

SALES DASHBOARD

APE as of 8/21 WD Januari 2026 (13 Januari 2026) 



ALL YTD RECAP

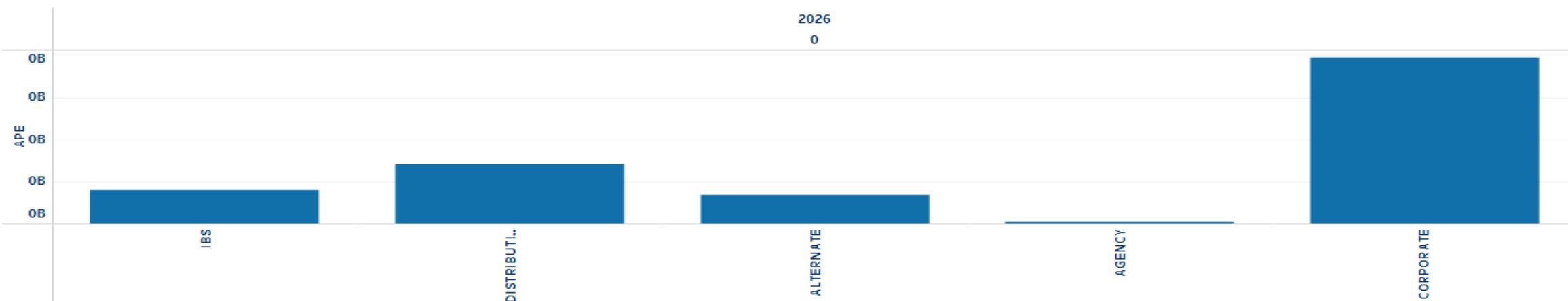
Channel	Polis	APE	Target YTD	% YTD	Target Full Year	% Full Year
IBS	1,629	15.86	145.53	11%	2,223.64	1%
DISTRIBUTION	443,428	28.02	66.75	42%	902.46	3%
ALTERNATE	283,843	13.57	26.04	52%	397.62	3%
AGENCY	157	0.86	5.44	16%	91.25	1%
CORPORATE	120	78.72	76.05	104%	181.73	43%
Grand Total	729,177	137.05	319.81	43%	3,796.70	4%

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YEAR:  MONTH:  CHANNEL:

CHANNEL BY MONTH




FBI BANCASSURANCE
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	POLIS	NB_PREMIUM	FYP	APE	GWP	FBI
IBS	DANASTERA	0	0.00	0.00	0.00	0.00
	DASETERA	0	0.00	0.00	0.00	0.62
	DAVESTERA	0	0.00	0.00	0.00	3.05
	Asuransi Jiwa Pelita	0	0.00	0.00	0.00	0.00
	Asuransi AURORA_IBS	0	0.00	0.00	0.00	2.69
	Asuransi AURORA PLUS	1,027	8.79	9.19	12.68	22.53
	DAVESTERA SIPENA	136	0.48	0.58	1.04	0.74
	Asuransi Amora	5	1.89	1.89	0.96	2.29
	Asuransi Kirana Plus	427	1.37	1.37	0.71	1.42
	Asuransi Arunika	34	0.27	0.35	0.47	0.35
Total		1,629	12.80	13.38	15.86	33.79
DISTRIBUTION	AMKKM UKER	395,734	19.79	19.79	19.79	19.79
	AMKKM BRILINK	2,228	0.11	0.11	0.11	0.11
	AMKKM PLUS UKER	2,233	0.32	0.32	0.32	0.32
	AJK KPR	116	0.84	0.84	0.08	0.84
	AJK Briguna	5,835	26.19	26.19	2.62	26.19
	AJK Kupedes	23,411	21.94	21.94	2.19	21.94
	AJK KPRS	0	0.00	0.00	0.00	4.34
	AURORA	2	0.00	0.00	0.01	0.98
	LENTERA	676	0.19	0.24	1.34	0.33
	PIJAR	13,193	1.55	1.55	1.55	1.55
Total		443,428	70.94	70.99	28.02	76.40
ALTERNATE	AM JIWA UMI SYARIAH	282,127	6.43	6.43	6.43	6.43
	Telepro Lifecash Maxima	1	0.00	0.02	0.00	0.03
	Telepro Medicash Maxima	1,649	0.60	2.13	7.13	2.54
	LIFECARE	44	0.01	0.01	0.01	0.01
	ACCICARE	17	0.00	0.00	0.00	0.00
	PROSPORT	4	0.00	0.00	0.00	0.00
	LENTERA TELE	0	0.00	0.00	0.00	0.02
	TELEPRO MEDICASH	0	0.00	0.00	0.00	0.10
	BPP VISA	1	0.00	0.00	0.00	0.04
	Total	283,843	7.04	8.60	13.57	9.18
Grand Total		728,900	90.78	92.97	57.46	119.36
						12.61

