

MD ANALYSIS

CA 5 April Analysis

GAT Constitutional Area 5 Leader: TAE-SUP LEE

July 2017 to April 2018 (10 months) Results

CA 5	2013-2014	2014-2015	2015-2016	2016-2017	2017-2018
New Clubs	235	316	300	344	232
Charter Members	7917	10870	10360	11709	8451
New Members	23518	28144	26737	28279	37351
Drops	20228	20733	24394	23031	32734
Net Growth	13532	20253	14944	19063	15653

April (Only Results)

CA 5	Apr-15	Apr-16	Apr-17	Apr-18
New Clubs	34	21	31	25
Charter Members	1140	745	1002	811
New Members	2460	1469	1574	2903
Drops	846	837	855	1534
Net Growth	2926	1504	1808	2295

Statement for 4th Quarter Results(previous 3 years)

CA 5	2014-2015 4th Qtr	2015-2016 4th Qtr	2016-2017 4th Qtr
New Clubs	83	120	146
Charter Members	2656	3720	4543
New Members	6230	4635	6684
Drops	13532	16120	15416
Net Growth	-4136	-7309	-3763

MD Wise Analysis

MD	GMT Area	CA 5	2013-2014	2014-2015	2015-2016	2016-2017	2017-2018
300	Rep Of China	New Clubs	50	49	20	31	29
		Charter Members	1866	1567	829	1090	1182
		New Members	6815	7374	7251	6523	9405
		Drops	4061	5084	5415	5049	4779
		Net Growth	5131	4469	3363	3223	6455
Total	Pei-Jen Chen	New Clubs	50	49	20	31	29
		Charter Members	1866	1567	829	1090	1182
		New Members	6815	7374	7251	6523	9405
		Drops	4061	5084	5415	5049	4779
		Net Growth	5131	4469	3363	3223	6455

April (Only) Results

MD	GMT Area	CA 5	Apr-15	Apr-16	Apr-17	Apr-18
300	Rep Of China	New Clubs	2	2	3	2
		Charter Members	77	65	91	103
		New Members	745	227	185	464
		Drops	45	59	38	19
		Net Growth	808	250	261	553
Total	Pei-Jen Chen	New Clubs	2	2	3	2
		Charter Members	77	65	91	103
		New Members	745	227	185	464
		Drops	45	59	38	19
		Net Growth	808	250	261	553

Statement for 4th Quarter Results (previous 3 years)

MD	GMT Area	CA 5	2014-2015 4th Qtr	2015-2016 4th Qtr	2016-2017 4th Qtr
300	Rep Of China	New Clubs	6	5	11
		Charter Members	201	184	390
		New Members	1736	739	501
		Drops	4110	4133	3759
		Net Growth	-2072	-3113	-2767
Total	Pei-Jen Chen	New Clubs	6	5	11
		Charter Members	201	184	390
		New Members	1736	739	501
		Drops	4110	4133	3759
		Net Growth	-2072	-3113	-2767

MD Wise Analysis

MD	GMT Area	CA 5	2013-2014	2014-2015	2015-2016	2016-2017	2017-2018
354	Republic Of Korea	New Clubs	10	23	20	31	15
		Charter Members	341	777	703	979	503
		New Members	2890	3639	3273	4183	3612
		Drops	3453	2841	3447	2830	3407
		Net Growth	67	1840	826	2498	938
355	Republic Of Korea	New Clubs	12	9	13	3	13
		Charter Members	430	329	424	128	486
		New Members	2847	4079	3641	3314	3428
		Drops	2646	2418	2905	2588	2515
		Net Growth	762	2117	1311	994	1566
356	Republic Of Korea	New Clubs	9	6	26	10	5
		Charter Members	297	204	962	441	201
		New Members	2821	2932	3049	2650	3289
		Drops	2575	2513	2693	2550	2089
		Net Growth	787	732	1603	716	1546
Total	Chul-Jae Lee	New Clubs	31	38	59	44	33
		Charter Members	1068	1310	2089	1548	1190
		New Members	8558	10650	9963	10147	10329
		Drops	8674	7772	9045	7968	8011
		Net Growth	1616	4689	3740	4208	4050

