April Membership Analysis Report GAT Constitutional Area 5 - China

GAT Area Leader: Wing-Kun Tam

July to April (10 months) Cumulative Results

	2020-2021	2021-2022	2022-2023	2023-2024	2024-2025
New Clubs	2	9	7	41	95
Cancelled Clubs	8	3	4	6	81
Charter Members	548	672	455	1,408	2,623
New Members	5,946	2,993	4,295	6,719	4,982
Drops	1,315	1,041	906	890	1,419
Net Gain	5,987	3,242	4,380	7,748	6,865

April Only Results

	2020-2021	2021-2022	2022-2023	2023-2024	2024-2025
New Clubs	0	1	0	6	26
Cancelled Clubs	-2	0	-1	1	0
Charter Members	129	44	8	222	725
New Members	467	74	81	336	1,253
Drops	152	135	90	57	219
Net Gain	567	9	34	549	1,827

Quarter 4 Results

	2020-2021	2021-2022	2022-2023	2023-2024	2024-2025
New Clubs	1	3	5	45	56
Cancelled Clubs	0	4	1	5	59
Charter Members	328	343	246	1,177	1,522
New Members	1,100	532	873	1,810	2,013
Drops	5,695	5,968	4,757	5,486	407
Net Gain	-3,750	-4,726	-3,325	-1,856	3,265

MBR0213 Page 1 of 10

July to April (10 months) Cumulative Results GAT Group A - Area 5-China

GAT Group Leader: Min Ma

			2020-2021	2021-2022	2022-2023	2023-2024	2024-2025
MD China	China	New Clubs	0	0	0	10	27
Coun		Cancelled Clubs	3	2	0	4	10
		Charter Members	255	214	104	366	737
		New Members	2,771	734	1,127	3,565	1,824
		Dropped Members	475	388	305	172	323
		Net Gain	2,865	820	1,164	3,922	2,459
MD NA	Undistricted	New Clubs	1	9	6	6	5
		Cancelled Clubs	0	0	0	0	0
		Charter Members	42	233	166	168	142
		New Members	203	246	304	264	247
		Dropped Members	170	186	181	217	289
		Net Gain	110	315	308	260	208
GAT Group	Total	New Clubs	1	9	6	16	32
•		Cancelled Clubs	3	2	0	4	10
		Charter Members	297	447	270	534	879
		New Members	2,974	980	1,431	3,829	2,071
		Dropped Members	645	574	486	389	612
		Net Gain	2,975	1,135	1,472	4,182	2,667

MBR0213 Page 2 of 10

April Only Results GAT Group A - Area 5-China GAT Group Leader: Min Ma

			2020-2021	2021-2022	2022-2023	2023-2024	2024-2025
MD China	China	New Clubs	0	0	0	0	8
Coun		Cancelled Clubs	-2	0	-1	0	0
		Charter Members	121	5	0	0	217
		New Members	328	0	39	2	598
		Dropped Members	101	103	52	4	66
		Net Gain	441	-84	-3	0	767
MD NA	Undistricted	New Clubs	0	1	0	0	0
		Cancelled Clubs	0	0	0	0	0
		Charter Members	0	22	0	1	0
		New Members	20	10	9	12	22
		Dropped Members	12	7	8	3	17
		Net Gain	8	25	1	26	10
GAT Group	Total	New Clubs	0	1	0	0	8
·		Cancelled Club	-2	0	-1	0	0
		Charter Members	121	27	0	1	217
		New Members	348	10	48	14	620
		Dropped Members	113	110	60	7	83
		Net Gain	449	-59	-2	26	777

MBR0213 Page 3 of 10

Quarter 4 Results GAT Group A - Area 5-China

GAT Group Leader: Min Ma

			2020-2021	2021-2022	2022-2023	2023-2024	2024-2025
MD China	China	New Clubs	0	0	0	19	17
Coun		Cancelled Clubs	-1	2	0	0	7
		Charter Members	185	107	73	432	458
		New Members	815	219	237	699	1,020
		Dropped Members	2,814	2,468	1,953	2,430	163
		Net Gain	-1,531	-1,986	-1,498	-1,022	1,381
MD NA	Undistricted	New Clubs	1	3	2	7	1
		Cancelled Clubs	1	0	0	0	0
		Charter Members	24	86	42	166	22
		New Members	69	42	74	37	41
		Dropped Members	214	170	317	335	22
		Net Gain	-116	-36	-196	-109	47
GAT Group	Total	New Clubs	1	3	2	26	18
•		Cancelled Club	0	2	0	0	7
		Charter Members	209	193	115	598	480
		New Members	884	261	311	736	1,061
		Dropped Members	3,028	2,638	2,270	2,765	185
		Net Gain	-1,647	-2,022	-1,694	-1,131	1,428

MBR0213 Page 4 of 10

July to April (10 months) Cumulative Results GAT Group B - Area 5-China

GAT Group Leader: Xiaoqin Liu

			2020-2021	2021-2022	2022-2023	2023-2024	2024-2025
MD China	China	New Clubs	0	0	0	11	28
Coun		Cancelled Clubs	3	0	3	0	30
		Charter Members	134	87	75	451	806
		New Members	1,663	867	1,182	1,446	1,560
		Dropped Members	201	210	101	253	287
		Net Gain	1,771	883	1,272	1,837	2,208
GAT Group	Total	New Clubs	0	0	0	11	28
		Cancelled Clubs	3	0	3	0	30
		Charter Members	134	87	75	451	806
		New Members	1,663	867	1,182	1,446	1,560
		Dropped Members	201	210	101	253	287
		Net Gain	1,771	883	1,272	1,837	2,208

