

# MD ANALYSIS

## CA 6 September Analysis

GAT Constitutional Area 6 Leader: NARENDRA BHANDARI

### July 2018 to September 2018 (3 months) Results

| CA 6            | 2014-2015 | 2015-2016 | 2016-2017 | 2017-2018 | 2018-2019 |
|-----------------|-----------|-----------|-----------|-----------|-----------|
| New Clubs       | 178       | 200       | 250       | 525       | 413       |
| Charter Members | 5028      | 6016      | 6519      | 12177     | 10613     |
| New Members     | 8174      | 8724      | 9879      | 8096      | 7028      |
| Drops           | 10813     | 13337     | 11043     | 15696     | 9297      |
| Net Growth      | 3371      | 2901      | 6484      | 5739      | 9592      |

### September (Only Results)

| CA 6            | Sep-15 | Sep-16 | Sep-17 | Sep-18 |
|-----------------|--------|--------|--------|--------|
| New Clubs       | 57     | 56     | 35     | 72     |
| Charter Members | 1750   | 1460   | 1119   | 2189   |
| New Members     | 1959   | 1781   | 1698   | 1403   |
| Drops           | 2674   | 1305   | 1534   | 2012   |
| Net Growth      | 1298   | 2110   | 1525   | 1844   |

### Statement for 1st Quarter Results(previous 3 years)

| CA 6            | 2015-2016<br>1st Qtr | 2016-2017<br>1st Qtr | 2017-2018<br>1st Qtr |
|-----------------|----------------------|----------------------|----------------------|
| New Clubs       | 200                  | 250                  | 525                  |
| Charter Members | 6016                 | 6519                 | 12177                |
| New Members     | 8724                 | 9879                 | 8096                 |
| Drops           | 13337                | 11043                | 15696                |
| Net Growth      | 2901                 | 6484                 | 5739                 |

### MD Wise Analysis

| MD    | GMT Area                   | CA 6            | 2014-2015 | 2015-2016 | 2016-2017 | 2017-2018 | 2018-2019 |
|-------|----------------------------|-----------------|-----------|-----------|-----------|-----------|-----------|
| 322   | India<br>Kingdom Of Bhutan | New Clubs       | 12        | 25        | 26        | 96        | 69        |
|       |                            | Charter Members | 401       | 654       | 717       | 2218      | 1704      |
|       |                            | New Members     | 969       | 1115      | 1052      | 1181      | 904       |
|       |                            | Drops           | 1056      | 1049      | 1496      | 1099      | 1216      |
|       |                            | Net Growth      | 429       | 872       | 410       | 2401      | 1518      |
| 315   | Rep Of Bangladesh          | New Clubs       | 14        | 7         | 31        | 59        | 25        |
|       |                            | Charter Members | 359       | 202       | 633       | 1196      | 704       |
|       |                            | New Members     | 381       | 317       | 402       | 273       | 367       |
|       |                            | Drops           | 327       | 836       | 336       | 421       | 433       |
|       |                            | Net Growth      | 447       | -286      | 716       | 1073      | 683       |
| 325   | Nepal                      | New Clubs       | 27        | 74        | 62        | 0         | 0         |
|       |                            | Charter Members | 632       | 2064      | 1449      | 0         | 0         |
|       |                            | New Members     | 426       | 1120      | 1144      | 0         | 0         |
|       |                            | Drops           | 391       | 723       | 664       | 0         | 0         |
|       |                            | Net Growth      | 691       | 2529      | 1964      | 0         | 0         |
| Total | Swadesh Ranjan Saha        | New Clubs       | 53        | 106       | 119       | 155       | 94        |
|       |                            | Charter Members | 1392      | 2920      | 2799      | 3414      | 2408      |
|       |                            | New Members     | 1776      | 2552      | 2598      | 1454      | 1271      |
|       |                            | Drops           | 1774      | 2608      | 2496      | 1520      | 1649      |
|       |                            | Net Growth      | 1567      | 3115      | 3090      | 3474      | 2201      |

