

MD ANALYSIS

CA 5 January Analysis

GAT Constitutional Area 5 Leader: TAE-SUP LEE

July 2017 to January 2018 (7 months) Results

CA 5	2013-2014	2014-2015	2015-2016	2016-2017	2017-2018
New Clubs	149	243	215	201	166
Charter Members	5037	8221	7416	7219	6254
New Members	18277	21673	21255	22526	27565
Drops	17684	18285	21958	19862	28310
Net Growth	7358	13130	8546	11628	7568

January (Only Results)

CA 5	Jan-15	Jan-16	Jan-17	Jan-18
New Clubs	54	40	52	44
Charter Members	1713	1361	1760	1633
New Members	2802	2939	3087	4334
Drops	1597	2907	2116	3698
Net Growth	3155	1577	3057	2549

Statement for 3rd Quarter Results(previous 3 years)

CA 5	2014-2015 3rd Qtr	2015-2016 3rd Qtr	2016-2017 3rd Qtr
New Clubs	92	104	163
Charter Members	3132	3560	5225
New Members	6813	6952	7266
Drops	3199	4506	4430
Net Growth	7262	6471	8661

MD Wise Analysis

MD	GMT Area	CA 5	2013-2014	2014-2015	2015-2016	2016-2017	2017-2018
300	Rep Of China	New Clubs	32	46	12	26	24
		Charter Members	1206	1435	567	933	974
		New Members	5898	6015	6090	5748	7190
		Drops	3891	4969	5284	4883	4706
		Net Growth	3653	2971	1943	2384	4045
Total	Pei-Jen Chen	New Clubs	32	46	12	26	24
		Charter Members	1206	1435	567	933	974
		New Members	5898	6015	6090	5748	7190
		Drops	3891	4969	5284	4883	4706
		Net Growth	3653	2971	1943	2384	4045

January (Only) Results

MD	GMT Area	CA 5	Jan-15	Jan-16	Jan-17	Jan-18
300	Rep Of China	New Clubs	5	2	3	7
		Charter Members	159	59	123	268
		New Members	685	819	763	1040
		Drops	288	365	306	269
		Net Growth	628	570	752	1116
Total	Pei-Jen Chen	New Clubs	5	2	3	7
		Charter Members	159	59	123	268
		New Members	685	819	763	1040
		Drops	288	365	306	269
		Net Growth	628	570	752	1116

Statement for 3rd Quarter Results (previous 3 years)

MD	GMT Area	CA 5	2014-2015 3rd Qtr	2015-2016 3rd Qtr	2016-2017 3rd Qtr
300	Rep Of China	New Clubs	6	8	5
		Charter Members	214	256	189
		New Members	1299	1753	1353
		Drops	358	437	434
		Net Growth	1318	1740	1330
Total	Pei-Jen Chen	New Clubs	6	8	5
		Charter Members	214	256	189
		New Members	1299	1753	1353
		Drops	358	437	434
		Net Growth	1318	1740	1330

MD Wise Analysis

MD	GMT Area	CA 5	2013-2014	2014-2015	2015-2016	2016-2017	2017-2018
354	Republic Of Korea	New Clubs	8	15	13	22	9
		Charter Members	269	528	486	681	346
		New Members	2106	2708	2377	3173	2109
		Drops	2887	2341	2841	2318	2911
		Net Growth	-270	1120	250	1666	-343
355	Republic Of Korea	New Clubs	8	7	6	3	10
		Charter Members	276	267	240	127	393
		New Members	2120	2825	2820	2366	2542
		Drops	2084	1935	2341	2116	1992
		Net Growth	406	1272	840	482	1078
356	Republic Of Korea	New Clubs	8	4	19	8	5
		Charter Members	266	136	640	369	185
		New Members	2111	2318	2447	2241	2381
		Drops	2106	2057	2260	2122	1688
		Net Growth	486	487	1061	641	994
Total	Chul-Jae Lee	New Clubs	24	26	38	33	24
		Charter Members	811	931	1366	1177	924
		New Members	6337	7851	7644	7780	7032
		Drops	7077	6333	7442	6556	6591
		Net Growth	622	2879	2151	2789	1729

