

MD ANALYSIS

CA 5 June Analysis

Constitutional Area 5 Leader: TAE-SUP LEE

July 2016 to June 2017 (12 months) Results

CA 5	2012-2013	2013-2014	2014-2015	2015-2016	2016-2017
New Clubs	265	321	365	399	453
Charter Members	7431	10700	12386	13335	15079
New Members	39794	26867	31914	29903	33416
Drops	54003	33573	33419	39677	37447
Net Growth	-174	6714	13191	6131	13482

June (Only Results)

CA 5	Jun-14	Jun-15	Jun-16	Jun-17
New Clubs	44	28	44	63
Charter Members	1524	892	1216	1973
New Members	2241	1944	1875	4103
Drops	11203	11095	13066	12506
Net Growth	-7170	-8023	-9734	-6179

Statement for 4th Quarter Results(previous 3 years)

CA 5	2013-2014 4th Qtr	2014-2015 4th Qtr	2015-2016 4th Qtr
New Clubs	86	83	120
Charter Members	2859	2656	3720
New Members	4691	6230	4635
Drops	14189	13532	16120
Net Growth	-6092	-4136	-7309

MD Wise Analysis

MD	GMT Area	CA 5	2012-2013	2013-2014	2014-2015	2015-2016	2016-2017
300	Rep Of China	New Clubs	44	52	53	23	39
		Charter Members	1496	1944	1691	948	1389
		New Members	8075	7030	8365	7763	6839
		Drops	7571	7284	9149	9489	8770
		Net Growth	2796	2250	1589	0	195
Total	Pei-Jen Chen	NewCLubs	44	52	53	23	39
		CharterMembers	1496	1944	1691	948	1389
		NewMembers	8075	7030	8365	7763	6839
		Drops	7571	7284	9149	9489	8770
		NetGrowth	2796	2250	1589	0	195

June (Only) Results

MD	GMT Area	CA 5	Jun-14	Jun-15	Jun-16	Jun-17
300	Rep Of China	New Clubs	0	4	1	5
		Charter Members	28	122	57	182
		New Members	75	222	324	196
		Drops	3032	3969	3981	3632
		Net Growth	-2894	-3564	-3536	-3188
Total	Pei-Jen Chen	New Clubs	0	4	1	5
		Charter Members	28	122	57	182
		New Members	75	222	324	196
		Drops	3032	3969	3981	3632
		Net Growth	-2894	-3564	-3536	-3188

Statement for 4th Quarter Results (previous 3 years)

MD	GMT Area	CA 5	2013-2014 4th Qtr	2014-2015 4th Qtr	2015-2016 4th Qtr
300	Rep Of China	New Clubs	5	6	5
		Charter Members	214	201	184
		New Members	428	1736	739
		Drops	3286	4110	4133
		Net Growth	-2581	-2072	-3113
Total	Pei-Jen Chen	New Clubs	5	6	5
		Charter Members	214	201	184
		New Members	428	1736	739
		Drops	3286	4110	4133
		Net Growth	-2581	-2072	-3113

MD Wise Analysis

MD	GMT Area	CA 5	2012-2013	2013-2014	2014-2015	2015-2016	2016-2017
354	Republic Of Korea	New Clubs	17	11	27	21	36
		Charter Members	433	418	908	754	1155
		New Members	4011	3457	4321	3917	5112
		Drops	6387	5770	4873	5579	4845
		Net Growth	-1683	-1517	670	-565	1635
355	Republic Of Korea	New Clubs	7	15	12	15	4
		Charter Members	247	531	453	533	165
		New Members	3650	3435	4631	4204	3848
		Drops	4545	4309	4075	4982	4863
		Net Growth	-487	-185	1171	-66	-686
356	Republic Of Korea	New Clubs	11	11	8	30	10
		Charter Members	325	345	266	1091	444
		New Members	3295	3301	3362	3569	3350
		Drops	4773	4191	4001	4632	4417
		Net Growth	-928	-285	-242	342	-413
Total	Chul-Jae Lee	NewCLubs	35	37	47	66	50
		CharterMembers	1005	1294	1627	2378	1764
		NewMembers	10956	10193	12314	11690	12310
		Drops	15705	14270	12949	15193	14125
		NetGrowth	-3098	-1987	1599	-289	536

