

MD ANALYSIS

CA 5 December Analysis

GAT Constitutional Area 5 Leader: TAE-SUP LEE

July 2016 to December 2017 (6 months) Results

CA 5	2013-2014	2014-2015	2015-2016	2016-2017	2017-2018
New Clubs	124	188	175	149	122
Charter Members	4203	6348	6055	5459	4621
New Members	15795	18871	18316	19439	23231
Drops	16016	16688	19051	17746	24612
Net Growth	5489	9815	6969	8571	5019

December (Only Results)

CA 5	Dec-14	Dec-15	Dec-16	Dec-17
New Clubs	37	36	32	14
Charter Members	1126	1255	1058	532
New Members	1724	1753	2234	2544
Drops	4606	5011	5127	6056
Net Growth	-1617	-1777	-1576	-2789

Statement for 2nd Quarter Results(previous 3 years)

CA 5	2014-2015 2nd Qtr	2015-2016 2nd Qtr	2016-2017 2nd Qtr
New Clubs	113	115	85
Charter Members	3695	3875	2895
New Members	7306	6449	6682
Drops	8541	7606	7083
Net Growth	2920	3340	3021

MD Wise Analysis

MD	GMT Area	CA 5	2013-2014	2014-2015	2015-2016	2016-2017	2017-2018
300	Rep Of China	New Clubs	23	41	10	23	17
		Charter Members	883	1276	508	810	706
		New Members	5149	5330	5271	4985	6150
		Drops	3644	4681	4919	4577	4437
		Net Growth	2757	2343	1373	1632	2929
Total	Pei-Jen Chen	New Clubs	23	41	10	23	17
		Charter Members	883	1276	508	810	706
		New Members	5149	5330	5271	4985	6150
		Drops	3644	4681	4919	4577	4437
		Net Growth	2757	2343	1373	1632	2929

December (Only) Results

MD	GMT Area	CA 5	Dec-14	Dec-15	Dec-16	Dec-17
300	Rep Of China	New Clubs	21	1	2	2
		Charter Members	582	60	80	77
		New Members	248	253	223	565
		Drops	1095	1419	1318	710
		Net Growth	-211	-1051	-898	-15
Total	Pei-Jen Chen	New Clubs	21	1	2	2
		Charter Members	582	60	80	77
		New Members	248	253	223	565
		Drops	1095	1419	1318	710
		Net Growth	-211	-1051	-898	-15

Statement for 2nd Quarter Results (previous 3 years)

MD	GMT Area	CA 5	2014-2015 2nd Qtr	2015-2016 2nd Qtr	2016-2017 2nd Qtr
300	Rep Of China	New Clubs	27	3	9
		Charter Members	795	171	292
		New Members	1531	952	1107
		Drops	1225	1672	1499
		Net Growth	1200	-434	65
Total	Pei-Jen Chen	New Clubs	27	3	9
		Charter Members	795	171	292
		New Members	1531	952	1107
		Drops	1225	1672	1499
		Net Growth	1200	-434	65

MD Wise Analysis

MD	GMT Area	CA 5	2013-2014	2014-2015	2015-2016	2016-2017	2017-2018
354	Republic Of Korea	New Clubs	8	10	10	18	9
		Charter Members	260	368	357	574	343
		New Members	1836	2312	2087	2571	1598
		Drops	2644	2115	2620	2152	2616
		Net Growth	-327	753	35	1095	-575
355	Republic Of Korea	New Clubs	8	5	5	1	9
		Charter Members	271	206	199	38	349
		New Members	1714	2272	2284	2014	2106
		Drops	1907	1773	2149	1949	1833
		Net Growth	152	807	444	188	749
356	Republic Of Korea	New Clubs	8	4	13	8	4
		Charter Members	263	131	449	364	159
		New Members	1894	2047	2166	1938	2040
		Drops	1959	1849	2063	1958	1552
		Net Growth	403	412	758	484	750
Total	Chul-Jae Lee	New Clubs	24	19	28	27	22
		Charter Members	794	705	1005	976	851
		New Members	5444	6631	6537	6523	5744
		Drops	6510	5737	6832	6059	6001
		Net Growth	228	1972	1237	1767	924

