

# MD ANALYSIS

## CA 5 October Analysis

GAT Constitutional Area 5 Leader: TAE-SUP LEE

### July 2018 to October 2018 (4 months) Results

| CA 5            | 2014-2015 | 2015-2016 | 2016-2017 | 2017-2018 | 2018-2019 |
|-----------------|-----------|-----------|-----------|-----------|-----------|
| New Clubs       | 129       | 87        | 93        | 75        | 58        |
| Charter Members | 4359      | 3134      | 3661      | 3054      | 2213      |
| New Members     | 15333     | 14601     | 15650     | 18183     | 14052     |
| Drops           | 9844      | 12633     | 11607     | 16839     | 8766      |
| Net Growth      | 10860     | 6281      | 8761      | 5811      | 8743      |

### October (Only Results)

| CA 5            | Oct-15 | Oct-16 | Oct-17 | Oct-18 |
|-----------------|--------|--------|--------|--------|
| New Clubs       | 27     | 29     | 28     | 10     |
| Charter Members | 954    | 1097   | 964    | 297    |
| New Members     | 2734   | 2893   | 2983   | 2368   |
| Drops           | 1188   | 944    | 1567   | 1502   |
| Net Growth      | 2652   | 3211   | 2560   | 1305   |

### Statement for 2nd Quarter Results(previous 3 years)

| CA 5            | 2015-2016<br>2nd Qtr | 2016-2017<br>2nd Qtr | 2017-2018<br>2nd Qtr |
|-----------------|----------------------|----------------------|----------------------|
| New Clubs       | 115                  | 85                   | 70                   |
| Charter Members | 3875                 | 2895                 | 2386                 |
| New Members     | 6449                 | 6682                 | 7986                 |
| Drops           | 7606                 | 7083                 | 9218                 |
| Net Growth      | 3340                 | 3021                 | 1688                 |

### MD Wise Analysis

| MD    | GMT Area     | CA 5            | 2014-2015 | 2015-2016 | 2016-2017 | 2017-2018 | 2018-2019 |
|-------|--------------|-----------------|-----------|-----------|-----------|-----------|-----------|
| 300   | Rep Of China | New Clubs       | 19        | 7         | 16        | 13        | 16        |
|       |              | Charter Members | 652       | 372       | 577       | 575       | 616       |
|       |              | New Members     | 4745      | 4768      | 4574      | 5152      | 4808      |
|       |              | Drops           | 3531      | 3380      | 3162      | 3638      | 1131      |
|       |              | Net Growth      | 2213      | 2193      | 2265      | 2531      | 4673      |
| Total | Pei-Jen Chen | New Clubs       | 19        | 7         | 16        | 13        | 16        |
|       |              | Charter Members | 652       | 372       | 577       | 575       | 616       |
|       |              | New Members     | 4745      | 4768      | 4574      | 5152      | 4808      |
|       |              | Drops           | 3531      | 3380      | 3162      | 3638      | 1131      |
|       |              | Net Growth      | 2213      | 2193      | 2265      | 2531      | 4673      |

### October (Only) Results

| MD    | GMT Area     | CA 5            | Oct-15 | Oct-16 | Oct-17 | Oct-18 |
|-------|--------------|-----------------|--------|--------|--------|--------|
| 300   | Rep Of China | New Clubs       | 0      | 2      | 2      | 0      |
|       |              | Charter Members | 35     | 59     | 76     | 5      |
|       |              | New Members     | 449    | 696    | 401    | 470    |
|       |              | Drops           | 133    | 84     | 97     | 134    |
|       |              | Net Growth      | 386    | 698    | 413    | 385    |
| Total | Pei-Jen Chen | New Clubs       | 0      | 2      | 2      | 0      |
|       |              | Charter Members | 35     | 59     | 76     | 5      |
|       |              | New Members     | 449    | 696    | 401    | 470    |
|       |              | Drops           | 133    | 84     | 97     | 134    |
|       |              | Net Growth      | 386    | 698    | 413    | 385    |

**Statement for 2nd Quarter Results (previous 3 years)**

| <b>MD</b>    | <b>GMT Area</b>     | <b>CA 5</b>            | <b>2015-2016<br/>2nd Qtr</b> | <b>2016-2017<br/>2nd Qtr</b> | <b>2017-2018<br/>2nd Qtr</b> |
|--------------|---------------------|------------------------|------------------------------|------------------------------|------------------------------|
| <b>300</b>   | <b>Rep Of China</b> | <b>New Clubs</b>       | 3                            | 9                            | 6                            |
|              |                     | <b>Charter Members</b> | 171                          | 292                          | 207                          |
|              |                     | <b>New Members</b>     | 952                          | 1107                         | 1399                         |
|              |                     | <b>Drops</b>           | 1672                         | 1499                         | 896                          |
|              |                     | <b>Net Growth</b>      | -434                         | 65                           | 811                          |
| <b>Total</b> | <b>Pei-Jen Chen</b> | <b>New Clubs</b>       | 3                            | 9                            | 6                            |
|              |                     | <b>Charter Members</b> | 171                          | 292                          | 207                          |
|              |                     | <b>New Members</b>     | 952                          | 1107                         | 1399                         |
|              |                     | <b>Drops</b>           | 1672                         | 1499                         | 896                          |
|              |                     | <b>Net Growth</b>      | -434                         | 65                           | 811                          |