June (Only) Results

MD	GMT Area	CA 5	Jun-14	Jun-15	Jun-16	Jun-17
354	Republic Of Korea	New Clubs	1	4	0	3
		Charter Members	75	123	7	129
		New Members	388	438	438	717
		Drops	1981	1720	1800	1769
		Net Growth	-1444	-1128	-1317	-891
355	Republic Of Korea	New Clubs	2	3	0	1
		Charter Members	80	123	6	36
		New Members	437	344	356	420
		Drops	1333	1386	1734	1993
		Net Growth	-795	-898	-1354	-1520
356	Republic Of Korea	New Clubs	2	1	3	0
		Charter Members	46	26	99	3
		New Members	334	304	349	587
		Drops	954	1116	1280	1225
		Net Growth	-564	-775	-814	-603
Total	Chul-Jae Lee	New Clubs	5	8	3	4
		Charter Members	201	272	112	168
		New Members	1159	1086	1143	1724
		Drops	4268	4222	4814	4987
		Net Growth	-2803	-2801	-3485	-3014

Statement for 4th Quarter Results (previous 3 years)

MD	GMT Area	CA 5	2013-2014 4th Qtr	2014-2015 4th Qtr	2015-2016 4th Qtr
354	Republic Of Korea	New Clubs	1	8	3
		Charter Members	98	282	108
		New Members	734	894	832
		Drops	2523	2203	2332
		Net Growth	-1581	-965	-1318
355	Republic Of Korea	New Clubs	6	3	2
		Charter Members	181	126	110
		New Members	769	859	785
		Drops	1868	1841	2299
		Net Growth	-881	-815	-1361
356	Republic Of Korea	New Clubs	2	3	7
		Charter Members	51	98	262
		New Members	645	610	603
		Drops	1796	1691	2080
		Net Growth	-1078	-957	-1164
Total	Chul-Jae Lee	New Clubs	9	14	12
		Charter Members	330	506	480
		New Members	2148	2363	2220
		Drops	6187	5735	6711
		Net Growth	-3540	-2737	-3843

MD Wise Analysis

MD	GMT Area	CA 5	2012-2013
335	Japan	New Clubs Charter Members New Members Drops Net Growth	2 49 922 1397 -315
	Japan	New Clubs Charter Members New Members Drops Net Growth	2 49 922 1397 -315
334	Japan	New Clubs Charter Members New Members Drops Net Growth	4 90 2106 1735 497
	Japan	New Clubs Charter Members New Members Drops Net Growth	4 90 2106 1735 497
336	Japan	New Clubs Charter Members New Members Drops Net Growth	0 0 1194 1534 -295
	Japan	New Clubs Charter Members New Members Drops Net Growth	0 0 1194 1534 -295
337	Japan	New Clubs Charter Members New Members Drops Net Growth	3 75 1269 1543 -145
	Japan	New Clubs Charter Members New Members Drops Net Growth	3 75 1269 1543 -145
Total Masayoshi Maruyama		NewCLubs CharterMembers NewMembers Drops NetGrowth	18 428 10982 12418 -516

MD Wise Analysis

MD	GMT Area	CA 5	2012-2013
330	Japan	New Clubs Charter Members New Members Drops Net Growth	3 102 770 1487 -574
331	Japan	New Clubs Charter Members New Members Drops Net Growth	0 2 504 635 -120
332	Japan	New Clubs Charter Members New Members Drops Net Growth	0 0 878 904 17
333	Japan	New Clubs Charter Members New Members Drops Net Growth	9 219 928 1285 -79
Total		NewCLubs CharterMembers NewMembers Drops NetGrowth	12 323 3080 4311 -756