January (Only) Results

MD	GMT Area	CA 5	Jan-15	Jan-16	Jan-17	Jan-18
354	Republic Of Korea	New Clubs	5	3	4	0
		Charter Members	160	129	107	3
		New Members	396	290	602	511
		Drops	226	221	166	295
		Net Growth	367	215	571	232
355	Republic Of Korea	New Clubs	2	1	2	1
		Charter Members	61	41	89	44
		New Members	553	536	352	436
		Drops	162	192	167	159
		Net Growth	465	396	294	329
356	Republic Of Korea	New Clubs	0	6	0	1
		Charter Members	5	191	5	26
		New Members	271	281	303	341
		Drops	208	197	164	136
		Net Growth	75	303	157	244
Total	Chul-Jae Lee	New Clubs	7	10	6	2
		Charter Members	226	361	201	73
		New Members	1220	1107	1257	1288
		Drops	596	610	497	590
		Net Growth	907	914	1022	805

Statement for 3rd Quarter Results (previous 3 years)

MD	GMT Area	CA 5	2014-2015 3rd Qtr	2015-2016 3rd Qtr	2016-2017 3rd Qtr
354	Republic Of Korea	New Clubs	9	8	10
		Charter Members	258	289	294
		New Members	1115	998	1396
		Drops	555	627	515
		Net Growth	882	718	1232
355	Republic Of Korea	New Clubs	4	8	2
		Charter Members	121	224	90
		New Members	1500	1135	1029
		Drops	461	534	478
		Net Growth	1179	851	692
356	Republic Of Korea	New Clubs	1	10	2
		Charter Members	37	380	75
		New Members	705	800	621
		Drops	461	489	433
		Net Growth	303	748	291
Total	Chul-Jae Lee	New Clubs	14	26	14
		Charter Members	416	893	459
		New Members	3320	2933	3046
		Drops	1477	1650	1426
		Net Growth	2364	2317	2215

MD Wise Analysis

MD	GMT Area	CA 5	2017-2018
335	Japan	New Clubs Charter Members New Members Drops Net Growth	0 0 821 530 327
330	Japan	New Clubs Charter Members New Members Drops Net Growth	0 0 614 574 105
334	Japan	New Clubs Charter Members New Members Drops Net Growth	1 21 780 800 39
331	Japan	New Clubs Charter Members New Members Drops Net Growth	1 22 308 225 113
332	Japan	New Clubs Charter Members New Members Drops Net Growth	0 0 507 421 107
333	Japan	New Clubs Charter Members New Members Drops Net Growth	1 28 690 589 162
336	Japan	New Clubs Charter Members New Members Drops Net Growth	1 44 708 709 61
337	Japan	New Clubs Charter Members New Members Drops Net Growth	0 0 753 677 109
Total	Masayoshi Maruyama, Yasuhisa Nakamura	New Clubs Charter Members New Members Drops Net Growth	4 115 5181 4525 1023

MD Wise Analysis

MD	GMT Area	CA 5	2013-2014	2014-2015	2015-2016	2016-2017	2017-2018
NA	Undistricted	New Clubs	0	0	0	0	0
		Charter Members	0	0	0	0	0
		New Members	3	4	2	29	6
		Drops	8	3	37	12	34
		Net Growth	-4	1	-35	17	-28
303	Hong Kong China Macao	New Clubs	0	3	3	3	0
		Charter Members	3	70	98	83	0
		New Members	188	236	164	153	0
		Drops	117	183	187	151	0
		Net Growth	89	140	93	96	0
	China	New Clubs	77	121	133	119	69
Charter Members		2489	4528	4559	4447	2916	
New Members		3854	4809	5019	6032	5371	
Drops		3854	3238	6121	5703	9195	
Net Growth		2840	6470	3892	5324	-287	
Total	Ziyu Lin	New Clubs	77	124	136	122	69
		Charter Members	2492	4598	4657	4530	2916
		New Members	4045	5049	5185	6214	5377
		Drops	3979	3424	6345	5866	9229
		Net Growth	2925	6611	3950	5437	-315