### MD Wise Analysis

| MD    | GMT Area          | CA 5            | 2014-2015 | 2015-2016 | 2016-2017 | 2017-2018 | 2018-2019 |
|-------|-------------------|-----------------|-----------|-----------|-----------|-----------|-----------|
| 354   | Republic Of Korea | New Clubs       | 4         | 6         | 14        | 7         | 6         |
|       |                   | Charter Members | 205       | 207       | 465       | 265       | 139       |
|       |                   | New Members     | 1438      | 1383      | 1459      | 1058      | 1250      |
|       |                   | Drops           | 1143      | 1463      | 1098      | 1325      | 1185      |
|       |                   | Net Growth      | 664       | 302       | 909       | 67        | 279       |
| 355   | Republic Of Korea | New Clubs       | 2         | 3         | 0         | 8         | 3         |
|       |                   | Charter Members | 84        | 126       | 11        | 297       | 105       |
|       |                   | New Members     | 1737      | 1741      | 1549      | 1608      | 1507      |
|       |                   | Drops           | 1050      | 1199      | 1029      | 1015      | 1190      |
|       |                   | Net Growth      | 859       | 763       | 591       | 987       | 494       |
| 356   | Republic Of Korea | New Clubs       | 4         | 7         | 5         | 2         | 2         |
|       |                   | Charter Members | 127       | 236       | 278       | 109       | 130       |
|       |                   | New Members     | 1542      | 1684      | 1542      | 1566      | 1459      |
|       |                   | Drops           | 1034      | 1315      | 1211      | 822       | 1046      |
|       |                   | Net Growth      | 692       | 676       | 739       | 923       | 609       |
| Total | Chul-Jae Lee      | New Clubs       | 10        | 16        | 19        | 17        | 11        |
|       |                   | Charter Members | 416       | 569       | 754       | 671       | 374       |
|       |                   | New Members     | 4717      | 4808      | 4550      | 4232      | 4216      |
|       |                   | Drops           | 3227      | 3977      | 3338      | 3162      | 3421      |
|       |                   | Net Growth      | 2215      | 1741      | 2239      | 1977      | 1382      |

### October (Only) Results

| MD    | GMT Area          | CA 5            | Oct-15 | Oct-16 | Oct-17 | Oct-18 |
|-------|-------------------|-----------------|--------|--------|--------|--------|
| 354   | Republic Of Korea | New Clubs       | 3      | 7      | 3      | 1      |
|       |                   | Charter Members | 77     | 218    | 144    | 21     |
|       |                   | New Members     | 244    | 335    | 201    | 357    |
|       |                   | Drops           | 168    | 166    | 238    | 189    |
|       |                   | Net Growth      | 163    | 409    | 115    | 202    |
| 355   | Republic Of Korea | New Clubs       | 1      | 0      | 0      | 0      |
|       |                   | Charter Members | 60     | 0      | 4      | 8      |
|       |                   | New Members     | 280    | 213    | 237    | 330    |
|       |                   | Drops           | 245    | 142    | 170    | 139    |
|       |                   | Net Growth      | 109    | 81     | 80     | 207    |
| 356   | Republic Of Korea | New Clubs       | 3      | 3      | 1      | 0      |
|       |                   | Charter Members | 98     | 171    | 74     | 7      |
|       |                   | New Members     | 247    | 215    | 263    | 246    |
|       |                   | Drops           | 192    | 176    | 111    | 165    |
|       |                   | Net Growth      | 168    | 220    | 237    | 96     |
| Total | Chul-Jae Lee      | New Clubs       | 7      | 10     | 4      | 1      |
|       |                   | Charter Members | 235    | 389    | 222    | 36     |
|       |                   | New Members     | 771    | 763    | 701    | 933    |
|       |                   | Drops           | 605    | 484    | 519    | 493    |
|       |                   | Net Growth      | 440    | 710    | 432    | 505    |

