

# MONTHLY MEMBERSHIP PROGRESS REPORT

LOCATION INDONESIA

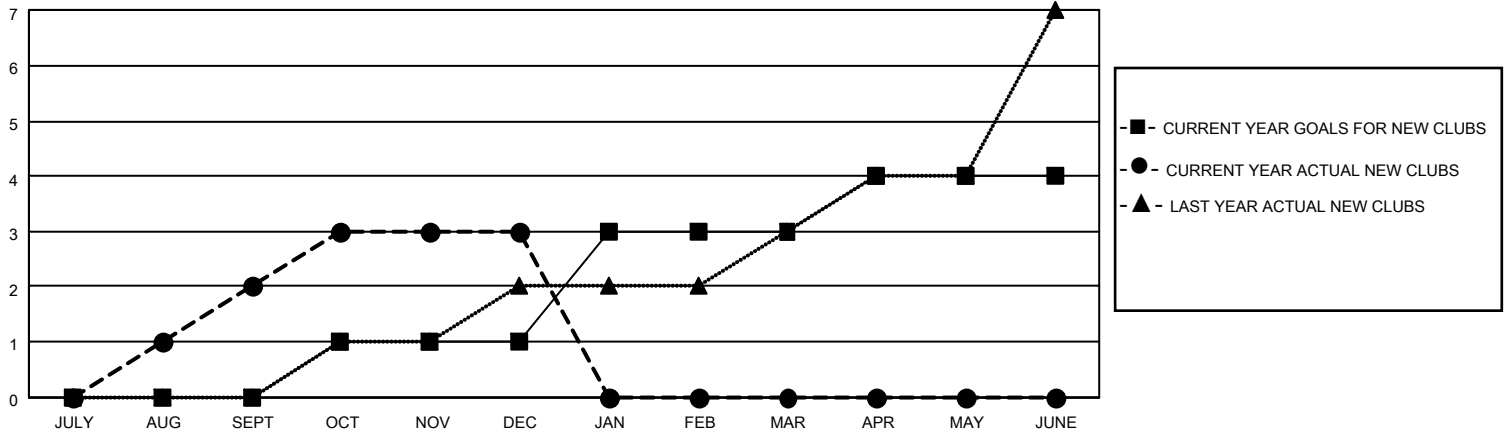
District 307B1

Results as of: 12/31/2020

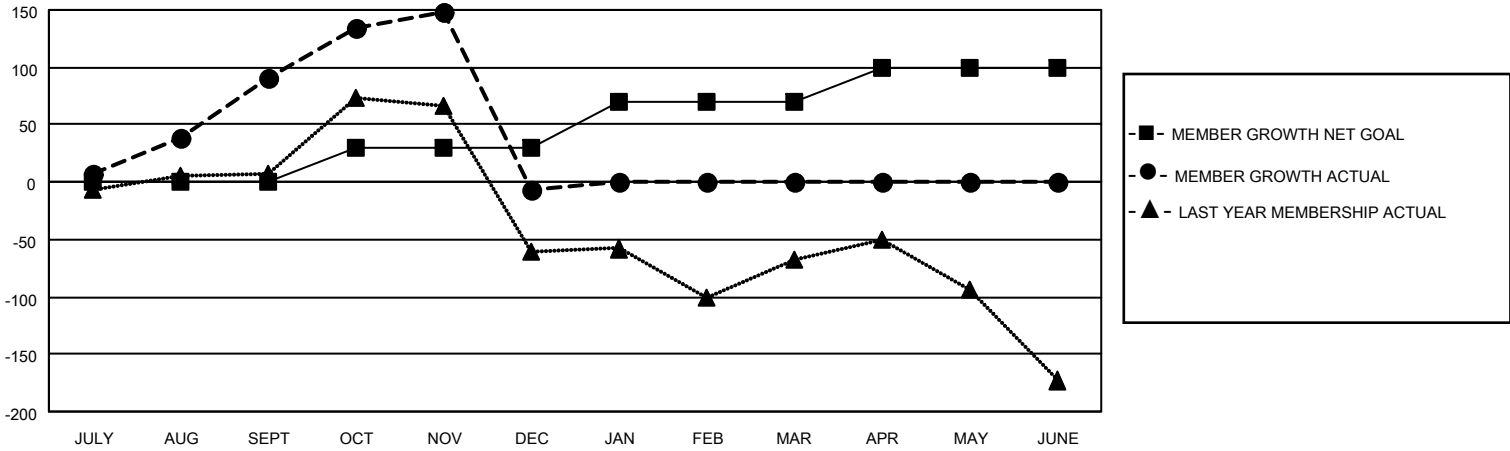
| Clubs                 |               |           |               |
|-----------------------|---------------|-----------|---------------|
| RESULTS FOR 2020-2021 |               |           |               |
| QUARTER               | NEW CLUB GOAL | NEW CLUBS | DROPPED CLUBS |
| JULY/AUG/SEPT         | 0             | 2         | 2             |
| OCT/NOV/DEC           | 1             | 1         | 0             |
| JAN/FEB/MAR           | 2             | 0         | 0             |
| APR/MAY/JUNE          | 1             | 0         | 0             |

