October Membership Analysis Report GAT Constitutional Area 5 - China

GAT Area Leader: Jeff Chang Wei Huang, Wing-Kun Tam

July to October (4 months) Cumulative Results

2021-2022	2022-2023	2023-2024	2024-2025	2025-2026
5	4	5	9	39
13	11	2	2	8
371	252	241	264	1,116
1,425	2,058	3,763	1,964	2,976
502	440	353	577	719
1,622	2,134	3,937	1,989	3,733
	5 13 371 1,425 502	5 4 13 11 371 252 1,425 2,058 502 440	5 4 5 13 11 2 371 252 241 1,425 2,058 3,763 502 440 353	5 4 5 9 13 11 2 2 371 252 241 264 1,425 2,058 3,763 1,964 502 440 353 577

October Only Results

	2021-2022	2022-2023	2023-2024	2024-2025	2025-2026
New Clubs	0	2	4	4	2
Cancelled Clubs	1	0	0	0	-1
Charter Members	65	93	111	98	37
New Members	214	590	620	975	488
Drops	54	94	65	131	72
Net Gain	305	658	704	1,002	503

Quarter 2 Results

	2021-2022	2022-2023	2023-2024	2024-2025	2025-2026
New Clubs	0	4	10	34	18
Cancelled Clubs	3	-3	5	26	6
Charter Members	208	218	351	947	517
New Members	2,025	3,180	3,005	1,779	1,457
Drops	396	296	378	660	203
Net Gain	2,124	3,377	3,160	2,265	1,904

MBR0213 Page 1 of 10

July to October (4 months) Cumulative Results GAT Group A - Area 5-China

GAT Group Leader: Min Ma

			2021-2022	2022-2023	2023-2024	2024-2025	2025-2026
MD China	China	New Clubs	0	0	0	1	11
Coun		Cancelled Clubs	12	7	2	1	4
		Charter Members	119	49	37	37	310
		New Members	211	439	1,916	330	822
		Dropped Members	155	148	65	58	168
		Net Gain	311	414	2,002	400	1,118
MD NA	Undistricted	New Clubs	5	4	2	2	0
		Cancelled Clubs	0	0	0	0	1
		Charter Members	135	115	58	40	16
		New Members	197	209	166	140	179
		Dropped Members	130	96	118	120	72
		Net Gain	219	241	129	97	150
GAT Group	Total	New Clubs	5	4	2	3	11
•		Cancelled Clubs	12	7	2	1	5
		Charter Members	254	164	95	77	326
		New Members	408	648	2,082	470	1,001
		Dropped Members	285	244	183	178	240
		Net Gain	530	655	2,131	497	1,268

MBR0213 Page 2 of 10

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

			2021-2022	2022-2023	2023-2024	2024-2025	2025-2026
MD China	China	New Clubs	0	0	0	0	0
Coun		Cancelled Clubs	2	0	0	0	-1
		Charter Members	42	16	3	0	1
		New Members	31	45	255	162	188
		Dropped Members	26	30	10	22	30
		Net Gain	106	69	262	151	195
MD NA	Undistricted	New Clubs	0	2	2	2	0
		Cancelled Clubs	0	0	0	0	0
		Charter Members	0	57	43	40	0
		New Members	21	42	20	18	17
		Dropped Members	11	24	19	26	3
		Net Gain	13	76	44	45	14
GAT Group	Total	New Clubs	0	2	2	2	0
•		Cancelled Club	2	0	0	0	-1
		Charter Members	42	73	46	40	1
		New Members	52	87	275	180	205
		Dropped Members	37	54	29	48	33
		Net Gain	119	145	306	196	209

MBR0213 Page 3 of 10

Quarter 2 Results GAT Group A - Area 5-China GAT Group Leader: Min Ma

			2021-2022	2022-2023	2023-2024	2024-2025	2025-2026
MD China	China	New Clubs	0	0	0	10	3
Coun		Cancelled Clubs	4	-4	4	3	3
		Charter Members	127	54	28	268	95
		New Members	423	825	912	402	500
		Dropped Members	153	86	77	98	83
		Net Gain	527	973	928	620	591
MD NA	Undistricted	New Clubs	0	4	3	4	0
		Cancelled Clubs	0	0	0	4	0
		Charter Members	5	113	73	116	11
		New Members	56	96	62	58	54
		Dropped Members	57	75	119	178	12
		Net Gain	8	139	21	22	58
GAT Group	Total	New Clubs	0	4	3	14	3
•		Cancelled Club	4	-4	4	7	3
		Charter Members	132	167	101	384	106
		New Members	479	921	974	460	554
		Dropped Members	210	161	196	276	95
		Net Gain	535	1,112	949	642	649

MBR0213 Page 4 of 10

July to October (4 months) Cumulative Results GAT Group B - Area 5-China

GAT Group Leader: Xiaoqin Liu

			2021-2022	2022-2023	2023-2024	2024-2025	2025-2026
MD China	China	New Clubs	0	0	2	4	19
Coun		Cancelled Clubs	0	3	0	0	2
		Charter Members	42	40	104	129	553
		New Members	345	528	679	629	938
		Dropped Members	74	50	99	116	353
		Net Gain	364	603	784	714	1,248
GAT Group	Total	New Clubs	0	0	2	4	19
		Cancelled Clubs	0	3	0	0	2
		Charter Members	42	40	104	129	553
		New Members	345	528	679	629	938
		Dropped Members	74	50	99	116	353
		Net Gain	364	603	784	714	1,248