**Statement for 2nd Quarter Results (previous 3 years)**

| <b>MD</b>    | <b>GMT Area</b>          | <b>CA 5</b>            | <b>2015-2016<br/>2nd Qtr</b> | <b>2016-2017<br/>2nd Qtr</b> | <b>2017-2018<br/>2nd Qtr</b> |
|--------------|--------------------------|------------------------|------------------------------|------------------------------|------------------------------|
| <b>354</b>   | <b>Republic Of Korea</b> | <b>New Clubs</b>       | 7                            | 11                           | 5                            |
|              |                          | <b>Charter Members</b> | 227                          | 327                          | 222                          |
|              |                          | <b>New Members</b>     | 948                          | 1447                         | 741                          |
|              |                          | <b>Drops</b>           | 1325                         | 1220                         | 1529                         |
|              |                          | <b>Net Growth</b>      | -104                         | 595                          | -527                         |
| <b>355</b>   | <b>Republic Of Korea</b> | <b>New Clubs</b>       | 3                            | 1                            | 1                            |
|              |                          | <b>Charter Members</b> | 133                          | 27                           | 56                           |
|              |                          | <b>New Members</b>     | 823                          | 678                          | 735                          |
|              |                          | <b>Drops</b>           | 1195                         | 1062                         | 988                          |
|              |                          | <b>Net Growth</b>      | -210                         | -322                         | -158                         |
| <b>356</b>   | <b>Republic Of Korea</b> | <b>New Clubs</b>       | 9                            | 6                            | 3                            |
|              |                          | <b>Charter Members</b> | 311                          | 257                          | 124                          |
|              |                          | <b>New Members</b>     | 729                          | 611                          | 737                          |
|              |                          | <b>Drops</b>           | 940                          | 923                          | 841                          |
|              |                          | <b>Net Growth</b>      | 250                          | -35                          | 64                           |
| <b>Total</b> | <b>Chul-Jae Lee</b>      | <b>New Clubs</b>       | 19                           | 18                           | 9                            |
|              |                          | <b>Charter Members</b> | 671                          | 611                          | 402                          |
|              |                          | <b>New Members</b>     | 2500                         | 2736                         | 2213                         |
|              |                          | <b>Drops</b>           | 3460                         | 3205                         | 3358                         |
|              |                          | <b>Net Growth</b>      | -64                          | 238                          | -621                         |

### MD Wise Analysis

| MD    | GMT Area                                 | CA 5            | 2017-2018 | 2018-2019 |
|-------|--|-----------------|-----------|-----------|
| 335   | Japan                                    | New Clubs       | 0         | 0         |
|       |  | Charter Members | 0         | 0         |
|       |  | New Members     | 531       | 494       |
|       |  | Drops           | 246       | 228       |
|       |  | Net Growth      | 309       | 296       |
| 330   | Japan                                    | New Clubs       | 0         | 0         |
|       |  | Charter Members | 0         | 0         |
|       |  | New Members     | 435       | 393       |
|       |  | Drops           | 308       | 328       |
|       |  | Net Growth      | 158       | 93        |
| 334   | Japan                                    | New Clubs       | 1         | 0         |
|       |  | Charter Members | 21        | 0         |
|       |  | New Members     | 522       | 524       |
|       |  | Drops           | 346       | 290       |
|       |  | Net Growth      | 222       | 251       |
| 331   | Japan                                    | New Clubs       | 0         | 0         |
|       |  | Charter Members | 0         | 0         |
|       |  | New Members     | 204       | 211       |
|       |  | Drops           | 125       | 128       |
|       |  | Net Growth      | 86        | 92        |
| 332   | Japan                                    | New Clubs       | 0         | 0         |
|       |  | Charter Members | 0         | 0         |
|       |  | New Members     | 345       | 310       |
|       |  | Drops           | 237       | 238       |
|       |  | Net Growth      | 127       | 95        |
| 333   | Japan                                    | New Clubs       | 0         | 0         |
|       |  | Charter Members | 0         | 0         |
|       |  | New Members     | 446       | 367       |
|       |  | Drops           | 336       | 295       |
|       |  | Net Growth      | 131       | 87        |
| 336   | Japan                                    | New Clubs       | 1         | 0         |
|       |  | Charter Members | 38        | 0         |
|       |  | New Members     | 483       | 475       |
|       |  | Drops           | 368       | 307       |
|       |  | Net Growth      | 167       | 195       |
| 337   | Japan                                    | New Clubs       | 0         | 1         |
|       |  | Charter Members | 0         | 27        |
|       |  | New Members     | 483       | 442       |
|       |  | Drops           | 344       | 381       |
|       |  | Net Growth      | 159       | 110       |
| Total | Masayoshi Maruyama,<br>Yasuhisa Nakamura | New Clubs       | 2         | 1         |
|       |  | Charter Members | 59        | 27        |
|       |  | New Members     | 3449      | 3216      |
|       |  | Drops           | 2310      | 2195      |
|       |  | Net Growth      | 1359      | 1219      |