April (Only) Results

MD	GMT Area	CA 5	Apr-15	Apr-16	Apr-17	Apr-18
354	Republic Of Korea	New Clubs	4	2	3	1
		Charter Members	151	57	111	21
		New Members	212	188	216	426
		Drops	171	200	163	186
		Net Growth	205	73	171	272
355	Republic Of Korea	New Clubs	0	0	0	1
		Charter Members	2	1	0	40
		New Members	307	222	271	392
		Drops	184	222	161	187
		Net Growth	131	16	114	259
356	Republic Of Korea	New Clubs	1	3	0	0
		Charter Members	36	133	2	10
		New Members	180	83	91	198
		Drops	203	141	159	177
		Net Growth	17	97	-59	36
Total	Chul-Jae Lee	New Clubs	5	5	3	2
		Charter Members	189	191	113	71
		New Members	699	493	578	1016
		Drops	558	563	483	550
		Net Growth	353	186	226	567

Statement for 4th Quarter Results (previous 3 years)

MD	GMT Area	CA 5	2014-2015 4th Qtr	2015-2016 4th Qtr	2016-2017 4th Qtr
354	Republic Of Korea	New Clubs	8	3	8
		Charter Members	282	108	287
		New Members	894	832	1145
		Drops	2203	2332	2178
		Net Growth	-965	-1318	-692
355	Republic Of Korea	New Clubs	3	2	1
		Charter Members	126	110	37
		New Members	859	785	805
		Drops	1841	2299	2436
		Net Growth	-815	-1361	-1566
356	Republic Of Korea	New Clubs	3	7	0
		Charter Members	98	262	5
		New Members	610	603	791
		Drops	1691	2080	2026
		Net Growth	-957	-1164	-1188
Total	Chul-Jae Lee	New Clubs	14	12	9
		Charter Members	506	480	329
		New Members	2363	2220	2741
		Drops	5735	6711	6640
		Net Growth	-2737	-3843	-3446

MD Wise Analysis

MD	GMT Area	CA 5	2017-2018
335	Japan	New Clubs Charter Members New Members Drops Net Growth	1 28 1199 689 588
330	Japan	New Clubs Charter Members New Members Drops Net Growth	0 0 825 747 152
334	Japan	New Clubs Charter Members New Members Drops Net Growth	2 44 1271 1081 293
331	Japan	New Clubs Charter Members New Members Drops Net Growth	1 22 458 380 112
332	Japan	New Clubs Charter Members New Members Drops Net Growth	2 79 696 543 256
333	Japan	New Clubs Charter Members New Members Drops Net Growth	2 49 940 815 234
336	Japan	New Clubs Charter Members New Members Drops Net Growth	1 44 998 998 67
337	Japan	New Clubs Charter Members New Members Drops Net Growth	0 0 1096 1122 18
Total	Masayoshi Maruyama, Yasuhisa Nakamura	New Clubs Charter Members New Members Drops Net Growth	9 266 7483 6375 1720

MD Wise Analysis

MD	GMT Area	CA 5	2013-2014	2014-2015	2015-2016	2016-2017	2017-2018
NA	Undistricted	New Clubs	1	0	0	0	0
		Charter Members	20	0	0	0	20
		New Members	7	13	8	32	16
		Drops	10	10	39	12	37
		Net Growth	18	3	-31	20	1
303	Hong Kong China Macao	New Clubs	0	4	4	5	0
		Charter Members	3	97	123	140	0
		New Members	231	267	239	219	0
		Drops	137	202	199	192	0
		Net Growth	114	182	186	179	0
	China	New Clubs	117	163	174	224	92
		Charter Members	3746	6161	6086	7811	3811
		New Members	4991	6149	6278	7778	6530
		Drops	4156	3612	6527	6881	9741
		Net Growth	4997	9128	6353	9335	1311
Total	Ziyu Lin	New Clubs	118	167	178	229	92
		Charter Members	3769	6258	6209	7951	3831
		New Members	5229	6429	6525	8029	6546
		Drops	4303	3824	6765	7085	9778
		Net Growth	5129	9313	6508	9534	1312

