NC-KEDOYA                              | NEW-SCHEMA | 142.50 | 100    | 19  | 19        | 98.60          | 100,000,000      | 13,141,000  | 0.00              | 0      | 13    | 0.00                   | 0      | 13    | 0    | 0.00           | 0                | 9,395,081   | 1,595,000  | 7,800,081  | 0          | 0                           | 0      | 0     | 0    | 0.00            | 0                | 0     | 0          | 0         | 0         | 0.00      | 0      | 0     | 0    | 0              | 0.00             | 0     | 0   | 0  | 0   | 0       | 0         |   |            |
| R-DARLIANTI                                           | PUTRIKA | DARLIANTI     | NC-MALL CIKARANG BEKASI                | NEW-SCHEMA | 90.00  | 100    | 12  | 12        | 96.90          | 100,000,000      | 12,921,000  | 0.00              | 0      | 2     | 0.00                   | 0      | 2     | 0    | 0.00           | 0                | 750,000     | 0          | 750,000    | 0          | 0                           | 0      | 0     | 0    | 0.00            | 0                | 0     | 0          | 0         | 0         | 0.00      | 0      | 0     | 0    | 0              | 0.00             | 0     | 0   | 0  | 0   | 0       | 0         |   |            |
| R-JUNIANSYAH                                          | SATYA   | LENTINA       | NC-MALL TANGCITY TANGERANG             | NEW-SCHEMA | 52.50  | 100    | 7   | 7         | 78.60          | 100,000,000      | 10,483,000  | 0.00              | 0      | 0     | 0.00                   | 0      | 0     | 0    | 0.00           | 0                | 0           | 0          | 0          | 0          | 0                           | 0      | 0     | 0.00 | 0               | 0                | 0     | 0          | 0         | 0.00      | 0         | 0      | 0     | 0    | 0.00           | 0                | 0     | 0   | 0  | 0   | 0       |           |   |            |
| R-RIZKY AGUSTIA                                       | SATYA   | RIZKY AGUSTIA | NC-MALL FX SUDIRMAN JAKARTA - PRESALES | NEW-SCHEMA | 82.50  | 100    | 11  | 11        | 56.10          | 100,000,000      | 7,483,000   | 0.00              | 0      | 3     | 0.00                   | 0      | 3     | 1    | 0.00           | 0                | 375,000     | 0          | 375,000    | 0          | 0                           | 0      | 0     | 0    | 0.00            | 0                | 0     | 0          | 0         | 0         | 0.00      | 0      | 0     | 0    | 0              | 0.00             | 0     | 0   | 0  | 0   | 0       | 284,500   |   |            |
| R-HANNY                                               | KARTIKA | EVELYN        | NC-KARTINI                             | NEW-SCHEMA | 67.50  | 100    | 9   | 9         | 38.20          | 100,000,000      | 5,090,000   | 0.00              | 0      | 4     | 0.00                   | 0      | 4     | 0    | 0.00           | 0                | 8,195,000   | 2,195,000  | 6,000,000  | 0          | 0                           | 0      | 0     | 0    | 0.00            | 0                | 0     | 0          | 0         | 0         | 0.00      | 0      | 0     | 0    | 0              | 0.00             | 0     | 0   | 0  | 0   | 0       | 0         |   |            |
| R-JUNIANSYAH                                          | SATYA   | JUNIANSYAH    | NC-JEMBER                              | NEW-SCHEMA | 60.00  | 100    | 8   | 8         | 34.40          | 100,000,000      | 4,590,000   | 0.00              | 0      | 2     | 0.00                   | 0      | 2     | 1    | 0.00           | 0                | 630,000     | 199,000    | 431,000    | 0          | 0                           | 0      | 0     | 0    | 0.00            | 0                | 0     | 0          | 0         | 0         | 0.00      | 0      | 0     | 0    | 0              | 0.00             | 0     | 0   | 0  | 0   | 0       | 0         |   |            |
| R-JUNIANSYAH                                          | HETTY   | LENTINA       | NC-JUANDA MEDAN                        | NEW-SCHEMA | 15.00  | 100    | 2   | 2         | 32.90          | 100,000,000      | 4,393,000   | 0.00              | 0      | 2     | 0.00                   | 0      | 2     | 0    | 0.00           | 0                | 1,398,000   | 899,000    | 499,000    | 0          | 0                           | 0      | 0     | 0    | 0.00            | 0                | 0     | 0          | 0         | 0         | 0.00      | 0      | 0     | 0    | 0              | 0.00             | 0     | 0   | 0  | 0   | 0       | 0         |   |            |
| R-RIRIN                                               | ERIKA   | NOVI          | NC-CIDENG TIMUR                        | NEW-SCHEMA | 22.50  | 100    | 3   | 3         | 13.70          | 100,000,000      | 1,825,000   | 0.00              | 0      | 0     | 0.00                   | 0      | 0     | 0    | 0.00           | 0                | 0           | 0          | 0          | 0          | 0                           | 0      | 0     | 0.00 | 0               | 0                | 0     | 0          | 0         | 0.00      | 0         | 0      | 0     | 0    | 0.00           | 0                | 0     | 0   | 0  | 0   | 399,500 |           |   |            |
| TOTAL                                                 |         |               |                                        |            | 142.73 | 2,200  | 314 | 314       | 175.09         | 2,200,000,000    | 385,191,353 | Inf               | 0      | 90    | Inf                    | 0      | 90    | 22   | Inf            | 0                | 115,826,272 | 41,931,000 | 73,895,272 | 0          | nan                         | 0      | 0     | 0    | 0               | nan              | 0     | 0          | 0         | 0         | 0         | 0      | nan   | 0    | 0              | 0                | 0     | nan | 0  | 0   | 0       | 0         | 0 | 16,641,410 |