### October (Only) Results

| MD                         | GMT Area | CA 5            | Oct-17 | Oct-18 |
|----------------------------|----------|-----------------|--------|--------|
| 335                        | Japan    | New Clubs       | 0      | 0      |
|                            |          | Charter Members | 0      | 0      |
|                            |          | New Members     | 112    | 87     |
|                            |          | Drops           | 47     | 46     |
|                            |          | Net Growth      | 66     | 43     |
| 330                        | Japan    | New Clubs       | 0      | 0      |
|                            |          | Charter Members | 0      | 0      |
|                            |          | New Members     | 89     | 59     |
|                            |          | Drops           | 40     | 63     |
|                            |          | Net Growth      | 54     | -4     |
| 334                        | Japan    | New Clubs       | 0      | 0      |
|                            |          | Charter Members | 0      | 0      |
|                            |          | New Members     | 84     | 77     |
|                            |          | Drops           | 47     | 43     |
|                            |          | Net Growth      | 40     | 37     |
| 331                        | Japan    | New Clubs       | 0      | 0      |
|                            |          | Charter Members | 0      | 0      |
|                            |          | New Members     | 25     | 16     |
|                            |          | Drops           | 26     | 23     |
|                            |          | Net Growth      | 0      | -6     |
| 332                        | Japan    | New Clubs       | 0      | 0      |
|                            |          | Charter Members | 0      | 0      |
|                            |          | New Members     | 44     | 62     |
|                            |          | Drops           | 37     | 45     |
|                            |          | Net Growth      | 9      | 26     |
| 333                        | Japan    | New Clubs       | 0      | 0      |
|                            |          | Charter Members | 0      | 0      |
|                            |          | New Members     | 61     | 79     |
|                            |          | Drops           | 57     | 46     |
|                            |          | Net Growth      | 6      | 35     |
| 336                        | Japan    | New Clubs       | 0      | 0      |
|                            |          | Charter Members | 9      | 0      |
|                            |          | New Members     | 79     | 81     |
|                            |          | Drops           | 69     | 65     |
|                            |          | Net Growth      | 22     | 18     |
| 337                        | Japan    | New Clubs       | 0      | 0      |
|                            |          | Charter Members | 0      | 4      |
|                            |          | New Members     | 94     | 71     |
|                            |          | Drops           | 77     | 86     |
|                            |          | Net Growth      | 18     | -7     |
| <b>Total</b>               |          | New Clubs       | 0      | 0      |
|                            |          | Charter Members | 9      | 4      |
| <b>Masayoshi Maruyama,</b> |          | New Members     | 588    | 532    |
| <b>Yasuhisa Nakamura</b>   |          | Drops           | 400    | 417    |
|                            |          | Net Growth      | 215    | 142    |

**Statement for 2nd Quarter Results (previous 3 years)**

| <b>MD</b>    | <b>GMT Area</b>                                  | <b>CA 5</b>   | <b>2017-2018<br/>2nd Qtr</b>                                       |
|--------------|--|---|--|
| <b>335</b>   | <b>Japan</b>                                     | <b>New Clubs</b><br><b>Charter Members</b><br><b>New Members</b><br><b>Drops</b><br><b>Net Growth</b> | <b>0</b><br><b>0</b><br><b>254</b><br><b>263</b><br><b>-3</b>      |
| <b>330</b>   | <b>Japan</b>                                     | <b>New Clubs</b><br><b>Charter Members</b><br><b>New Members</b><br><b>Drops</b><br><b>Net Growth</b> | <b>0</b><br><b>0</b><br><b>179</b><br><b>250</b><br><b>-50</b>     |
| <b>334</b>   | <b>Japan</b>                                     | <b>New Clubs</b><br><b>Charter Members</b><br><b>New Members</b><br><b>Drops</b><br><b>Net Growth</b> | <b>0</b><br><b>0</b><br><b>221</b><br><b>400</b><br><b>-165</b>    |
| <b>331</b>   | <b>Japan</b>                                     | <b>New Clubs</b><br><b>Charter Members</b><br><b>New Members</b><br><b>Drops</b><br><b>Net Growth</b> | <b>1</b><br><b>22</b><br><b>90</b><br><b>90</b><br><b>24</b>       |
| <b>332</b>   | <b>Japan</b>                                     | <b>New Clubs</b><br><b>Charter Members</b><br><b>New Members</b><br><b>Drops</b><br><b>Net Growth</b> | <b>0</b><br><b>0</b><br><b>117</b><br><b>179</b><br><b>-59</b>     |
| <b>333</b>   | <b>Japan</b>                                     | <b>New Clubs</b><br><b>Charter Members</b><br><b>New Members</b><br><b>Drops</b><br><b>Net Growth</b> | <b>0</b><br><b>0</b><br><b>178</b><br><b>271</b><br><b>-88</b>     |
| <b>336</b>   | <b>Japan</b>                                     | <b>New Clubs</b><br><b>Charter Members</b><br><b>New Members</b><br><b>Drops</b><br><b>Net Growth</b> | <b>0</b><br><b>14</b><br><b>218</b><br><b>302</b><br><b>-64</b>    |
| <b>337</b>   | <b>Japan</b>                                     | <b>New Clubs</b><br><b>Charter Members</b><br><b>New Members</b><br><b>Drops</b><br><b>Net Growth</b> | <b>0</b><br><b>0</b><br><b>234</b><br><b>349</b><br><b>-111</b>    |
| <b>Total</b> | <b>Masayoshi Maruyama,<br/>Yasuhisa Nakamura</b> | <b>New Clubs</b><br><b>Charter Members</b><br><b>New Members</b><br><b>Drops</b><br><b>Net Growth</b> | <b>1</b><br><b>36</b><br><b>1491</b><br><b>2104</b><br><b>-516</b> |

### MD Wise Analysis

| MD    | GMT Area             | CA 5            | 2018-2019 |
|-------|----------------------|-----------------|-----------|
| 310   | Thailand             | New Clubs       | 3         |
|       |                      | Charter Members | 97        |
|       |                      | New Members     | 326       |
|       |                      | Drops           | 149       |
|       |                      | Net Growth      | 321       |
| Total | Prayat Sirinaphaphan | New Clubs       | 3         |
|       |                      | Charter Members | 97        |
|       |                      | New Members     | 326       |
|       |                      | Drops           | 149       |
|       |                      | Net Growth      | 321       |