April (Only) Results

MD	GMT Area	CA 5	Apr-15	Apr-16	Apr-17	Apr-18
NA	Undistricted	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	0	0	0	2
		Drops	2	2	0	3
		Net Growth	-2	-2	0	0
303	Hong Kong China Macao	New Clubs	0	0	1	0
		Charter Members	0	0	34	0
		New Members	6	28	29	0
		Drops	6	1	21	0
		Net Growth	0	29	42	0
	China	New Clubs	25	12	17	4
		Charter Members	804	413	558	183
		New Members	645	501	577	495
		Drops	186	117	136	125
		Net Growth	1294	834	1028	575
Total	Ziyu Lin	New Clubs	25	12	18	4
		Charter Members	804	413	592	183
		New Members	651	529	606	497
		Drops	194	120	157	128
		Net Growth	1292	861	1070	575

Statement for 4th Quarter Results (previous 3 years)

MD	GMT Area	CA 5	2014-2015 4th Qtr	2015-2016 4th Qtr	2016-2017 4th Qtr
NA	Undistricted	New Clubs	0	0	1
		Charter Members	0	0	20
		New Members	4	2	3
		Drops	15	12	18
		Net Growth	-10	-10	5
303	Hong Kong China Macao	New Clubs	1	2	3
		Charter Members	21	40	91
		New Members	36	57	65
		Drops	69	118	128
		Net Growth	-11	-18	30
	China	New Clubs	49	78	92
		Charter Members	1549	2429	2902
		New Members	1066	944	1506
		Drops	1206	2627	2209
		Net Growth	1493	840	2318
Total	Ziyu Lin	New Clubs	50	80	96
		Charter Members	1570	2469	3013
		New Members	1106	1003	1574
		Drops	1290	2757	2355
		Net Growth	1472	812	2353

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	146
		New Members	0	0	0	0	75
		Drops	0	0	0	0	152
		Net Growth	0	0	0	0	86
301	Philippines	New Clubs	23	32	23	16	27
		Charter Members	795	903	683	455	817
		New Members	1404	1466	1088	1451	1398
		Drops	1637	2715	1630	1501	1492
		Net Growth	1103	-93	261	550	879
308	Brunei Malaysia Singapore	New Clubs	7	26	11	16	18
		Charter Members	260	715	324	437	469
		New Members	775	1349	1165	1281	1194
		Drops	606	619	852	699	938
		Net Growth	492	1551	716	1110	824
204	Cnmi Guam Marshall Islands	New Clubs	1	0	2	0	1
		Charter Members	26	1	54	0	26
		New Members	85	106	134	102	102
		Drops	184	74	68	79	196
		Net Growth	-51	40	124	24	-61
Total		New Clubs	31	58	36	32	51
Ek Phang Bobby Eng		Charter Members	1081	1619	1061	892	1458
		New Members	2264	2921	2387	2834	2769
		Drops	2427	3408	2550	2279	2778
		Net Growth	1544	1498	1101	1684	1728

April (Only) Results

MD	GMT Area	CA 5	Apr-15	Apr-16	Apr-17	Apr-18
NA	Undistricted	New Clubs	0	0	0	0
		Charter Members	0	0	0	1
		New Members	0	0	0	10
		Drops	0	0	0	6
		Net Growth	0	0	0	10
301	Philippines	New Clubs	0	2	4	11
		Charter Members	14	72	123	276
		New Members	169	63	85	116
		Drops	-42	42	52	66
		Net Growth	299	96	165	337
308	Brunei Malaysia Singapore	New Clubs	2	0	1	3
		Charter Members	56	4	32	75
		New Members	86	62	56	22
		Drops	53	36	59	35
		Net Growth	93	32	33	64
204	Cnmi Guam Marshall Islands	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	44	48	31	23
		Drops	0	1	7	12
		Net Growth	44	47	24	11
Total		New Clubs	2	2	5	14
Ek Phang Bobby Eng		Charter Members	70	76	155	352
		New Members	299	173	172	171
		Drops	11	79	118	119
		Net Growth	436	175	222	422