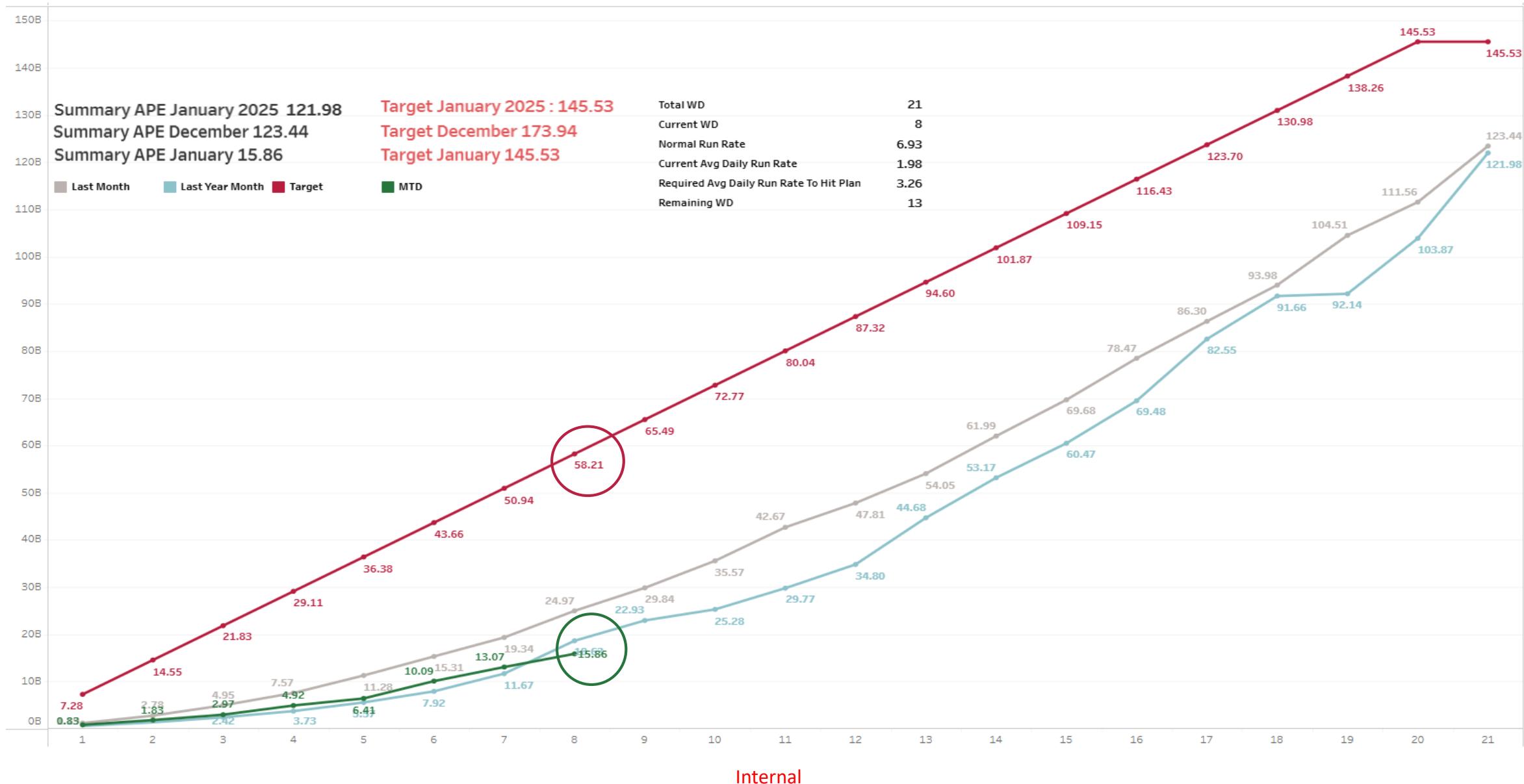
HOS IN – BRANCH (IBS)