### MD Wise Analysis

| MD    | GMT Area          | CA 6            | 2014-2015 | 2015-2016 | 2016-2017 | 2017-2018 | 2018-2019 |
|-------|-------------------|-----------------|-----------|-----------|-----------|-----------|-----------|
| 321   | India             | New Clubs       | 23        | 16        | 29        | 0         | 0         |
|       |                   | Charter Members | 750       | 542       | 773       | 0         | 0         |
|       |                   | New Members     | 678       | 625       | 1102      | 0         | 0         |
|       |                   | Drops           | 1350      | 1779      | 1208      | 0         | 0         |
|       |                   | Net Growth      | 247       | -299      | 851       | 0         | 0         |
| 305   | Pakistan          | New Clubs       | 10        | 7         | 2         | 14        | 9         |
|       |                   | Charter Members | 257       | 176       | 74        | 328       | 235       |
|       |                   | New Members     | 225       | 275       | 306       | 167       | 96        |
|       |                   | Drops           | 298       | 416       | 199       | 240       | 285       |
|       |                   | Net Growth      | 228       | 62        | 236       | 304       | 66        |
| 325   | Nepal             | New Clubs       | 0         | 0         | 0         | 65        | 51        |
|       |                   | Charter Members | 0         | 0         | 0         | 1558      | 1370      |
|       |                   | New Members     | 0         | 0         | 0         | 564       | 636       |
|       |                   | Drops           | 0         | 0         | 0         | 1364      | 1059      |
|       |                   | Net Growth      | 0         | 0         | 0         | 822       | 989       |
| Total | Khagendra Sitaula | New Clubs       | 33        | 23        | 31        | 79        | 60        |
|       |                   | Charter Members | 1007      | 718       | 847       | 1886      | 1605      |
|       |                   | New Members     | 903       | 900       | 1408      | 731       | 732       |
|       |                   | Drops           | 1648      | 2195      | 1407      | 1604      | 1344      |
|       |                   | Net Growth      | 475       | -237      | 1087      | 1126      | 1055      |

## MD Wise Analysis

| MD    | GMT Area                 | CA 6            | 2014-2015 | 2015-2016 | 2016-2017 | 2017-2018 | 2018-2019 |
|-------|--------------------------|-----------------|-----------|-----------|-----------|-----------|-----------|
| 316   | India                    | New Clubs       | 14        | 6         | 10        | 27        | 13        |
|       |                          | Charter Members | 422       | 224       | 376       | 597       | 308       |
|       |                          | New Members     | 1202      | 1155      | 710       | 215       | 228       |
|       |                          | Drops           | 1617      | 2228      | 659       | 988       | 280       |
|       |                          | Net Growth      | 119       | -730      | 516       | -21       | 289       |
| 324   | India                    | New Clubs       | 32        | 30        | 25        | 0         | 0         |
|       |                          | Charter Members | 853       | 1171      | 879       | 0         | 0         |
|       |                          | New Members     | 2202      | 2174      | 2479      | 0         | 0         |
|       |                          | Drops           | 1814      | 3597      | 3309      | 0         | 0         |
|       |                          | Net Growth      | 1478      | 219       | 258       | 0         | 0         |
| 320   | India                    | New Clubs       | 0         | 0         | 10        | 49        | 28        |
|       |                          | Charter Members | 0         | 0         | 272       | 1079      | 660       |
|       |                          | New Members     | 0         | 0         | 928       | 321       | 508       |
|       |                          | Drops           | 0         | 0         | 879       | 1056      | 411       |
|       |                          | Net Growth      | 0         | 0         | 451       | 383       | 810       |
| Total | Venkata S Raju Dantuluri | New Clubs       | 46        | 36        | 45        | 76        | 41        |
|       |                          | Charter Members | 1275      | 1395      | 1527      | 1676      | 968       |
|       |                          | New Members     | 3404      | 3329      | 4117      | 536       | 736       |
|       |                          | Drops           | 3431      | 5825      | 4847      | 2044      | 691       |
|       |                          | Net Growth      | 1597      | -511      | 1225      | 362       | 1099      |