### MD Wise Analysis

| MD              | GMT Area                    | CA 5            | 2014-2015 | 2015-2016 | 2016-2017 | 2017-2018 | 2018-2019 |
|-----------------|-----------------------------|-----------------|-----------|-----------|-----------|-----------|-----------|
| NA              | Undistricted                | New Clubs       | 0         | 0         | 0         | 0         | 2         |
|                 |                             | Charter Members | 0         | 0         | 0         | 0         | 40        |
|                 |                             | New Members     | 1         | 0         | 13        | 3         | 2         |
|                 |                             | Drops           | 1         | 33        | 6         | 6         | 9         |
|                 |                             | Net Growth      | 0         | -33       | 7         | -3        | 33        |
| 303             | Hong Kong<br>China<br>Macao | New Clubs       | 2         | 3         | 2         | 0         | 0         |
|                 |                             | Charter Members | 45        | 84        | 54        | 0         | 0         |
|                 |                             | New Members     | 187       | 128       | 118       | 0         | 0         |
|                 |                             | Drops           | 147       | 121       | 120       | 0         | 0         |
|                 |                             | Net Growth      | 97        | 103       | 60        | 0         | 0         |
|                 | China                       | New Clubs       | 73        | 42        | 47        | 16        | 6         |
| Charter Members |                             | 2572            | 1614      | 2002      | 975       | 403       |           |
| New Members     |                             | 3416            | 3270      | 4442      | 3447      | 18        |           |
| Drops           |                             | 1270            | 3739      | 3961      | 6181      | 561       |           |
| Net Growth      |                             | 4926            | 1392      | 2872      | -1325     | 157       |           |
| Total           | Ziyu Lin                    | New Clubs       | 75        | 45        | 49        | 16        | 8         |
|                 |                             | Charter Members | 2617      | 1698      | 2056      | 975       | 443       |
|                 |                             | New Members     | 3604      | 3398      | 4573      | 3450      | 20        |
|                 |                             | Drops           | 1418      | 3893      | 4087      | 6187      | 570       |
|                 |                             | Net Growth      | 5023      | 1462      | 2939      | -1328     | 190       |

### October (Only) Results

| MD    | GMT Area                    | CA 5            | Oct-15 | Oct-16 | Oct-17 | Oct-18 |
|-------|-----------------------------|-----------------|--------|--------|--------|--------|
| NA    | Undistricted                | New Clubs       | 0      | 0      | 0      | 2      |
|       |                             | Charter Members | 0      | 0      | 0      | 40     |
|       |                             | New Members     | 0      | 5      | 0      | 1      |
|       |                             | Drops           | 2      | 0      | 4      | 7      |
|       |                             | Net Growth      | -2     | 5      | -4     | 34     |
| 303   | Hong Kong<br>China<br>Macao | New Clubs       | 0      | 0      | 0      | 0      |
|       |                             | Charter Members | 0      | 4      | 0      | 0      |
|       |                             | New Members     | 10     | 14     | 0      | 0      |
|       |                             | Drops           | 3      | 16     | 0      | 0      |
|       |                             | Net Growth      | 7      | 2      | 0      | 0      |
|       | China                       | New Clubs       | 12     | 12     | 13     | 0      |
|       |                             | Charter Members | 495    | 529    | 451    | 14     |
|       |                             | New Members     | 874    | 778    | 783    | 2      |
|       |                             | Drops           | 233    | 137    | 282    | 48     |
|       |                             | Net Growth      | 1184   | 1230   | 1022   | -19    |
| Total | Ziyu Lin                    | New Clubs       | 12     | 12     | 13     | 2      |
|       |                             | Charter Members | 495    | 533    | 451    | 54     |
|       |                             | New Members     | 884    | 797    | 783    | 3      |
|       |                             | Drops           | 238    | 153    | 286    | 55     |
|       |                             | Net Growth      | 1189   | 1237   | 1018   | 15     |