APE as of 8/21 WD Januari 2026 (13 Januari 2026) 

Nama HOS 	Region	Polis	Actual APE	RKA APE	%Ach	Jumlah BFA	Jumlah BFA AKTIF	%BFA Aktif	Case Size	Productivity BFA
M. IMAM SANTOSA	Jayapura	58	0.574	3.102	19%	37	19	51%	9.894	3.05
	Padang	22	0.342	3.014	11%	48	8	17%	15.540	2.75
	Palembang	111	1.817	8.268	22%	88	31	35%	16.371	3.58
	Semarang	84	0.639	8.240	8%	110	13	12%	7.606	6.46
	Yogyakarta	58	1.000	8.749	11%	124	29	23%	17.250	2.00
		333	4.372	31.372	14%	407	100	25%	13.130	3.33
ROZALI MUSLIM	BANJARMASIN	88	0.959	8.512	11%	151	38	25%	10.900	2.32
	LAMPUNG	40	0.522	4.378	12%	52	22	42%	13.048	1.82
	Manado	82	0.547	5.643	10%	76	22	29%	6.669	3.73
	Medan	66	1.277	8.698	15%	113	35	31%	19.348	1.89
	Pekanbaru	27	1.001	5.588	18%	88	14	16%	37.068	1.93
		303	4.306	32.819	13%	480	131	27%	14.211	2.31
DEVI DIAH	Bandung	43	1.068	9.856	11%	136	22	16%	24.828	1.95
	Jakarta 1	55	1.052	8.606	12%	109	23	21%	19.122	2.39
	Jakarta 2	99	1.033	14.015	7%	142	45	32%	10.439	2.20
	Malang	64	0.831	9.220	9%	107	37	35%	12.979	1.73
	Total	261	3.983	41.696	10%	494	127	26%	15.262	2.06
ADE HERLAM	Denpasar	55	0.635	9.881	6%	98	23	23%	11.539	2.39
	Jakarta 3	42	0.617	9.669	6%	86	16	19%	14.697	2.63
	Makassar	112	1.172	10.644	11%	126	40	32%	10.463	2.80
	Surabaya	72	0.779	9.453	8%	95	36	38%	10.821	2.00
		281	3.203	39.647	8%	405	115	28%	11.398	2.44
Grand Total		1,178	15.864	145.534	11%	1,786	473	26%	13.467	2.49