December (Only) Results

MD	GMT Area	CA 5	Dec-14	Dec-15	Dec-16	Dec-17
354	Republic Of Korea	New Clubs	2	1	3	0
		Charter Members	56	69	78	0
		New Members	519	406	817	312
		Drops	815	900	914	1097
		Net Growth	-230	-401	-10	-774
355	Republic Of Korea	New Clubs	3	2	0	0
		Charter Members	121	73	3	15
		New Members	329	302	306	242
		Drops	531	752	759	595
		Net Growth	-77	-373	-438	-321
356	Republic Of Korea	New Clubs	0	4	2	2
		Charter Members	1	129	64	48
		New Members	207	241	210	297
		Drops	487	392	600	444
		Net Growth	-264	8	-319	-80
Total	Chul-Jae Lee	New Clubs	5	7	5	2
		Charter Members	178	271	145	63
		New Members	1055	949	1333	851
		Drops	1833	2044	2273	2136
		Net Growth	-571	-766	-767	-1175

Statement for 2nd Quarter Results (previous 3 years)

MD	GMT Area	CA 5	2014-2015 2nd Qtr	2015-2016 2nd Qtr	2016-2017 2nd Qtr
354	Republic Of Korea	New Clubs	7	7	11
		Charter Members	187	227	327
		New Members	1218	948	1447
		Drops	1206	1325	1220
		Net Growth	235	-104	595
355	Republic Of Korea	New Clubs	5	3	1
		Charter Members	186	133	27
		New Members	891	823	678
		Drops	920	1195	1062
		Net Growth	183	-210	-322
356	Republic Of Korea	New Clubs	0	9	6
		Charter Members	10	311	257
		New Members	708	729	611
		Drops	949	940	923
		Net Growth	-199	250	-35
Total	Chul-Jae Lee	New Clubs	12	19	18
		Charter Members	383	671	611
		New Members	2817	2500	2736
		Drops	3075	3460	3205
		Net Growth	219	-64	238

MD Wise Analysis

MD	GMT Area	CA 5	2017-2018
335	Japan	New Clubs Charter Members New Members Drops Net Growth	0 0 673 462 240
330	Japan	New Clubs Charter Members New Members Drops Net Growth	0 0 525 518 54
334	Japan	New Clubs Charter Members New Members Drops Net Growth	1 21 659 699 17
331	Japan	New Clubs Charter Members New Members Drops Net Growth	1 22 269 189 110
332	Japan	New Clubs Charter Members New Members Drops Net Growth	0 0 418 379 59
333	Japan	New Clubs Charter Members New Members Drops Net Growth	0 0 563 550 37
336	Japan	New Clubs Charter Members New Members Drops Net Growth	1 43 622 601 81
337	Japan	New Clubs Charter Members New Members Drops Net Growth	0 0 623 616 30
Total	Masayoshi Maruyama, Yasuhisa Nakamura	New Clubs Charter Members New Members Drops Net Growth	3 86 4352 4014 628

MD Wise Analysis

MD	GMT Area	CA 5	2013-2014	2014-2015	2015-2016	2016-2017	2017-2018
NA	Undistricted	New Clubs	0	0	0	0	0
		Charter Members	0	0	0	0	0
		New Members	1	3	2	15	3
		Drops	0	3	36	12	32
		Net Growth	1	0	-34	3	-29
303	Hong Kong China Macao	New Clubs	0	2	3	3	0
		Charter Members	0	50	98	83	0
		New Members	183	228	158	138	0
		Drops	101	169	175	141	0
		Net Growth	94	124	99	89	0
	China	New Clubs	64	92	108	80	35
		Charter Members	2072	3408	3751	3141	1697
		New Members	3245	4150	4328	5403	4567
		Drops	3486	2841	4416	4664	7140
		Net Growth	2150	5036	4063	4396	-322
Total	Ziyu Lin	New Clubs	64	94	111	83	35
		Charter Members	2072	3458	3849	3224	1697
		New Members	3429	4381	4488	5556	4570
		Drops	3587	3013	4627	4817	7172
		Net Growth	2245	5160	4128	4488	-351

