

| Revenue (Monthly)<br>Period : 2024-11-01 - 2024-11-19 |         |         |              |                                         |             |        |        |        |       |        |        |            |        |           |              |            |
|-------------------------------------------------------|---------|---------|--------------|-----------------------------------------|-------------|--------|--------|--------|-------|--------|--------|------------|--------|-----------|--------------|------------|
| RSM                                                   | RDM     | ROM     | PENGELOLA    | CLINIC                                  | PROJO OMSET | %      | DOING  |        |       | NEW    | LEAVER | NOT ACTIVE | REMAIN | RETENTION | TOTAL REMAIN | TARGET 80% |
|                                                       |         |         |              |                                         |             |        | PROJO  | TARGET | TOTAL |        |        |            |        |           |              |            |
| R-HANNY                                               | KARTIKA | INDAH   | DEDY         | ORISLIM MALL AEON SENTUL CITY - BOGOR   | 97.30       | 126.70 | 0.00   | 60     | 0     | 75     | 0      | 0          | 75     | 1         | 76           | 60         |
| LIMMI                                                 |         | FABIAN  | LIMMI        | PONTIANAK                               | 47.80       | 123.90 | 254.30 | 92     | 156   | 115    | 6      | 21         | 88     | 26        | 114          | 92         |
| R-JUNIANSYAH                                          | SATYA   | FABIAN  | SOFIE        | ORISLIM MALL CITRALAND GROGOL - JAKARTA | 9.60        | 109.10 | 0.00   | 11     | 0     | 14     | 1      | 2          | 11     | 1         | 12           | 11         |
| R-DARLIANTI                                           | PUTRIKA | KRISTIN | DARLIANTI    | CIBUBUR                                 | 78.90       | 107.90 | 125.30 | 583    | 487   | 729    | 61     | 91         | 577    | 52        | 629          | 583        |
| R-JUNIANSYAH                                          | SATYA   | FABIAN  | JUNIANSYAH   | BALI                                    | 184.90      | 106.00 | 68.00  | 602    | 273   | 752    | 10     | 105        | 637    | 1         | 638          | 602        |
| R-JUNIANSYAH                                          | HETTY   | ROBERT  | JUNIANSYAH   | GADING SERPONG                          | 116.30      | 105.90 | 75.00  | 624    | 312   | 780    | 24     | 117        | 639    | 22        | 661          | 624        |
| ADI WIJAYA S                                          | PUTRIKA | KRISTIN | ADI WIJAYA S | MALL PHIPPO MAKASAR                     | 67.70       | 104.70 | 179.10 | 170    | 203   | 212    | 12     | 41         | 159    | 19        | 178          | 170        |
| R-JUNIANSYAH                                          | SATYA   | FABIAN  | MAULINA      | MALANG                                  | 247.90      | 104.30 | 54.90  | 691    | 253   | 864    | 11     | 134        | 719    | 2         | 721          | 691        |
| VACANT                                                |         | VACANT  | VACANT       | PALEMBANG                               | 31.30       | 103.70 | 300.00 | 27     | 54    | 34     | 7      | 4          | 23     | 5         | 28           | 27         |
| R-JUNIANSYAH                                          | HETTY   | ROBERT  | LENTINA      | CENTER POINT                            | 79.70       | 103.60 | 71.10  | 498    | 236   | 623    | 7      | 105        | 511    | 5         | 516          | 498        |
| R-DARLIANTI                                           | PUTRIKA | KRISTIN | DARLIANTI    | BEKASI KEMANG PRATAMA                   | 79.50       | 103.20 | 92.50  | 404    | 249   | 505    | 33     | 70         | 402    | 15        | 417          | 404        |
| R-JUNIANSYAH                                          | HETTY   | ROBERT  | RIDWAN       | LOTTEMART BINTARO                       | 84.40       | 99.40  | 82.80  | 507    | 280   | 634    | 24     | 109        | 501    | 3         | 504          | 507        |
| R-SUSI WU                                             | KARTIKA | INDAH   | SUSI WU      | OZONE PIK                               | 92.30       | 99.00  | 104.90 | 293    | 205   | 366    | 40     | 65         | 261    | 29        | 290          | 293        |
| R-JUNIANSYAH                                          | HETTY   | ROBERT  | RIDWAN       | THE PEAK                                | 107.00      | 96.40  | 56.00  | 504    | 188   | 630    | 49     | 101        | 480    | 6         | 486          | 504        |
| R-JUNIANSYAH                                          | SATYA   | FABIAN  | LINA         | SEDAYU CENGKARENG JAKARTA               | 98.50       | 96.30  | 78.20  | 616    | 321   | 770    | 70     | 115        | 585    | 8         | 593          | 616        |
| R-JUNIANSYAH                                          | HETTY   | ROBERT  | JUNIANSYAH   | KARAWACI                                | 103.60      | 93.50  | 98.90  | 402    | 265   | 503    | 53     | 95         | 355    | 21        | 376          | 402        |
| R-SUSI WU                                             | KARTIKA | INDAH   | LASMA        | KELAPA GADING                           | 99.40       | 87.20  | 83.00  | 515    | 285   | 644    | 106    | 115        | 423    | 26        | 449          | 515        |
| R-HANNY                                               | KARTIKA | INDAH   | HANNY        | EKALOKASARI                             | 76.30       | 87.00  | 73.80  | 585    | 288   | 731    | 142    | 102        | 487    | 22        | 509          | 585        |
| R-DARLIANTI                                           | PUTRIKA | KRISTIN | QODRI        | BANDUNG CIHAMPELAS                      | 117.70      | 85.60  | 69.10  | 836    | 385   | 1,045  | 109    | 246        | 690    | 26        | 716          | 836        |
| R-JUNIANSYAH                                          | SATYA   | FABIAN  | LENTINA      | ALAM SUTERA                             | 115.10      | 83.70  | 71.20  | 449    | 213   | 561    | 55     | 137        | 369    | 7         | 376          | 449        |
| R-HANNY                                               | KARTIKA | INDAH   | HANNY        | BOGOR YASMIN                            | 90.90       | 82.70  | 56.20  | 601    | 225   | 751    | 121    | 165        | 465    | 32        | 497          | 601        |
| R-JUNIANSYAH                                          | SATYA   | FABIAN  | AGNES        | YOGYAKARTA                              | 84.00       | 67.50  | 33.10  | 539    | 119   | 674    | 140    | 179        | 355    | 9         | 364          | 539        |
| R-HANNY                                               | KARTIKA | INDAH   | RIAN         | CIREBON                                 | 58.50       | 60.50  | 46.80  | 555    | 173   | 694    | 273    | 101        | 320    | 16        | 336          | 555        |
| R-RIRIN                                               | ERIKA   | MARSYA  | RIRIN        | PLAZA KALIBATA                          | 137.20      | 54.30  | 60.30  | 547    | 220   | 684    | 314    | 91         | 279    | 18        | 297          | 547        |
| TOTAL                                                 |         |         |              |                                         | 103.83      | 91.34  | 79.46  | 10,711 | 5,390 | 13,390 | 1,668  | 2,311      | 9,411  | 372       | 9,783        | 10,711     |