MD Wise Analysis

MD	GMT Area	CA 5	2012-2013	2013-2014	2014-2015	2015-2016	2016-2017
NA	Undistricted	New Clubs	0	2	0	0	1
		Charter Members	0	40	0	0	20
		New Members	12	7	17	10	35
		Drops	44	15	23	49	30
		Net Growth	-7	33	-5	-39	25
303	Hong Kong China Macao	New Clubs	0	0	5	6	0
		Charter Members	13	4	118	163	0
		New Members	214	246	297	268	0
		Drops	260	201	265	316	0
		Net Growth	40	69	171	139	0
	China	New Clubs	90	165	187	240	299
		Charter Members	2553	5311	6906	8102	10155
		New Members	2907	5945	6570	6721	8707
		Drops	8160	6403	4632	9037	8954
		Net Growth	761	5369	9327	6359	10625
Total		New Clubs	90	167	192	246	300
		Charter Members	2566	5355	7024	8265	10175
		New Members	3133	6198	6884	6999	8742
		Drops	8464	6619	4920	9402	8984
		Net Growth	794	5471	9493	6459	10650

June (Only) Results

MD	GMT Area	CA 5	Jun-14	Jun-15	Jun-16	Jun-17
NA	Undistricted	New Clubs	1	0	0	0
		Charter Members	20	0	0	0
		New Members	0	2	1	3
		Drops	5	8	5	2
		Net Growth	15	-6	-4	1
303	Hong Kong China Macao	New Clubs	0	0	2	0
		Charter Members	0	0	40	0
		New Members	4	17	12	0
		Drops	56	55	102	0
		Net Growth	-51	-38	-50	0
	China	New Clubs	17	13	19	39
		Charter Members	655	374	560	1218
		New Members	716	194	116	656
		Drops	2037	924	2227	1738
		Net Growth	-585	-326	-1514	188
Total		New Clubs	18	13	21	39
		Charter Members	675	374	600	1218
		New Members	720	213	129	659
		Drops	2098	987	2334	1740
		Net Growth	-621	-370	-1568	189

Statement for 4th Quarter Results (previous 3 years)

MD	GMT Area	CA 5	2013-2014 4th Qtr	2014-2015 4th Qtr	2015-2016 4th Qtr
NA	Undistricted	New Clubs	1	0	0
		Charter Members	20	0	0
		New Members	4	4	2
		Drops	5	15	12
		Net Growth	19	-10	-10
303	Hong Kong China Macao	New Clubs	0	1	2
		Charter Members	1	21	40
		New Members	25	36	57
		Drops	70	69	118
		Net Growth	-40	-11	-18
	China	New Clubs	36	49	78
		Charter Members	1239	1549	2429
		New Members	1310	1066	944
		Drops	2300	1206	2627
		Net Growth	372	1493	840
Total		New Clubs	37	50	80
		Charter Members	1260	1570	2469
		New Members	1339	1106	1003
		Drops	2375	1290	2757
		Net Growth	351	1472	812

MD Wise Analysis

MD	GMT Area	CA 5	2012-2013	2013-2014	2014-2015	2015-2016	2016-2017
NA	Undistricted	New Clubs	0	0	0	0	1
		Charter Members	0	0	0	0	26
		New Members	0	0	0	0	282
		Drops	0	0	0	0	154
		Net Growth	0	0	0	0	157
301	Philippines	New Clubs	44	48	37	33	31
		Charter Members	1028	1557	1025	894	782
		New Members	1723	1683	1693	1307	2270
		Drops	3011	2771	3848	2531	2546
		Net Growth	186	1084	-859	-193	672
308	Brunei Malaysia Singapore	New Clubs	13	7	29	14	21
		Charter Members	346	294	818	406	641
		New Members	936	837	1582	1239	1727
		Drops	1064	1165	1208	1766	1553
		Net Growth	417	47	1333	-25	934
204	Cnmi Guam Marshall Islands	New Clubs	2	2	0	3	0
		Charter Members	43	53	1	89	0
		New Members	90	112	110	151	137
		Drops	199	212	117	78	135
		Net Growth	16	-25	2	166	4
Total		NewCLubs	59	57	66	50	53
Ek Phang Bobby Eng		CharterMembers	1417	1904	1844	1389	1449
		NewMembers	2749	2632	3385	2697	4416
		Drops	4274	4148	5173	4375	4388
		NetGrowth	619	1106	476	-52	1767