**Statement for 2nd Quarter Results (previous 3 years)**

| <b>MD</b>    | <b>GMT Area</b>                      | <b>CA 5</b>            | <b>2015-2016<br/>2nd Qtr</b> | <b>2016-2017<br/>2nd Qtr</b> | <b>2017-2018<br/>2nd Qtr</b> |
|--------------|--------------------------------------|------------------------|------------------------------|------------------------------|------------------------------|
| <b>NA</b>    | <b>Undistricted</b>                  | <b>New Clubs</b>       | 0                            | 0                            | 0                            |
|              |                                      | <b>Charter Members</b> | 0                            | 0                            | 0                            |
|              |                                      | <b>New Members</b>     | 2                            | 7                            | 0                            |
|              |                                      | <b>Drops</b>           | 5                            | 6                            | 30                           |
|              |                                      | <b>Net Growth</b>      | -3                           | 1                            | -30                          |
| <b>303</b>   | <b>Hong Kong<br/>China<br/>Macao</b> | <b>New Clubs</b>       | 0                            | 1                            | 0                            |
|              |                                      | <b>Charter Members</b> | 14                           | 33                           | 0                            |
|              |                                      | <b>New Members</b>     | 40                           | 34                           | 0                            |
|              |                                      | <b>Drops</b>           | 57                           | 37                           | 0                            |
|              |                                      | <b>Net Growth</b>      | 3                            | 31                           | 0                            |
|              | <b>China</b>                         | <b>New Clubs</b>       | 78                           | 45                           | 32                           |
|              |                                      | <b>Charter Members</b> | 2632                         | 1668                         | 1173                         |
|              |                                      | <b>New Members</b>     | 1932                         | 1739                         | 1903                         |
|              |                                      | <b>Drops</b>           | 910                          | 840                          | 1241                         |
|              |                                      | <b>Net Growth</b>      | 3855                         | 2754                         | 2025                         |
| <b>Total</b> | <b>Ziyu Lin</b>                      | <b>New Clubs</b>       | 78                           | 46                           | 32                           |
|              |                                      | <b>Charter Members</b> | 2646                         | 1701                         | 1173                         |
|              |                                      | <b>New Members</b>     | 1974                         | 1780                         | 1903                         |
|              |                                      | <b>Drops</b>           | 972                          | 883                          | 1271                         |
|              |                                      | <b>Net Growth</b>      | 3855                         | 2786                         | 1995                         |

### MD Wise Analysis

| MD                        | GMT Area                         | CA 5                   | 2014-2015 | 2015-2016 | 2016-2017 | 2017-2018 | 2018-2019 |
|---------------------------|----------------------------------|------------------------|-----------|-----------|-----------|-----------|-----------|
| NA                        | Undistricted                     | New Clubs              | 0         | 0         | 0         | 0         | 0         |
|                           |                                  | Charter Members        | 0         | 0         | 0         | 0         | 57        |
|                           |                                  | New Members            | 0         | 0         | 0         | 0         | 28        |
|                           |                                  | Drops                  | 0         | 0         | 0         | 0         | 17        |
|                           |                                  | Net Growth             | 0         | 0         | 0         | 0         | 70        |
| 301                       | Philippines                      | New Clubs              | 19        | 11        | 1         | 6         | 12        |
|                           |                                  | Charter Members        | 509       | 251       | 48        | 246       | 358       |
|                           |                                  | New Members            | 778       | 580       | 676       | 681       | 567       |
|                           |                                  | Drops                  | 1232      | 685       | 531       | 589       | 786       |
|                           |                                  | Net Growth             | 121       | 213       | 229       | 410       | 204       |
| 308                       | Brunei<br>Malaysia<br>Singapore  | New Clubs              | 5         | 4         | 4         | 11        | 6         |
|                           |                                  | Charter Members        | 137       | 144       | 114       | 249       | 164       |
|                           |                                  | New Members            | 884       | 688       | 867       | 785       | 711       |
|                           |                                  | Drops                  | 266       | 539       | 292       | 428       | 349       |
|                           |                                  | Net Growth             | 802       | 348       | 727       | 645       | 569       |
| 204                       | Cnmi<br>Guam<br>Marshall Islands | New Clubs              | 0         | 1         | 0         | 0         | 0         |
|                           |                                  | Charter Members        | 0         | 33        | 0         | 0         | 45        |
|                           |                                  | New Members            | 31        | 51        | 31        | 29        | 34        |
|                           |                                  | Drops                  | 21        | 23        | 41        | 86        | 51        |
|                           |                                  | Net Growth             | 14        | 61        | -10       | -57       | 43        |
| <b>Total</b>              |                                  | <b>New Clubs</b>       | 24        | 16        | 5         | 17        | 18        |
| <b>Ek Phang Bobby Eng</b> |                                  | <b>Charter Members</b> | 646       | 428       | 162       | 495       | 624       |
|                           |                                  | <b>New Members</b>     | 1693      | 1319      | 1574      | 1495      | 1340      |
|                           |                                  | <b>Drops</b>           | 1519      | 1247      | 864       | 1103      | 1203      |
|                           |                                  | <b>Net Growth</b>      | 937       | 622       | 946       | 998       | 886       |