| Members               |                        |                      |  |
|-----------------------|------------------------|----------------------|--|
| RESULTS FOR 2020-2021 |                        |                      |  |
| QUARTER               | MEMBER GROWTH NET GOAL | MEMBER GROWTH ACTUAL | DROPPED MEMBERS ACTUAL (including transfers) |
| JULY/AUG/SEPT         | 0                      | 118                  | 24   |
| OCT/NOV/DEC           | 30                     | 131                  | 221  |
| JAN/FEB/MAR           | 40                     | 0                    | 0  |
| APR/MAY/JUNE          | 30                     | 0                    | 0  |

**GOALS AND ACTUAL NEW CLUBS CUMULATIVE**



**GOALS AND ACTUAL MEMBERS CUMULATIVE**



|   |  |   |                |    |       |     |              |            |  |  |                           |     |                                 |     |
|---|--|---|----------------|----|-------|-----|--------------|------------|--|--|---------------------------|-----|---------------------------------|-----|
| DROPPED CLUBS: 2  | 50 CLUBS OF 84 ADDED 1 OR MORE NEW MEMBERS | <p style="text-align: center;"><u>GENDER DISTRIBUTION</u></p> <p>MALE            614 (35.11%)</p> <p>FEMALE        1,135 (64.89%)</p> |                |    |       |     |              |            |  |  |                           |     |                                 |     |
| <p style="text-align: center;"><u>DROPPED MEMBERS</u></p> <table style="width: 100%; border-collapse: collapse;"> <tr><td>DECEASED</td><td style="text-align: right;">2</td></tr> <tr><td>CLUB CANCELLED</td><td style="text-align: right;">22</td></tr> <tr><td>OTHER</td><td style="text-align: right;">221</td></tr> <tr><td><b>TOTAL</b></td><td style="text-align: right;"><b>245</b></td></tr> </table> | DECEASED                                   | 2   | CLUB CANCELLED | 22 | OTHER | 221 | <b>TOTAL</b> | <b>245</b> | <p><a href="#">CLICK HERE FOR CUMULATIVE MEMBERSHIP DATA</a></p> | <table style="width: 100%; border-collapse: collapse;"> <tr><td>TOTAL FAMILY UNIT MEMBERS</td><td style="text-align: right;">345</td></tr> <tr><td>FAMILY MEMBERS PAYING HALF DUES</td><td style="text-align: right;">190</td></tr> </table> | TOTAL FAMILY UNIT MEMBERS | 345 | FAMILY MEMBERS PAYING HALF DUES | 190 |
| DECEASED  | 2  |   |                |    |       |     |              |            |  |  |                           |     |                                 |     |
| CLUB CANCELLED  | 22   |   |                |    |       |     |              |            |  |  |                           |     |                                 |     |
| OTHER   | 221  |   |                |    |       |     |              |            |  |  |                           |     |                                 |     |
| <b>TOTAL</b>  | <b>245</b>                                 |   |                |    |       |     |              |            |  |  |                           |     |                                 |     |
| TOTAL FAMILY UNIT MEMBERS   | 345  |   |                |    |       |     |              |            |  |  |                           |     |                                 |     |
| FAMILY MEMBERS PAYING HALF DUES   | 190  |   |                |    |       |     |              |            |  |  |                           |     |                                 |     |