Statement for 4th Quarter Results (previous 3 years)

MD	GMT Area	CA 5	2014-2015 4th Qtr	2015-2016 4th Qtr	2016-2017 4th Qtr
301	Philippines	New Clubs	5	12	19
		Charter Members	136	283	450
		New Members	396	282	904
		Drops	1091	943	1097
		Net Growth	-467	-358	287
308	Brunei Malaysia Singapore	New Clubs	5	3	6
		Charter Members	159	86	236
		New Members	319	136	502
		Drops	642	950	913
		Net Growth	-125	-709	-143
204	Cnmi Guam Marshall Islands	New Clubs	0	1	0
		Charter Members	0	35	0
		New Members	48	65	66
		Drops	43	11	63
		Net Growth	6	89	4
Total		New Clubs	10	16	25
Ek Phang Bobby Eng		Charter Members	295	404	686
		New Members	763	483	1472
		Drops	1776	1904	2073
		Net Growth	-586	-978	148

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	1	1
		Charter Members	0	24	29	23	20
		New Members	0	19	21	11	9
		Drops	20	34	15	12	24
		Net Growth	-20	9	39	22	5
310	Thailand	New Clubs	5	3	6	7	13
		Charter Members	133	92	143	205	391
		New Members	652	751	590	735	572
		Drops	743	611	604	638	735
		Net Growth	132	275	193	392	276
303	Hong Kong China Macao	New Clubs	0	0	0	0	4
		Charter Members	0	0	0	0	113
		New Members	0	0	0	0	238
		Drops	0	0	0	0	254
		Net Growth	0	0	0	0	107
Total	Teresa Mann	New Clubs	5	4	7	8	18
		Charter Members	133	116	172	228	524
		New Members	652	770	611	746	819
		Drops	763	645	619	650	1013
		Net Growth	112	284	232	414	388

April (Only) Results

MD	GMT Area	CA 5	Apr-15	Apr-16	Apr-17	Apr-18
NA	Undistricted	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	0	1	2	0
		Drops	6	0	0	0
		Net Growth	-6	1	2	0
310	Thailand	New Clubs	0	0	2	0
		Charter Members	0	0	51	1
		New Members	66	46	31	40
		Drops	32	16	59	56
		Net Growth	43	31	27	-9
303	Hong Kong China Macao	New Clubs	0	0	0	1
		Charter Members	0	0	0	21
		New Members	0	0	0	7
		Drops	0	0	0	5
		Net Growth	0	0	0	23
Total	Teresa Mann	New Clubs	0	0	2	1
		Charter Members	0	0	51	22
		New Members	66	47	33	47
		Drops	38	16	59	61
		Net Growth	37	32	29	14

Statement for 4th Quarter Results (previous 3 years)

MD	GMT Area	CA 5	2014-2015 4th Qtr	2015-2016 4th Qtr	2016-2017 4th Qtr
NA	Undistricted	New Clubs	0	1	0
		Charter Members	0	20	0
		New Members	0	4	7
		Drops	26	4	8
		Net Growth	-26	20	-1
310	Thailand	New Clubs	3	6	5
		Charter Members	84	163	125
		New Members	262	186	389
		Drops	595	611	581
		Net Growth	-187	-207	-50
Total	Teresa Mann	New Clubs	3	7	5
		Charter Members	84	183	125
		New Members	262	190	396
		Drops	621	615	589
		Net Growth	-213	-187	-51