### October (Only) Results

| MD                        | GMT Area                         | CA 5                   | Oct-15     | Oct-16     | Oct-17     | Oct-18     |
|---------------------------|----------------------------------|------------------------|------------|------------|------------|------------|
| NA                        | Undistricted                     | New Clubs              | 0          | 0          | 0          | 0          |
|                           |                                  | Charter Members        | 0          | 0          | 0          | 0          |
|                           |                                  | New Members            | 0          | 0          | 0          | 11         |
|                           |                                  | Drops                  | 0          | 0          | 0          | 11         |
|                           |                                  | Net Growth             | 0          | 0          | 0          | 0          |
| 301                       | Philippines                      | New Clubs              | 4          | 0          | 3          | 6          |
|                           |                                  | Charter Members        | 89         | 0          | 74         | 140        |
|                           |                                  | New Members            | 247        | 278        | 268        | 136        |
|                           |                                  | Drops                  | 98         | 108        | 107        | 229        |
|                           |                                  | Net Growth             | 250        | 178        | 255        | 57         |
| 308                       | Brunei<br>Malaysia<br>Singapore  | New Clubs              | 1          | 2          | 3          | 1          |
|                           |                                  | Charter Members        | 33         | 43         | 70         | 49         |
|                           |                                  | New Members            | 177        | 179        | 117        | 111        |
|                           |                                  | Drops                  | 75         | 71         | 71         | 96         |
|                           |                                  | Net Growth             | 149        | 161        | 123        | 70         |
| 204                       | Cnmi<br>Guam<br>Marshall Islands | New Clubs              | 0          | 0          | 0          | 0          |
|                           |                                  | Charter Members        | 1          | 0          | 0          | 0          |
|                           |                                  | New Members            | 33         | 7          | 6          | 0          |
|                           |                                  | Drops                  | 8          | 3          | 12         | 7          |
|                           |                                  | Net Growth             | 26         | 4          | -6         | -6         |
| <b>Total</b>              |                                  | <b>New Clubs</b>       | <b>5</b>   | <b>2</b>   | <b>6</b>   | <b>7</b>   |
| <b>Ek Phang Bobby Eng</b> |                                  | <b>Charter Members</b> | <b>123</b> | <b>43</b>  | <b>144</b> | <b>189</b> |
|                           |                                  | <b>New Members</b>     | <b>457</b> | <b>464</b> | <b>391</b> | <b>258</b> |
|                           |                                  | <b>Drops</b>           | <b>181</b> | <b>182</b> | <b>190</b> | <b>343</b> |
|                           |                                  | <b>Net Growth</b>      | <b>425</b> | <b>343</b> | <b>372</b> | <b>121</b> |



**Statement for 2nd Quarter Results (previous 3 years)**

| <b>MD</b>    | <b>GMT Area</b>                           | <b>CA 5</b>            | <b>2015-2016<br/>2nd Qtr</b> | <b>2016-2017<br/>2nd Qtr</b> | <b>2017-2018<br/>2nd Qtr</b> |
|--------------|---|------------------------|------------------------------|------------------------------|------------------------------|
| <b>301</b>   | <b>Philippines</b>                        | <b>New Clubs</b>       | 7                            | 4                            | 8                            |
|              |   | <b>Charter Members</b> | 191                          | 86                           | 217                          |
|              |   | <b>New Members</b>     | 407                          | 492                          | 490                          |
|              |   | <b>Drops</b>           | 775                          | 723                          | 724                          |
|              |   | <b>Net Growth</b>      | -141                         | -132                         | 9                            |
| <b>308</b>   | <b>Brunei<br/>Malaysia<br/>Singapore</b>  | <b>New Clubs</b>       | 2                            | 4                            | 4                            |
|              |   | <b>Charter Members</b> | 57                           | 103                          | 102                          |
|              |   | <b>New Members</b>     | 298                          | 250                          | 218                          |
|              |   | <b>Drops</b>           | 256                          | 294                          | 397                          |
|              |   | <b>Net Growth</b>      | 125                          | 88                           | -57                          |
| <b>204</b>   | <b>Cnmi<br/>Guam<br/>Marshall Islands</b> | <b>New Clubs</b>       | 0                            | 0                            | 0                            |
|              |   | <b>Charter Members</b> | 1                            | 0                            | 0                            |
|              |   | <b>New Members</b>     | 40                           | 14                           | 20                           |
|              |   | <b>Drops</b>           | 43                           | 32                           | 55                           |
|              |   | <b>Net Growth</b>      | 1                            | -17                          | -35                          |
| <b>Total</b> | <b>Ek Phang Bobby Eng</b>                 | <b>New Clubs</b>       | 9                            | 8                            | 12                           |
|              |   | <b>Charter Members</b> | 249                          | 189                          | 319                          |
|              |   | <b>New Members</b>     | 745                          | 756                          | 728                          |
|              |   | <b>Drops</b>           | 1074                         | 1049                         | 1176                         |
|              |   | <b>Net Growth</b>      | -15                          | -61                          | -83                          |

### MD Wise Analysis

| MD    | GMT Area                    | CA 5            | 2014-2015 | 2015-2016 | 2016-2017 | 2017-2018 | 2018-2019 |
|-------|-----------------------------|-----------------|-----------|-----------|-----------|-----------|-----------|
| NA    | Undistricted                | New Clubs       | 0         | 0         | 0         | 0         | 0         |
|       |                             | Charter Members | 0         | 0         | 0         | 0         | 0         |
|       |                             | New Members     | 7         | 4         | 8         | 9         | 7         |
|       |                             | Drops           | 28        | 14        | 7         | 13        | 2         |
|       |                             | Net Growth      | -21       | -10       | 1         | -4        | 5         |
| 310   | Thailand                    | New Clubs       | 1         | 3         | 4         | 8         | 0         |
|       |                             | Charter Members | 28        | 67        | 112       | 213       | 0         |
|       |                             | New Members     | 567       | 304       | 371       | 251       | 0         |
|       |                             | Drops           | 121       | 122       | 149       | 230       | 0         |
|       |                             | Net Growth      | 493       | 273       | 371       | 255       | 0         |
| 303   | Hong Kong<br>China<br>Macao | New Clubs       | 0         | 0         | 0         | 2         | 1         |
|       |                             | Charter Members | 0         | 0         | 0         | 66        | 32        |
|       |                             | New Members     | 0         | 0         | 0         | 145       | 119       |
|       |                             | Drops           | 0         | 0         | 0         | 196       | 95        |
|       |                             | Net Growth      | 0         | 0         | 0         | 23        | 67        |
| Total | Teresa Mann                 | New Clubs       | 1         | 3         | 4         | 10        | 1         |
|       |                             | Charter Members | 28        | 67        | 112       | 279       | 32        |
|       |                             | New Members     | 574       | 308       | 379       | 405       | 126       |
|       |                             | Drops           | 149       | 136       | 156       | 439       | 97        |
|       |                             | Net Growth      | 472       | 263       | 372       | 274       | 72        |