January (Only) Results

MD	GMT Area	CA 5	Jan-15	Jan-16	Jan-17	Jan-18
NA	Undistricted	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	1	0	14	3
		Drops	0	1	0	2
		Net Growth	1	-1	14	1
303	Hong Kong China Macao	New Clubs	1	0	0	0
		Charter Members	20	0	0	0
		New Members	8	6	15	0
		Drops	14	12	10	0
		Net Growth	16	-6	7	0
	China	New Clubs	28	25	39	34
		Charter Members	960	808	1306	1219
		New Members	659	691	629	804
		Drops	397	1705	1039	2055
		Net Growth	1274	-171	928	35
Total	Ziyu Lin	New Clubs	29	25	39	34
		Charter Members	980	808	1306	1219
		New Members	668	697	658	807
		Drops	411	1718	1049	2057
		Net Growth	1291	-178	949	36

Statement for 3rd Quarter Results (previous 3 years)

MD	GMT Area	CA 5	2014-2015 3rd Qtr	2015-2016 3rd Qtr	2016-2017 3rd Qtr
NA	Undistricted	New Clubs	0	0	0
		Charter Members	0	0	0
		New Members	10	6	17
		Drops	5	1	0
		Net Growth	5	5	17
303	Hong Kong China Macao	New Clubs	2	1	1
		Charter Members	47	25	23
		New Members	33	53	52
		Drops	27	23	30
		Net Growth	58	58	48
	China	New Clubs	44	54	127
		Charter Members	1699	1922	4112
		New Members	1354	1449	1798
		Drops	585	1994	2081
		Net Growth	2548	1456	3911
Total	Ziyu Lin	New Clubs	46	55	128
		Charter Members	1746	1947	4135
		New Members	1397	1508	1867
		Drops	617	2018	2111
		Net Growth	2611	1519	3976

MD Wise Analysis

MD	GMT Area	CA 5	2013-2014	2014-2015	2015-2016	2016-2017	2017-2018
NA	Undistricted	New Clubs	0	0	0	0	5
		Charter Members	0	0	0	0	145
		New Members	0	0	0	0	52
		Drops	0	0	0	0	125
		Net Growth	0	0	0	0	84
301	Philippines	New Clubs	10	29	15	6	11
		Charter Members	361	752	438	183	395
		New Members	840	1048	848	1094	1079
		Drops	1406	2466	1482	1343	1325
		Net Growth	13	-559	-103	-3	268
308	Brunei Malaysia Singapore	New Clubs	1	14	7	9	12
		Charter Members	40	388	214	251	306
		New Members	603	1034	923	1049	976
		Drops	489	475	770	572	799
		Net Growth	201	1015	441	806	539
204	Cnmi Guam Marshall Islands	New Clubs	0	0	1	0	0
		Charter Members	0	1	34	0	0
		New Members	55	49	61	43	51
		Drops	171	66	58	70	163
		Net Growth	-94	-9	41	-26	-111
Total		New Clubs	11	43	23	15	28
Ek Phang Bobby Eng		Charter Members	401	1141	686	434	846
		New Members	1498	2131	1832	2186	2158
		Drops	2066	3007	2310	1985	2412
		Net Growth	120	447	379	777	780

January (Only) Results

MD	GMT Area	CA 5	Jan-15	Jan-16	Jan-17	Jan-18
NA	Undistricted	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	0	0	0	7
		Drops	0	0	0	3
		Net Growth	0	0	0	4
301	Philippines	New Clubs	5	1	1	0
		Charter Members	124	85	49	6
		New Members	117	108	204	176
		Drops	185	120	197	119
		Net Growth	90	75	78	104
308	Brunei Malaysia Singapore	New Clubs	7	2	3	0
		Charter Members	193	46	77	25
		New Members	82	114	111	90
		Drops	77	50	57	45
		Net Growth	211	117	152	74
204	Cnmi Guam Marshall Islands	New Clubs	0	0	0	0
		Charter Members	0	1	0	0
		New Members	7	3	5	8
		Drops	15	0	0	34
		Net Growth	-8	5	5	-25
Total		New Clubs	12	3	4	0
Ek Phang Bobby Eng		Charter Members	317	132	126	31
		New Members	206	225	320	281
		Drops	277	170	254	201
		Net Growth	293	197	235	157

