May Membership Analysis Report GAT Constitutional Area 5 - China

GAT Area Leader: Wing-Kun Tam

July to May (11 months) Cumulative Results

	2020-2021	2021-2022	2022-2023	2023-2024	2024-2025
New Clubs	2	9	7	47	103
Cancelled Clubs	8	3	4	6	81
Charter Members	564	693	473	1,552	2,848
New Members	5,965	3,060	4,477	7,034	5,644
Drops	1,424	1,194	1,029	975	1,585
Net Gain	5,955	3,194	4,487	8,165	7,678

May Only Results

	2020-2021	2021-2022	2022-2023	2023-2024	2024-2025
New Clubs	0	0	0	6	8
Cancelled Clubs	0	0	0	0	0
Charter Members	16	21	18	144	225
New Members	19	67	182	315	662
Drops	109	153	123	85	166
Net Gain	-32	-48	107	417	813

Quarter 4 Results

	2020-2021	2021-2022	2022-2023	2023-2024	2024-2025
New Clubs	1	3	5	45	64
Cancelled Clubs	0	4	1	5	59
Charter Members	328	343	246	1,177	1,747
New Members	1,100	532	873	1,810	2,675
Drops	5,695	5,968	4,757	5,486	573
Net Gain	-3,750	-4,726	-3,325	-1,856	4,078

MBR0213 Page 1 of 10

July to May (11 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	11	28
Coun		Cancelled Clubs	3	2	0	4	10
		Charter Members	265	221	107	391	770
		New Members	2,772	769	1,179	3,720	2,456
		Dropped Members	533	512	316	195	415
		Net Gain	2,845	742	1,215	4,091	3,101
MD NA	Undistricted	New Clubs	1	9	6	9	6
		Cancelled Clubs	0	0	0	0	0
		Charter Members	42	237	166	235	162
		New Members	220	250	329	271	256
		Dropped Members	202	190	196	231	313
		Net Gain	96	319	321	321	218
GAT Group	Total	New Clubs	1	9	6	20	34
•		Cancelled Clubs	3	2	0	4	10
		Charter Members	307	458	273	626	932
		New Members	2,992	1,019	1,508	3,991	2,712
		Dropped Members	735	702	512	426	728
		Net Gain	2,941	1,061	1,536	4,412	3,319

MBR0213 Page 2 of 10

May 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	1	1
Coun		Cancelled Clubs	0	0	0	0	0
		Charter Members	10	7	3	25	33
		New Members	1	35	52	155	632
		Dropped Members	58	124	11	23	92
		Net Gain	-20	-78	51	169	642
MD NA	Undistricted	New Clubs	0	0	0	3	1
		Cancelled Clubs	0	0	0	0	0
		Charter Members	0	4	0	67	20
		New Members	17	4	25	7	9
		Dropped Members	32	4	15	14	24
		Net Gain	-14	4	13	61	10
GAT Group	Total	New Clubs	0	0	0	4	2
		Cancelled Club	0	0	0	0	0
		Charter Members	10	11	3	92	53
		New Members	18	39	77	162	641
		Dropped Members	90	128	26	37	116
		Net Gain	-34	-74	64	230	652

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	18
Coun		Cancelled Clubs	-1	2	0	0	7
		Charter Members	185	107	73	432	491
		New Members	815	219	237	699	1,652
		Dropped Members	2,814	2,468	1,953	2,430	255
		Net Gain	-1,531	-1,986	-1,498	-1,022	2,023
MD NA	Undistricted	New Clubs	1	3	2	7	2
		Cancelled Clubs	1	0	0	0	0
		Charter Members	24	86	42	166	42
		New Members	69	42	74	37	50
		Dropped Members	214	170	317	335	46
		Net Gain	-116	-36	-196	-109	57
GAT Group	Total	New Clubs	1	3	2	26	20
-		Cancelled Club	0	2	0	0	7
		Charter Members	209	193	115	598	533
		New Members	884	261	311	736	1,702
		Dropped Members	3,028	2,638	2,270	2,765	301
		Net Gain	-1,647	-2,022	-1,694	-1,131	2,080