### MD Wise Analysis

| MD    | GMT Area       | CA 6            | 2014-2015 | 2015-2016 | 2016-2017 | 2017-2018 | 2018-2019 |
|-------|----------------|-----------------|-----------|-----------|-----------|-----------|-----------|
| 323   | India          | New Clubs       | 46        | 35        | 55        | 0         | 0         |
|       |                | Charter Members | 1354      | 983       | 1346      | 0         | 0         |
|       |                | New Members     | 2091      | 1943      | 1756      | 0         | 0         |
|       |                | Drops           | 3960      | 2709      | 2293      | 0         | 0         |
|       |                | Net Growth      | -268      | 534       | 1082      | 0         | 0         |
| 3231  | India          | New Clubs       | 0         | 0         | 0         | 18        | 16        |
|       |                | Charter Members | 0         | 0         | 0         | 375       | 367       |
|       |                | New Members     | 0         | 0         | 0         | 478       | 262       |
|       |                | Drops           | 0         | 0         | 0         | 878       | 408       |
|       |                | Net Growth      | 0         | 0         | 0         | 23        | 258       |
| 3232  | India          | New Clubs       | 0         | 0         | 0         | 23        | 13        |
|       |                | Charter Members | 0         | 0         | 0         | 669       | 303       |
|       |                | New Members     | 0         | 0         | 0         | 148       | 111       |
|       |                | Drops           | 0         | 0         | 0         | 830       | 277       |
|       |                | Net Growth      | 0         | 0         | 0         | 5         | 155       |
| 3234  | India          | New Clubs       | 0         | 0         | 0         | 21        | 19        |
|       |                | Charter Members | 0         | 0         | 0         | 461       | 530       |
|       |                | New Members     | 0         | 0         | 0         | 377       | 290       |
|       |                | Drops           | 0         | 0         | 0         | 616       | 509       |
|       |                | Net Growth      | 0         | 0         | 0         | 283       | 373       |
| Total | Jayesh Thakkar | New Clubs       | 46        | 35        | 55        | 62        | 48        |
|       |                | Charter Members | 1354      | 983       | 1346      | 1505      | 1200      |
|       |                | New Members     | 2091      | 1943      | 1756      | 1003      | 663       |
|       |                | Drops           | 3960      | 2709      | 2293      | 2324      | 1194      |
|       |                | Net Growth      | -268      | 534       | 1082      | 311       | 786       |

### MD Wise Analysis

| <b>MD</b>    | <b>GMT Area</b>                      | <b>CA 6</b>            | <b>2017-2018</b> | <b>2018-2019</b> |
|--------------|--------------------------------------|------------------------|------------------|------------------|
| <b>306</b>   | <b>Maldives<br/>Rep Of Sri Lanka</b> | <b>New Clubs</b>       | 3                | 0                |
|              |                                      | <b>Charter Members</b> | 115              | 47               |
|              |                                      | <b>New Members</b>     | 289              | 218              |
|              |                                      | <b>Drops</b>           | 774              | 554              |
|              |                                      | <b>Net Growth</b>      | -306             | -189             |
| <b>317</b>   | <b>India</b>                         | <b>New Clubs</b>       | 9                | 22               |
|              |                                      | <b>Charter Members</b> | 210              | 566              |
|              |                                      | <b>New Members</b>     | 593              | 454              |
|              |                                      | <b>Drops</b>           | 669              | 412              |
|              |                                      | <b>Net Growth</b>      | 209              | 647              |
| <b>Total</b> | <b>Vasudev Valawalkar</b>            | <b>New Clubs</b>       | 12               | 22               |
|              |                                      | <b>Charter Members</b> | 325              | 613              |
|              |                                      | <b>New Members</b>     | 882              | 672              |
|              |                                      | <b>Drops</b>           | 1443             | 966              |
|              |                                      | <b>Net Growth</b>      | -97              | 458              |

### MD Wise Analysis

| MD    | GMT Area   | CA 6            | 2017-2018 | 2018-2019 |
|-------|------------|-----------------|-----------|-----------|
| 318   | India      | New Clubs       | 25        | 16        |
|       |            | Charter Members | 666       | 410       |
|       |            | New Members     | 378       | 747       |
|       |            | Drops           | 697       | 628       |
|       |            | Net Growth      | 387       | 583       |
| 324   | India      | New Clubs       | 73        | 70        |
|       |            | Charter Members | 1700      | 1914      |
|       |            | New Members     | 2307      | 1555      |
|       |            | Drops           | 3393      | 1651      |
|       |            | Net Growth      | 855       | 2202      |
| Total | N S Sankar | New Clubs       | 98        | 86        |
|       |            | Charter Members | 2366      | 2324      |
|       |            | New Members     | 2685      | 2302      |
|       |            | Drops           | 4090      | 2279      |
|       |            | Net Growth      | 1242      | 2785      |

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| MD    | GMT Area     | CA 6            | 2017-2018 | 2018-2019 |
|-------|--------------|-----------------|-----------|-----------|
| 321   | India        | New Clubs       | 27        | 32        |
|       |              | Charter Members | 670       | 777       |
|       |              | New Members     | 529       | 447       |
|       |              | Drops           | 1616      | 802       |
|       |              | Net Growth      | -280      | 602       |
| 3233  | India        | New Clubs       | 16        | 30        |
|       |              | Charter Members | 335       | 718       |
|       |              | New Members     | 276       | 205       |
|       |              | Drops           | 1055      | 372       |
|       |              | Net Growth      | -399      | 606       |
| Total | Anil Tulsyan | New Clubs       | 43        | 62        |
|       |              | Charter Members | 1005      | 1495      |
|       |              | New Members     | 805       | 652       |
|       |              | Drops           | 2671      | 1174      |
|       |              | Net Growth      | -679      | 1208      |