Statement for 3rd Quarter Results (previous 3 years)

MD	GMT Area	CA 5	2014-2015 3rd Qtr	2015-2016 3rd Qtr	2016-2017 3rd Qtr
301	Philippines	New Clubs	8	7	7
		Charter Members	261	258	198
		New Members	366	285	476
		Drops	476	226	303
		Net Growth	257	343	466
308	Brunei Malaysia Singapore	New Clubs	17	6	9
		Charter Members	464	152	231
		New Members	311	294	287
		Drops	168	96	125
		Net Growth	654	360	423
204	Cnmi Guam Marshall Islands	New Clubs	0	1	0
		Charter Members	0	21	0
		New Members	20	28	33
		Drops	23	9	2
		Net Growth	-3	41	31
Total	Ek Phang Bobby Eng	New Clubs	25	14	16
		Charter Members	725	431	429
		New Members	697	607	796
		Drops	667	331	430
		Net Growth	908	744	920

MD Wise Analysis

MD	GMT Area	CA 5	2013-2014	2014-2015	2015-2016	2016-2017	2017-2018
NA	Undistricted	New Clubs	0	1	1	0	1
		Charter Members	0	24	29	0	20
		New Members	0	19	19	8	9
		Drops	20	28	14	12	24
		Net Growth	-20	15	38	-4	5
310	Thailand	New Clubs	5	3	5	5	13
		Charter Members	127	92	111	145	367
		New Members	499	608	485	590	425
		Drops	651	524	563	560	586
		Net Growth	58	207	85	245	243
303	Hong Kong China Macao	New Clubs	0	0	0	0	3
		Charter Members	0	0	0	0	92
		New Members	0	0	0	0	193
		Drops	0	0	0	0	237
		Net Growth	0	0	0	0	58
Total	Teresa Mann	New Clubs	5	4	6	5	17
		Charter Members	127	116	140	145	479
		New Members	499	627	504	598	627
		Drops	671	552	577	572	847
		Net Growth	38	222	123	241	306

January (Only) Results

MD	GMT Area	CA 5	Jan-15	Jan-16	Jan-17	Jan-18
NA	Undistricted	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	12	0	0	0
		Drops	0	0	0	0
		Net Growth	12	0	0	0
310	Thailand	New Clubs	1	0	0	0
		Charter Members	31	1	4	9
		New Members	11	91	89	63
		Drops	25	44	10	46
		Net Growth	24	74	99	34
303	Hong Kong China Macao	New Clubs	0	0	0	0
		Charter Members	0	0	0	4
		New Members	0	0	0	26
		Drops	0	0	0	24
		Net Growth	0	0	0	6
Total	Teresa Mann	New Clubs	1	0	0	0
		Charter Members	31	1	4	13
		New Members	23	91	89	89
		Drops	25	44	10	70
		Net Growth	36	74	99	40

Statement for 3rd Quarter Results (previous 3 years)

MD	GMT Area	CA 5	2014-2015 3rd Qtr	2015-2016 3rd Qtr	2016-2017 3rd Qtr
NA	Undistricted	New Clubs	0	0	0
		Charter Members	0	0	0
		New Members	12	1	1
		Drops	0	1	0
		Net Growth	12	0	1
310	Thailand	New Clubs	1	1	0
		Charter Members	31	33	13
		New Members	88	150	203
		Drops	80	69	29
		Net Growth	49	151	219
Total	Teresa Mann	New Clubs	1	1	0
		Charter Members	31	33	13
		New Members	100	151	204
		Drops	80	70	29
		Net Growth	61	151	220