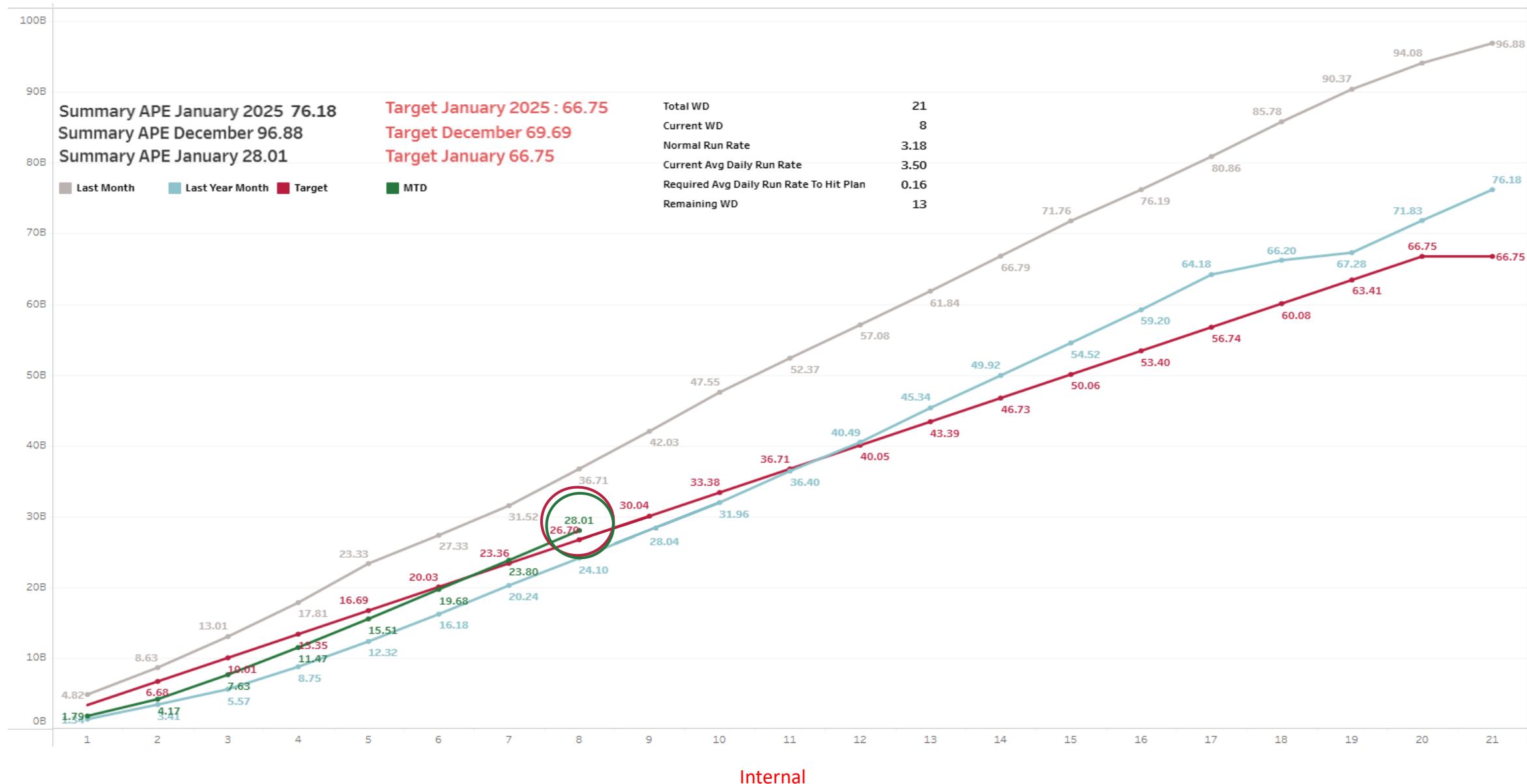
DAILY IN-BRANCH (IBS)

APE as of 8/21 WD Januari 2026 (13 Januari 2026)