June (Only) Results

MD	GMT Area	CA 5	Jun-14	Jun-15	Jun-16	Jun-17
NA	Undistricted	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	0	0	0	20
		Drops	0	0	0	35
		Net Growth	0	0	0	-15
301	Philippines	New Clubs	18	1	8	9
		Charter Members	545	31	170	192
		New Members	126	93	102	755
		Drops	959	934	703	906
		Net Growth	-260	-804	-422	60
308	Brunei Malaysia Singapore	New Clubs	0	1	3	4
		Charter Members	7	59	64	165
		New Members	44	187	49	393
		Drops	445	471	735	713
		Net Growth	-388	-196	-615	-132
204	Cnmi Guam Marshall Islands	New Clubs	0	0	1	0
		Charter Members	0	0	32	0
		New Members	9	0	13	27
		Drops	28	40	6	43
		Net Growth	-19	-40	39	-16
Total		New Clubs	18	2	12	13
Ek Phang Bobby Eng		Charter Members	552	90	266	357
		New Members	179	280	164	1195
		Drops	1432	1445	1444	1697
		Net Growth	-667	-1040	-998	-103

Statement for 4th Quarter Results (previous 3 years)

MD	GMT Area	CA 5	2013-2014 4th Qtr	2014-2015 4th Qtr	2015-2016 4th Qtr
301	Philippines	New Clubs	27	5	12
		Charter Members	818	136	283
		New Members	452	396	282
		Drops	1177	1091	943
		Net Growth	241	-467	-358
308	Brunei Malaysia Singapore	New Clubs	4	5	3
		Charter Members	139	159	86
		New Members	88	319	136
		Drops	624	642	950
		Net Growth	-376	-125	-709
204	Cnmi Guam Marshall Islands	New Clubs	1	0	1
		Charter Members	27	0	35
		New Members	43	48	65
		Drops	29	43	11
		Net Growth	41	6	89
Total		New Clubs	32	10	16
		Charter Members	984	295	404
	Ek Phang Bobby Eng	New Members	583	763	483
		Drops	1830	1776	1904
		Net Growth	-94	-586	-978

MD Wise Analysis

MD	GMT Area	CA 5	2012-2013	2013-2014	2014-2015	2015-2016	2016-2017
NA	Undistricted	New Clubs	0	1	1	2	1
		Charter Members	0	20	24	49	23
		New Members	0	0	19	24	16
		Drops	0	36	54	19	20
		Net Growth	0	-16	-11	58	19
310	Thailand	New Clubs	7	7	6	12	10
		Charter Members	196	183	176	306	279
		New Members	819	814	947	730	1093
		Drops	1260	1216	1174	1199	1160
		Net Growth	-13	-110	45	-45	315
Total	Teresa Mann	NewCLubs	7	8	7	14	11
		CharterMembers	196	203	200	355	302
		NewMembers	819	814	966	754	1109
		Drops	1260	1252	1228	1218	1180
		NetGrowth	-13	-126	34	13	334

June (Only) Results

MD	GMT Area	CA 5	Jun-14	Jun-15	Jun-16	Jun-17
NA	Undistricted	New Clubs	1	0	1	0
		Charter Members	20	0	20	0
		New Members	0	0	0	5
		Drops	16	20	2	7
		Net Growth	4	-20	18	-2
310	Thailand	New Clubs	2	1	6	2
		Charter Members	48	34	161	48
		New Members	108	143	115	324
		Drops	357	452	491	443
		Net Growth	-189	-228	-165	-61
Total	Teresa Mann	New Clubs	3	1	7	2
		Charter Members	68	34	181	48
		New Members	108	143	115	329
		Drops	373	472	493	450
		Net Growth	-185	-248	-147	-63

Statement for 4th Quarter Results (previous 3 years)

MD	GMT Area	CA 5	2013-2014 4th Qtr	2014-2015 4th Qtr	2015-2016 4th Qtr
NA	Undistricted	New Clubs	1	0	1
		Charter Members	20	0	20
		New Members	0	0	4
		Drops	16	26	4
		Net Growth	4	-26	20
310	Thailand	New Clubs	2	3	6
		Charter Members	51	84	163
		New Members	193	262	186
		Drops	495	595	611
		Net Growth	-232	-187	-207
Total	Teresa Mann	New Clubs	3	3	7
		Charter Members	71	84	183
		New Members	193	262	190
		Drops	511	621	615
		Net Growth	-228	-213	-187