### October (Only) Results

| MD    | GMT Area                    | CA 5            | Oct-15 | Oct-16 | Oct-17 | Oct-18 |
|-------|-----------------------------|-----------------|--------|--------|--------|--------|
| NA    | Undistricted                | New Clubs       | 0      | 0      | 0      | 0      |
|       |                             | Charter Members | 0      | 0      | 0      | 0      |
|       |                             | New Members     | 0      | 4      | 7      | 0      |
|       |                             | Drops           | 0      | 2      | 10     | 0      |
|       |                             | Net Growth      | 0      | 2      | -3     | 0      |
| 310   | Thailand                    | New Clubs       | 3      | 3      | 2      | 0      |
|       |                             | Charter Members | 66     | 73     | 41     | 0      |
|       |                             | New Members     | 173    | 169    | 90     | 0      |
|       |                             | Drops           | 31     | 39     | 54     | 0      |
|       |                             | Net Growth      | 212    | 221    | 80     | 0      |
| 303   | Hong Kong<br>China<br>Macao | New Clubs       | 0      | 0      | 1      | 0      |
|       |                             | Charter Members | 0      | 0      | 21     | 0      |
|       |                             | New Members     | 0      | 0      | 22     | 19     |
|       |                             | Drops           | 0      | 0      | 11     | 9      |
|       |                             | Net Growth      | 0      | 0      | 33     | 10     |
| Total | Teresa Mann                 | New Clubs       | 3      | 3      | 3      | 0      |
|       |                             | Charter Members | 66     | 73     | 62     | 0      |
|       |                             | New Members     | 173    | 173    | 119    | 19     |
|       |                             | Drops           | 31     | 41     | 75     | 9      |
|       |                             | Net Growth      | 212    | 223    | 110    | 10     |

**Statement for 2nd Quarter Results (previous 3 years)**

| <b>MD</b>    | <b>GMT Area</b>                      | <b>CA 5</b>            | <b>2015-2016<br/>2nd Qtr</b> | <b>2016-2017<br/>2nd Qtr</b> | <b>2017-2018<br/>2nd Qtr</b> |
|--------------|--------------------------------------|------------------------|------------------------------|------------------------------|------------------------------|
| <b>NA</b>    | <b>Undistricted</b>                  | <b>New Clubs</b>       | 1                            | 0                            | 1                            |
|              |                                      | <b>Charter Members</b> | 29                           | 0                            | 20                           |
|              |                                      | <b>New Members</b>     | 15                           | 4                            | 7                            |
|              |                                      | <b>Drops</b>           | 0                            | 7                            | 21                           |
|              |                                      | <b>Net Growth</b>      | 48                           | -3                           | 6                            |
| <b>310</b>   | <b>Thailand</b>                      | <b>New Clubs</b>       | 5                            | 4                            | 7                            |
|              |                                      | <b>Charter Members</b> | 109                          | 102                          | 186                          |
|              |                                      | <b>New Members</b>     | 263                          | 299                          | 201                          |
|              |                                      | <b>Drops</b>           | 428                          | 440                          | 364                          |
|              |                                      | <b>Net Growth</b>      | -50                          | -4                           | 34                           |
| <b>303</b>   | <b>Hong Kong<br/>China<br/>Macao</b> | <b>New Clubs</b>       | 0                            | 0                            | 2                            |
|              |                                      | <b>Charter Members</b> | 0                            | 0                            | 43                           |
|              |                                      | <b>New Members</b>     | 0                            | 0                            | 44                           |
|              |                                      | <b>Drops</b>           | 0                            | 0                            | 28                           |
|              |                                      | <b>Net Growth</b>      | 0                            | 0                            | 62                           |
| <b>Total</b> | <b>Teresa Mann</b>                   | <b>New Clubs</b>       | 6                            | 4                            | 10                           |
|              |                                      | <b>Charter Members</b> | 138                          | 102                          | 249                          |
|              |                                      | <b>New Members</b>     | 278                          | 303                          | 252                          |
|              |                                      | <b>Drops</b>           | 428                          | 447                          | 413                          |
|              |                                      | <b>Net Growth</b>      | -2                           | -7                           | 102                          |

