

| Revenue (Monthly)<br>Period : 2024-12-01 - 2024-12-29 |         |         |              |                                         |             |        |        |        |       |        |        |            |        |           |              |            |
|-------------------------------------------------------|---------|---------|--------------|-----------------------------------------|-------------|--------|--------|--------|-------|--------|--------|------------|--------|-----------|--------------|------------|
| RSM                                                   | RDM     | ROM     | PENGELOLA    | CLINIC                                  | PROJO OMSET | %      | DOING  |        |       | NEW    | LEAVER | NOT ACTIVE | REMAIN | RETENTION | TOTAL REMAIN | TARGET 80% |
|                                                       |         |         |              |                                         |             |        | PROJO  | TARGET | TOTAL |        |        |            |        |           |              |            |
| LIMMI                                                 |         | FABIAN  | LIMMI        | PONTIANAK                               | 80.30       | 192.40 | 342.90 | 66     | 219   | 82     | 3      | 26         | 53     | 74        | 127          | 66         |
| VACANT                                                |         | VACANT  | VACANT       | PALEMBANG                               | 53.60       | 134.60 | 310.00 | 26     | 78    | 33     | 12     | 4          | 17     | 18        | 35           | 26         |
| ADI WIJAYA S                                          | PUTRIKA | KRISTIN | ADI WIJAYA S | MALL PHIPPO MAKASAR                     | 90.20       | 131.70 | 205.80 | 123    | 245   | 154    | 13     | 28         | 113    | 49        | 162          | 123        |
| R-SUSI WU                                             | KARTIKA | INDAH   | SUSI WU      | OZONE PIK                               | 114.10      | 118.00 | 150.30 | 222    | 323   | 277    | 33     | 49         | 195    | 67        | 262          | 222        |
| R-JUNIANSYAH                                          | HETTY   | ROBERT  | JUNIANSYAH   | GADING SERPONG                          | 110.20      | 111.10 | 97.70  | 513    | 485   | 641    | 20     | 98         | 523    | 47        | 570          | 513        |
| R-DARLIANTI                                           | PUTRIKA | KRISTIN | DARLIANTI    | CIBUBUR                                 | 108.40      | 109.50 | 141.60 | 472    | 647   | 590    | 71     | 97         | 422    | 95        | 517          | 472        |
| R-JUNIANSYAH                                          | SATYA   | FABIAN  | MAULINA      | MALANG                                  | 246.90      | 103.30 | 73.90  | 687    | 491   | 859    | 7      | 143        | 709    | 1         | 710          | 687        |
| R-JUNIANSYAH                                          | HETTY   | ROBERT  | LENTINA      | CENTER POINT                            | 99.30       | 103.20 | 86.20  | 404    | 337   | 505    | 10     | 90         | 405    | 12        | 417          | 404        |
| R-JUNIANSYAH                                          | SATYA   | FABIAN  | JUNIANSYAH   | BALI                                    | 178.20      | 102.40 | 74.40  | 585    | 421   | 731    | 19     | 127        | 585    | 14        | 599          | 585        |
| R-JUNIANSYAH                                          | HETTY   | ROBERT  | RIDWAN       | LOTTEMART BINTARO                       | 126.10      | 101.90 | 88.70  | 417    | 358   | 521    | 19     | 92         | 410    | 15        | 425          | 417        |
| R-JUNIANSYAH                                          | SATYA   | FABIAN  | LINA         | SEDAYU CENGKARENG JAKARTA               | 107.60      | 98.50  | 78.40  | 480    | 364   | 600    | 63     | 89         | 448    | 25        | 473          | 480        |
| R-DARLIANTI                                           | PUTRIKA | KRISTIN | DARLIANTI    | BEKASI KEMANG PRATAMA                   | 112.00      | 97.80  | 97.20  | 319    | 300   | 399    | 50     | 68         | 281    | 31        | 312          | 319        |
| R-JUNIANSYAH                                          | HETTY   | ROBERT  | RIDWAN       | MALL CIPUTRA SERAYA PEKANBARU           | 165.50      | 96.60  | 103.30 | 326    | 326   | 408    | 30     | 102        | 276    | 39        | 315          | 326        |
| R-HANNY                                               | KARTIKA | INDAH   | DEDY         | ORISLIM MALL AEON SENTUL CITY - BOGOR   | 69.50       | 95.90  | 0.00   | 98     | 0     | 122    | 34     | 0          | 88     | 6         | 94           | 98         |
| R-JUNIANSYAH                                          | HETTY   | ROBERT  | JUNIANSYAH   | KARAWACI                                | 114.50      | 93.10  | 100.60 | 335    | 326   | 419    | 66     | 70         | 283    | 29        | 312          | 335        |
| R-JUNIANSYAH                                          | SATYA   | FABIAN  | SOFIE        | ORISLIM MALL CITRALAND GROGOL - JAKARTA | 15.10       | 90.00  | 0.00   | 10     | 0     | 13     | 1      | 4          | 8      | 1         | 9            | 10         |
| R-JUNIANSYAH                                          | SATYA   | FABIAN  | LENTINA      | ALAM SUTERA                             | 94.00       | 86.30  | 71.30  | 394    | 272   | 492    | 49     | 121        | 322    | 18        | 340          | 394        |
| R-SUSI WU                                             | KARTIKA | INDAH   | LASMA        | KELAPA GADING                           | 118.10      | 85.80  | 90.80  | 430    | 378   | 537    | 123    | 86         | 328    | 41        | 369          | 430        |
| R-HANNY                                               | KARTIKA | INDAH   | HANNY        | EKALOKASARI                             | 94.90       | 85.30  | 86.00  | 477    | 397   | 596    | 137    | 103        | 356    | 51        | 407          | 477        |
| R-DARLIANTI                                           | PUTRIKA | KRISTIN | QODRI        | BANDUNG CIHAMPELAS                      | 120.80      | 80.20  | 83.80  | 688    | 558   | 860    | 132    | 224        | 504    | 48        | 552          | 688        |
| R-HANNY                                               | KARTIKA | INDAH   | HANNY        | BOGOR YASMIN                            | 91.10       | 76.90  | 79.00  | 463    | 354   | 579    | 130    | 142        | 307    | 49        | 356          | 463        |
| R-HANNY                                               | KARTIKA | INDAH   | RIAN         | CIREBON                                 | 69.20       | 64.60  | 63.80  | 457    | 282   | 571    | 217    | 94         | 260    | 35        | 295          | 457        |
| R-JUNIANSYAH                                          | SATYA   | FABIAN  | AGNES        | YOGYAKARTA                              | 46.30       | 58.50  | 39.50  | 429    | 164   | 536    | 131    | 158        | 247    | 4         | 251          | 429        |
| R-RIRIN                                               | ERIKA   | MARSYA  | RIRIN        | PLAZA KALIBATA                          | 115.00      | 52.50  | 55.40  | 461    | 247   | 576    | 292    | 76         | 208    | 34        | 242          | 461        |
| R-JUNIANSYAH                                          | HETTY   | ROBERT  | RIDWAN       | ROADSHOW PEKANBARU                      | 173.90      | 0.00   | 0.00   | 0      | 34    | 0      | 0      | 0          | 0      | 2         | 2            | 0          |
| TOTAL                                                 |         |         |              |                                         | 114.02      | 91.79  | 91.54  | 8,882  | 7,606 | 11,101 | 1,662  | 2,091      | 7,348  | 805       | 8,153        | 8,882      |