

# MD ANALYSIS

## CA 5 - K September Analysis

### GAT Constitutional Area 5 - Korea Leader: Open

#### July 2021 to September 2021 (3 months) Results

| CA 5 - K        | 2019-2020 | 2020-2021 | 2021-2022 |
|-----------------|-----------|-----------|-----------|
| New Clubs       | 5         | 8         | 16        |
| Charter Members | 198       | 252       | 469       |
| New Members     | 3441      | 3468      | 3074      |
| Drops           | 2806      | 2853      | 2365      |
| Net Growth      | 1073      | 1055      | 1378      |

#### September (Only Results)

| CA 5 - K        | Sep-19 | Sep-20 | Sep-21 |
|-----------------|--------|--------|--------|
| New Clubs       | 1      | 3      | 4      |
| Charter Members | 36     | 110    | 111    |
| New Members     | 682    | 471    | 445    |
| Drops           | 818    | 464    | 575    |
| Net Growth      | -71    | 158    | 20     |

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

| CA 5 - K        | 2019-2020<br>1st Qtr | 2020-2021<br>1st Qtr |
|-----------------|----------------------|----------------------|
| New Clubs       | 5                    | 8                    |
| Charter Members | 198                  | 252                  |
| New Members     | 3441                 | 3468                 |
| Drops           | 2806                 | 2853                 |
| Net Growth      | 1073                 | 1055                 |

### MD Wise Analysis

| MD    | GMT Area          | CA 5 - K        | 2019-2020 | 2020-2021 | 2021-2022 |
|-------|-------------------|-----------------|-----------|-----------|-----------|
| 354   | Republic Of Korea | New Clubs       | 3         | 7         | 5         |
|       |                   | Charter Members | 99        | 203       | 122       |
|       |                   | New Members     | 904       | 1031      | 773       |
|       |                   | Drops           | 1032      | 907       | 999       |
|       |                   | Net Growth      | 105       | 384       | -35       |
| Total |                   | New Clubs       | 3         | 7         | 5         |
|       |                   | Charter Members | 99        | 203       | 122       |
|       |                   | New Members     | 904       | 1031      | 773       |
|       |                   | Drops           | 1032      | 907       | 999       |
|       |                   | Net Growth      | 105       | 384       | -35       |

## MD Wise Analysis

| MD    | GMT Area          | CA 5 - K        | 2019-2020 | 2020-2021 | 2021-2022 |
|-------|-------------------|-----------------|-----------|-----------|-----------|
| 355   | Republic Of Korea | New Clubs       | 2         | 1         | 7         |
|       |                   | Charter Members | 93        | 43        | 214       |
|       |                   | New Members     | 1382      | 1161      | 1195      |
|       |                   | Drops           | 1020      | 952       | 686       |
|       |                   | Net Growth      | 504       | 319       | 773       |
| Total |                   | New Clubs       | 2         | 1         | 7         |
|       |                   | Charter Members | 93        | 43        | 214       |
|       |                   | New Members     | 1382      | 1161      | 1195      |
|       |                   | Drops           | 1020      | 952       | 686       |
|       |                   | Net Growth      | 504       | 319       | 773       |

## MD Wise Analysis

| MD    | GMT Area          | CA 5 - K        | 2019-2020 | 2020-2021 | 2021-2022 |
|-------|-------------------|-----------------|-----------|-----------|-----------|
| 356   | Republic Of Korea | New Clubs       | 0         | 0         | 4         |
|       |                   | Charter Members | 6         | 6         | 133       |
|       |                   | New Members     | 1155      | 1276      | 1106      |
|       |                   | Drops           | 754       | 994       | 680       |
|       |                   | Net Growth      | 464       | 352       | 640       |
| Total |                   | New Clubs       | 0         | 0         | 4         |
|       |                   | Charter Members | 6         | 6         | 133       |
|       |                   | New Members     | 1155      | 1276      | 1106      |
|       |                   | Drops           | 754       | 994       | 680       |
|       |                   | Net Growth      | 464       | 352       | 640       |