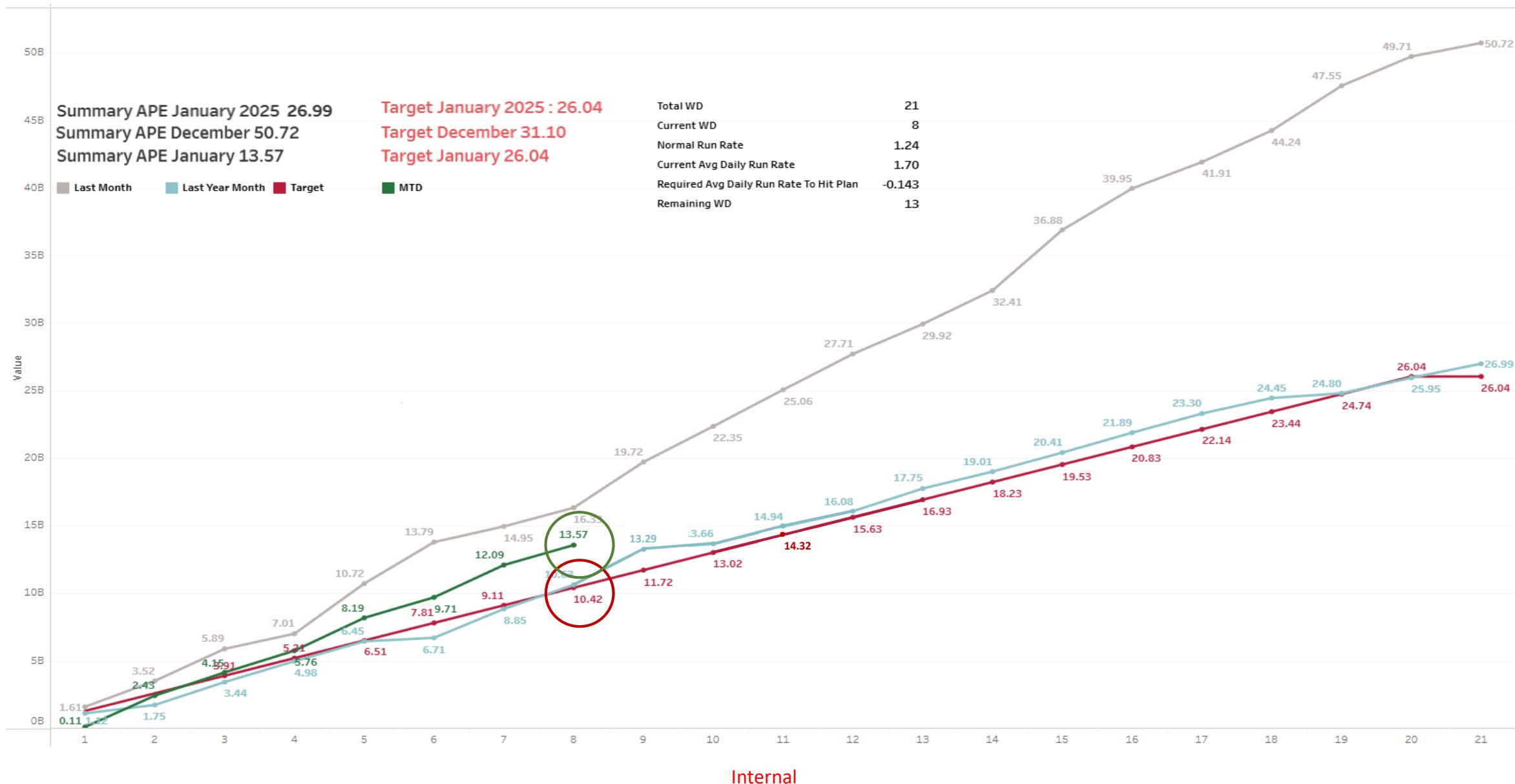
DAILY DISTRIBUTION

APE as of 8/21 WD Januari 2026 (13 Januari 2026) 📅



DAILY ALTERNATE

APE as of 8/21 WD Januari 2026 (13 Januari 2026) 





DAILY CORPORATE

APE as of 8/21 WD Januari 2026 (13 Januari 2026) 