MBR0213 Page 4 of 10

July to May (11 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	12	34
Coun		Cancelled Clubs	3	0	3	0	30
		Charter Members	140	93	81	479	972
		New Members	1,664	893	1,271	1,520	1,560
		Dropped Members	215	217	157	288	306
		Net Gain	1,774	909	1,321	1,924	2,362
GAT Group	Total	New Clubs	0	0	0	12	34
		Cancelled Clubs	3	0	3	0	30
		Charter Members	140	93	81	479	972
		New Members	1,664	893	1,271	1,520	1,560
		Dropped Members	215	217	157	288	306
		Net Gain	1,774	909	1,321	1,924	2,362

MBR0213 Page 5 of 10

May 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	6
Coun		Cancelled Clubs	0	0	0	0	0
		Charter Members	6	6	6	28	166
		New Members	1	26	89	74	0
		Dropped Members	14	7	56	35	19
		Net Gain	3	26	49	87	154
GAT Group	Total	New Clubs	0	0	0	1	6
		Cancelled Club	0	0	0	0	0
		Charter Members	6	6	6	28	166
		New Members	1	26	89	74	0
		Dropped Members	14	7	56	35	19
		Net Gain	3	26	49	87	154

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	19
Coun		Cancelled Clubs	0	0	1	0	30
		Charter Members	29	54	72	384	540
		New Members	160	205	416	761	636
		Dropped Members	1,145	1,690	1,256	1,458	117
		Net Gain	-897	-1,353	-722	-114	1,101
GAT Group	Total	New Clubs	0	0	2	12	19
		Cancelled Club	0	0	1	0	30
		Charter Members	29	54	72	384	540
		New Members	160	205	416	761	636
		Dropped Members	1,145	1,690	1,256	1,458	117
		Net Gain	-897	-1,353	-722	-114	1,101

MBR0213 Page 7 of 10

July to May (11 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	14	35
Coun		Cancelled Clubs	1	0	1	1	41
		Charter Members	93	109	96	422	944
		New Members	1,304	1,140	1,656	1,504	1,342
		Dropped Members	447	227	343	213	539
		Net Gain	1,236	1,228	1,582	1,832	1,914
MD NA	Undistricted	New Clubs	1	0	1	1	0
		Cancelled Clubs	1	1	0	1	0
		Charter Members	24	33	23	25	0
		New Members	5	8	42	19	30
		Dropped Members	27	48	17	48	12
		Net Gain	4	-4	48	-3	83
GAT Group	Total	New Clubs	1	0	1	15	35
•		Cancelled Clubs	2	1	1	2	41
		Charter Members	117	142	119	447	944
		New Members	1,309	1,148	1,698	1,523	1,372
		Dropped Members	474	275	360	261	551
		Net Gain	1,240	1,224	1,630	1,829	1,997

MBR0213 Page 8 of 10

May 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	1	0
Coun		Cancelled Clubs	0	0	0	0	0
		Charter Members	0	4	8	24	6
		New Members	0	0	13	79	1
		Dropped Members	5	16	32	13	28
		Net Gain	-1	0	-1	100	-10
MD NA	Undistricted	New Clubs	0	0	0	0	0
		Cancelled Clubs	0	0	0	0	0
		Charter Members	0	0	1	0	0
		New Members	0	2	3	0	20
		Dropped Members	0	2	9	0	3
		Net Gain	0	0	-5	0	17
GAT Group	Total	New Clubs	0	0	0	1	0
•		Cancelled Club	0	0	0	0	0
		Charter Members	0	4	9	24	6
		New Members	0	2	16	79	21
		Dropped Members	5	18	41	13	31
		Net Gain	-1	0	-6	100	7

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	674
		New Members	56	59	136	304	316
		Dropped Members	1,522	1,638	1,216	1,166	151
		Net Gain	-1,206	-1,379	-927	-523	865
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	21
		Dropped Members	0	2	15	97	4
		Net Gain	0	28	18	-88	32
GAT Group	Total	New Clubs	0	0	1	7	25
•		Cancelled Club	0	2	0	5	22
		Charter Members	90	96	59	195	674
		New Members	56	66	146	313	337
		Dropped Members	1,522	1,640	1,231	1,263	155
		Net Gain	-1,206	-1,351	-909	-611	897

MBR0213 Page 10 of 10