December (Only) Results

MD	GMT Area	CA 5	Dec-14	Dec-15	Dec-16	Dec-17
NA	Undistricted	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	0	0	2	0
		Drops	1	2	5	26
		Net Growth	-1	-2	-3	-26
303	Hong Kong China Macao	New Clubs	0	0	0	0
		Charter Members	1	0	0	0
		New Members	28	20	11	0
		Drops	16	37	13	0
		Net Growth	13	-14	-2	0
	China	New Clubs	5	26	24	5
		Charter Members	217	871	791	233
		New Members	293	387	511	545
		Drops	473	432	531	732
		Net Growth	77	922	860	100
Total	Ziyu Lin	New Clubs	5	26	24	5
		Charter Members	218	871	791	233
		New Members	321	407	524	545
		Drops	490	471	549	758
		Net Growth	89	906	855	74

Statement for 2nd Quarter Results (previous 3 years)

MD	GMT Area	CA 5	2014-2015 2nd Qtr	2015-2016 2nd Qtr	2016-2017 2nd Qtr
NA	Undistricted	New Clubs	0	0	0
		Charter Members	0	0	0
		New Members	2	2	7
		Drops	2	5	6
		Net Growth	0	-3	1
303	Hong Kong China Macao	New Clubs	0	0	1
		Charter Members	6	14	33
		New Members	84	40	34
		Drops	31	57	37
		Net Growth	66	3	31
	China	New Clubs	56	78	45
		Charter Members	2028	2632	1668
		New Members	1620	1932	1739
		Drops	1866	910	840
		Net Growth	1967	3855	2754
Total	Ziyu Lin	New Clubs	56	78	46
		Charter Members	2034	2646	1701
		New Members	1706	1974	1780
		Drops	1899	972	883
		Net Growth	2033	3855	2786

MD Wise Analysis

MD	GMT Area	CA 5	2013-2014	2014-2015	2015-2016	2016-2017	2017-2018
NA	Undistricted	New Clubs	0	0	0	0	5
		Charter Members	0	0	0	0	145
		New Members	0	0	0	0	45
		Drops	0	0	0	0	122
		Net Growth	0	0	0	0	80
301	Philippines	New Clubs	8	24	14	5	11
		Charter Members	314	628	353	134	389
		New Members	734	931	740	890	903
		Drops	1005	2281	1362	1146	1206
		Net Growth	257	-649	-178	-81	164
308	Brunei Malaysia Singapore	New Clubs	1	7	5	6	12
		Charter Members	40	195	168	174	281
		New Members	553	952	809	938	886
		Drops	454	398	720	515	754
		Net Growth	179	804	324	654	465
204	Cnmi Guam Marshall Islands	New Clubs	0	0	1	0	0
		Charter Members	0	1	33	0	0
		New Members	55	42	58	38	43
		Drops	171	51	58	70	129
		Net Growth	-110	-1	36	-31	-86
Total		New Clubs	9	31	20	11	28
Ek Phang Bobby Eng		Charter Members	354	824	554	308	815
		New Members	1342	1925	1607	1866	1877
		Drops	1630	2730	2140	1731	2211
		Net Growth	326	154	182	542	623

December (Only) Results

MD	GMT Area	CA 5	Dec-14	Dec-15	Dec-16	Dec-17
NA	Undistricted	New Clubs	0	0	0	1
		Charter Members	0	0	0	28
		New Members	0	0	0	3
		Drops	0	0	0	3
		Net Growth	0	0	0	28
301	Philippines	New Clubs	4	0	1	2
		Charter Members	95	4	22	53
		New Members	59	61	87	87
		Drops	791	582	474	511
		Net Growth	-633	-510	-363	-367
308	Brunei Malaysia Singapore	New Clubs	1	1	0	1
		Charter Members	25	22	14	31
		New Members	24	46	34	41
		Drops	91	145	170	293
		Net Growth	-37	-71	-104	-217
204	Cnmi Guam Marshall Islands	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	5	1	3	5
		Drops	16	32	28	36
		Net Growth	-8	-30	-24	-31
Total		New Clubs	5	1	1	4
Ek Phang Bobby Eng		Charter Members	120	26	36	112
		New Members	88	108	124	136
		Drops	898	759	672	843
		Net Growth	-678	-611	-491	-587