MBR0213 Page 5 of 10

October Only Results GAT Group B - Area 5-China

GAT Group Leader: Xiaoqin Liu

			2021-2022	2022-2023	2023-2024	2024-2025	2025-2026
MD China	China	New Clubs	0	0	2	0	0
Coun		Cancelled Clubs	0	0	0	0	0
		Charter Members	9	8	62	0	1
		New Members	59	145	145	388	112
		Dropped Members	13	5	11	42	17
		Net Gain	63	154	209	356	104
GAT Group	Total	New Clubs	0	0	2	0	0
		Cancelled Club	0	0	0	0	0
		Charter Members	9	8	62	0	1
		New Members	59	145	145	388	112
		Dropped Members	13	5	11	42	17
		Net Gain	63	154	209	356	104

MBR0213 Page 6 of 10

Quarter 2 Results GAT Group B - Area 5-China

GAT Group Leader: Xiaoqin Liu

			2021-2022	2022-2023	2023-2024	2024-2025	2025-2026
MD China	China	New Clubs	0	0	2	11	7
Coun		Cancelled Clubs	0	1	0	0	2
		Charter Members	30	24	92	321	203
		New Members	548	801	895	756	454
		Dropped Members	82	22	70	109	46
		Net Gain	559	826	982	1,000	640
GAT Group	Total	New Clubs	0	0	2	11	7
		Cancelled Club	0	1	0	0	2
		Charter Members	30	24	92	321	203
		New Members	548	801	895	756	454
		Dropped Members	82	22	70	109	46
		Net Gain	559	826	982	1,000	640

MBR0213 Page 7 of 10

July to October (4 months) Cumulative Results GAT Group C - Area 5-China

GAT Group Leader: Guo-Jun Zhang

			2021-2022	2022-2023	2023-2024	2024-2025	2025-2026
MD China	China	New Clubs	0	0	0	2	9
Coun		Cancelled Clubs	0	1	0	1	1
		Charter Members	63	48	17	58	237
		New Members	672	870	1,001	864	1,036
		Dropped Members	99	143	67	280	126
		Net Gain	760	867	1,000	749	1,216
MD NA	Undistricted	New Clubs	0	0	1	0	0
		Cancelled Clubs	1	0	0	0	0
		Charter Members	12	0	25	0	0
		New Members	0	12	1	1	1
		Dropped Members	44	3	4	3	0
		Net Gain	-32	9	22	29	1
GAT Group	Total	New Clubs	0	0	1	2	9
•		Cancelled Clubs	1	1	0	1	1
		Charter Members	75	48	42	58	237
		New Members	672	882	1,002	865	1,037
		Dropped Members	143	146	71	283	126
		Net Gain	728	876	1,022	778	1,217

MBR0213 Page 8 of 10

October Only Results GAT Group C - Area 5-China

GAT Group Leader: Guo-Jun Zhang

			2021-2022	2022-2023	2023-2024	2024-2025	2025-2026
MD China	China	New Clubs	0	0	0	2	2
Coun		Cancelled Clubs	0	0	0	0	0
		Charter Members	2	12	3	58	35
		New Members	103	346	199	406	170
		Dropped Members	4	32	21	41	22
		Net Gain	111	350	192	449	189
MD NA	Undistricted	New Clubs	0	0	0	0	0
		Cancelled Clubs	-1	0	0	0	0
		Charter Members	12	0	0	0	0
		New Members	0	12	1	1	1
		Dropped Members	0	3	4	0	0
		Net Gain	12	9	-3	1	1
GAT Group	Total	New Clubs	0	0	0	2	2
•		Cancelled Club	-1	0	0	0	0
		Charter Members	14	12	3	58	35
		New Members	103	358	200	407	171
		Dropped Members	4	35	25	41	22
		Net Gain	123	359	189	450	190

MBR0213 Page 9 of 10

Quarter 2 Results GAT Group C - Area 5-China

GAT Group Leader: Guo-Jun Zhang

			2021-2022	2022-2023	2023-2024	2024-2025	2025-2026
MD China	China	New Clubs	0	0	5	9	8
Coun		Cancelled Clubs	0	0	0	19	1
		Charter Members	34	27	158	242	208
		New Members	998	1,446	1,135	559	448
		Dropped Members	102	109	88	271	62
		Net Gain	1,020	1,431	1,252	591	614
MD NA	Undistricted	New Clubs	0	0	0	0	0
		Cancelled Clubs	-1	0	1	0	0
		Charter Members	12	0	0	0	0
		New Members	0	12	1	4	1
		Dropped Members	2	4	24	4	0
		Net Gain	10	8	-23	32	1
GAT Group	Total	New Clubs	0	0	5	9	8
•		Cancelled Club	-1	0	1	19	1
		Charter Members	46	27	158	242	208
		New Members	998	1,458	1,136	563	449
		Dropped Members	104	113	112	275	62
		Net Gain	1,030	1,439	1,229	623	615

MBR0213 Page 10 of 10