MBR0213 Page 5 of 10

April Only Results GAT Group B - Area 5-China

GAT Group Leader: Xiaoqin Liu

			2020-2021	2021-2022	2022-2023	2023-2024	2024-2025
MD China	China	New Clubs	0	0	0	1	2
Coun		Cancelled Clubs	0	0	0	0	0
		Charter Members	4	6	1	84	64
		New Members	73	56	18	277	382
		Dropped Members	7	14	1	30	42
		Net Gain	74	54	19	351	421
GAT Group	Total	New Clubs	0	0	0	1	2
		Cancelled Club	0	0	0	0	0
		Charter Members	4	6	1	84	64
		New Members	73	56	18	277	382
		Dropped Members	7	14	1	30	42
		Net Gain	74	54	19	351	421

MBR0213 Page 6 of 10

Quarter 4 Results GAT Group B - Area 5-China

GAT Group Leader: Xiaoqin Liu

			2020-2021	2021-2022	2022-2023	2023-2024	2024-2025
MD China	China	New Clubs	0	0	2	12	13
Coun		Cancelled Clubs	0	0	1	0	30
		Charter Members	29	54	72	384	374
		New Members	160	205	416	761	636
		Dropped Members	1,145	1,690	1,256	1,458	98
		Net Gain	-897	-1,353	-722	-114	947
GAT Group	Total	New Clubs	0	0	2	12	13
		Cancelled Club	0	0	1	0	30
		Charter Members	29	54	72	384	374
		New Members	160	205	416	761	636
		Dropped Members	1,145	1,690	1,256	1,458	98
		Net Gain	-897	-1,353	-722	-114	947

MBR0213 Page 7 of 10

July to April (10 months) Cumulative Results GAT Group C - Area 5-China

GAT Group Leader: Guo-Jun Zhang

			2020-2021	2021-2022	2022-2023	2023-2024	2024-2025
MD China	China	New Clubs	0	0	0	13	35
Coun		Cancelled Clubs	1	0	1	1	41
		Charter Members	93	105	88	398	938
		New Members	1,304	1,140	1,643	1,425	1,341
		Dropped Members	442	211	311	200	511
		Net Gain	1,237	1,228	1,583	1,732	1,924
MD NA	Undistricted	New Clubs	1	0	1	1	0
		Cancelled Clubs	1	1	0	1	0
		Charter Members	24	33	22	25	0
		New Members	5	6	39	19	10
		Dropped Members	27	46	8	48	9
		Net Gain	4	-4	53	-3	66
GAT Group	Total	New Clubs	1	0	1	14	35
•		Cancelled Clubs	2	1	1	2	41
		Charter Members	117	138	110	423	938
		New Members	1,309	1,146	1,682	1,444	1,351
		Dropped Members	469	257	319	248	520
		Net Gain	1,241	1,224	1,636	1,729	1,990

MBR0213 Page 8 of 10

April Only Results GAT Group C - Area 5-China

GAT Group Leader: Guo-Jun Zhang

			2020-2021	2021-2022	2022-2023	2023-2024	2024-2025
MD China	China	New Clubs	0	0	0	5	16
Coun		Cancelled Clubs	0	0	0	1	0
		Charter Members	4	5	5	137	444
		New Members	46	5	15	42	251
		Dropped Members	32	11	29	17	93
		Net Gain	44	4	15	172	615
MD NA	Undistricted	New Clubs	0	0	0	0	0
		Cancelled Clubs	0	0	0	0	0
		Charter Members	0	6	2	0	0
		New Members	0	3	0	3	0
		Dropped Members	0	0	0	3	1
		Net Gain	0	10	2	0	14
GAT Group	Total	New Clubs	0	0	0	5	16
·		Cancelled Club	0	0	0	1	0
		Charter Members	4	11	7	137	444
		New Members	46	8	15	45	251
		Dropped Members	32	11	29	20	94
		Net Gain	44	14	17	172	629

MBR0213 Page 9 of 10

Quarter 4 Results GAT Group C - Area 5-China

GAT Group Leader: Guo-Jun Zhang

			2020-2021	2021-2022	2022-2023	2023-2024	2024-2025
MD China	China	New Clubs	0	0	0	7	25
Coun		Cancelled Clubs	0	2	0	1	22
		Charter Members	90	75	36	195	668
		New Members	56	59	136	304	315
		Dropped Members	1,522	1,638	1,216	1,166	123
		Net Gain	-1,206	-1,379	-927	-523	875
MD NA	Undistricted	New Clubs	0	0	1	0	0
		Cancelled Clubs	0	0	0	4	0
		Charter Members	0	21	23	0	0
		New Members	0	7	10	9	1
		Dropped Members	0	2	15	97	1
		Net Gain	0	28	18	-88	15
GAT Group	Total	New Clubs	0	0	1	7	25
•		Cancelled Club	0	2	0	5	22
		Charter Members	90	96	59	195	668
		New Members	56	66	146	313	316
		Dropped Members	1,522	1,640	1,231	1,263	124
		Net Gain	-1,206	-1,351	-909	-611	890

MBR0213 Page 10 of 10