Statement for 2nd Quarter Results (previous 3 years)

MD	GMT Area	CA 5	2014-2015 2nd Qtr	2015-2016 2nd Qtr	2016-2017 2nd Qtr
301	Philippines	New Clubs	11	7	4
		Charter Members	280	191	86
		New Members	508	407	492
		Drops	1695	775	723
		Net Growth	-871	-141	-132
308	Brunei Malaysia Singapore	New Clubs	4	2	4
		Charter Members	124	57	103
		New Members	404	298	250
		Drops	176	256	294
		Net Growth	373	125	88
204	Cnmi Guam Marshall Islands	New Clubs	0	0	0
		Charter Members	1	1	0
		New Members	17	40	14
		Drops	35	43	32
		Net Growth	-11	1	-17
Total	Ek Phang Bobby Eng	New Clubs	15	9	8
		Charter Members	405	249	189
		New Members	929	745	756
		Drops	1906	1074	1049
		Net Growth	-509	-15	-61

MD Wise Analysis

MD	GMT Area	CA 5	2013-2014	2014-2015	2015-2016	2016-2017	2017-2018
NA	Undistricted	New Clubs	0	1	1	0	1
		Charter Members	0	24	29	0	20
		New Members	0	7	19	8	9
		Drops	20	28	14	12	24
		Net Growth	-20	3	38	-4	5
310	Thailand	New Clubs	4	2	5	5	13
		Charter Members	100	61	110	141	358
		New Members	431	597	394	501	362
		Drops	625	499	519	550	540
		Net Growth	-47	183	11	146	209
303	Hong Kong China Macao	New Clubs	0	0	0	0	3
		Charter Members	0	0	0	0	88
		New Members	0	0	0	0	167
		Drops	0	0	0	0	213
		Net Growth	0	0	0	0	52
Total	Teresa Mann	New Clubs	4	3	6	5	17
		Charter Members	100	85	139	141	466
		New Members	431	604	413	509	538
		Drops	645	527	533	562	777
		Net Growth	-67	186	49	142	266

December (Only) Results

MD	GMT Area	CA 5	Dec-14	Dec-15	Dec-16	Dec-17
NA	Undistricted	New Clubs	1	1	0	0
		Charter Members	24	27	0	0
		New Members	0	3	0	0
		Drops	0	0	2	8
		Net Growth	24	30	-2	-8
310	Thailand	New Clubs	0	0	0	1
		Charter Members	4	0	6	43
		New Members	12	33	30	57
		Drops	290	318	313	254
		Net Growth	-270	-285	-273	-146
303	Hong Kong China Macao	New Clubs	0	0	0	0
		Charter Members	0	0	0	2
		New Members	0	0	0	8
		Drops	0	0	0	6
		Net Growth	0	0	0	4
Total	Teresa Mann	New Clubs	1	1	0	1
		Charter Members	28	27	6	45
		New Members	12	36	30	65
		Drops	290	318	315	268
		Net Growth	-246	-255	-275	-150

Statement for 2nd Quarter Results (previous 3 years)

MD	GMT Area	CA 5	2014-2015 2nd Qtr	2015-2016 2nd Qtr	2016-2017 2nd Qtr
NA	Undistricted	New Clubs	1	1	0
		Charter Members	24	29	0
		New Members	0	15	4
		Drops	20	0	7
		Net Growth	4	48	-3
310	Thailand	New Clubs	2	5	4
		Charter Members	54	109	102
		New Members	323	263	299
		Drops	416	428	440
		Net Growth	-27	-50	-4
Total	Teresa Mann	New Clubs	3	6	4
		Charter Members	78	138	102
		New Members	323	278	303
		Drops	436	428	447
		Net Growth	-23	-2	-7

