

# MD ANALYSIS

## CA 6 December Analysis

**GAT Constitutional Area 6 Leader: NARENDRA BHANDARI**

### July 2016 to December 2017 (6 months) Results

| CA 6                   | 2013-2014 | 2014-2015 | 2015-2016 | 2016-2017 | 2017-2018 |
|------------------------|-----------|-----------|-----------|-----------|-----------|
| <b>New Clubs</b>       | 259       | 297       | 324       | 413       | 753       |
| <b>Charter Members</b> | 7917      | 8568      | 9789      | 10832     | 18396     |
| <b>New Members</b>     | 14549     | 16607     | 15927     | 16994     | 16702     |
| <b>Drops</b>           | 20088     | 20748     | 24563     | 21266     | 29837     |
| <b>Net Growth</b>      | 4460      | 5913      | 3174      | 8377      | 7425      |

### December (Only Results)

| CA 6                   | Dec-14 | Dec-15 | Dec-16 | Dec-17 |
|------------------------|--------|--------|--------|--------|
| <b>New Clubs</b>       | 24     | 35     | 45     | 82     |
| <b>Charter Members</b> | 734    | 1089   | 1127   | 2027   |
| <b>New Members</b>     | 1187   | 1262   | 1450   | 1655   |
| <b>Drops</b>           | 7179   | 8610   | 7701   | 10764  |
| <b>Net Growth</b>      | -5058  | -6114  | -4712  | -6651  |

### Statement for 2nd Quarter Results(previous 3 years)

| CA 6                   | 2014-2015<br>2nd Qtr | 2015-2016<br>2nd Qtr | 2016-2017<br>2nd Qtr |
|------------------------|----------------------|----------------------|----------------------|
| <b>New Clubs</b>       | 119                  | 124                  | 163                  |
| <b>Charter Members</b> | 3540                 | 3773                 | 4313                 |
| <b>New Members</b>     | 8433                 | 7203                 | 7115                 |
| <b>Drops</b>           | 9935                 | 11226                | 10223                |
| <b>Net Growth</b>      | 2542                 | 273                  | 1893                 |

### MD Wise Analysis

| MD    | GMT Area                   | CA 6            | 2013-2014 | 2014-2015 | 2015-2016 | 2016-2017 | 2017-2018 |
|-------|----------------------------|-----------------|-----------|-----------|-----------|-----------|-----------|
| 322   | India<br>Kingdom Of Bhutan | New Clubs       | 23        | 33        | 35        | 41        | 131       |
|       |                            | Charter Members | 630       | 1022      | 974       | 1093      | 3040      |
|       |                            | New Members     | 1507      | 1767      | 1901      | 1475      | 1979      |
|       |                            | Drops           | 2257      | 2260      | 2554      | 3159      | 2513      |
|       |                            | Net Growth      | 33        | 733       | 526       | -429      | 2644      |
| 315   | Rep Of Bangladesh          | New Clubs       | 21        | 19        | 24        | 47        | 62        |
|       |                            | Charter Members | 598       | 505       | 566       | 986       | 1273      |
|       |                            | New Members     | 773       | 598       | 605       | 868       | 601       |
|       |                            | Drops           | 954       | 1208      | 1199      | 863       | 1124      |
|       |                            | Net Growth      | 585       | -50       | 21        | 1023      | 798       |
| 325   | Nepal                      | New Clubs       | 52        | 39        | 97        | 125       | 0         |
|       |                            | Charter Members | 1378      | 970       | 2716      | 3179      | 0         |
|       |                            | New Members     | 1035      | 1046      | 2083      | 2034      | 0         |
|       |                            | Drops           | 1035      | 1010      | 1380      | 1364      | 0         |
|       |                            | Net Growth      | 1432      | 1069      | 3512      | 3911      | 0         |
| Total | Swadesh Ranjan Saha        | New Clubs       | 96        | 91        | 156       | 213       | 193       |
|       |                            | Charter Members | 2606      | 2497      | 4256      | 5258      | 4313      |
|       |                            | New Members     | 3315      | 3411      | 4589      | 4377      | 2580      |
|       |                            | Drops           | 4246      | 4478      | 5133      | 5386      | 3637      |
|       |                            | Net Growth      | 2050      | 1752      | 4059      | 4505      | 3442      |

### December (Only) Results

| MD    | GMT Area                   | CA 6            | Dec-14 | Dec-15 | Dec-16 | Dec-17 |
|-------|----------------------------|-----------------|--------|--------|--------|--------|
| 322   | India<br>Kingdom Of Bhutan | New Clubs       | 3      | 3      | 7      | 13     |
|       |                            | Charter Members | 102    | 93     | 167    | 297    |
|       |                            | New Members     | 99     | 198    | 83     | 187    |
|       |                            | Drops           | 927    | 1185   | 1335   | 1136   |
|       |                            | Net Growth      | -686   | -870   | -1075  | -641   |
| 315   | Rep Of Bangladesh          | New Clubs       | 0      | 2      | 4      | 1      |
|       |                            | Charter Members | 14     | 40     | 84     | 26     |
|       |                            | New Members     | 38     | 29     | 74     | 22     |
|       |                            | Drops           | 779    | 206    | 340    | 585    |
|       |                            | Net Growth      | -713   | -135   | -180   | -523   |
| 325   | Nepal                      | New Clubs       | 4      | 4      | 11     | 0      |
|       |                            | Charter Members | 101    | 124    | 314    | 0      |
|       |                            | New Members     | 110    | 337    | 324    | 0      |
|       |                            | Drops           | 407    | 433    | 403    | 0      |
|       |                            | Net Growth      | -175   | 42     | 241    | 0      |
| Total | Swadesh Ranjan Saha        | New Clubs       | 7      | 9      | 22     | 14     |
|       |                            | Charter Members | 217    | 257    | 565    | 323    |
|       |                            | New Members     | 247    | 564    | 481    | 209    |
|       |                            | Drops           | 2113   | 1824   | 2078   | 1721   |
|       |                            | Net Growth      | -1574  | -963   | -1014  | -1164  |

**Statement for 2nd Quarter Results (previous 3 years)**

| <b>MD</b>              | <b>GMT Area</b>                                   | <b>CA 6</b>            | <b>2014-2015<br/>2nd Qtr</b> | <b>2015-2016<br/>2nd Qtr</b> | <b>2016-2017<br/>2nd Qtr</b> |
|------------------------|---|------------------------|------------------------------|------------------------------|------------------------------|
| <b>322</b>             | <p align="center">India<br/>Kingdom Of Bhutan</p> | <b>New Clubs</b>       | 21                           | 10                           | 15                           |
|                        |   | <b>Charter Members</b> | 621                          | 320                          | 376                          |
|                        |   | <b>New Members</b>     | 798                          | 786                          | 423                          |
|                        |   | <b>Drops</b>           | 1204                         | 1505                         | 1663                         |
|                        |   | <b>Net Growth</b>      | 304                          | -346                         | -839                         |
| <b>315</b>             | <p align="center">Rep Of Bangladesh</p>           | <b>New Clubs</b>       | 5                            | 17                           | 16                           |
|                        |   | <b>Charter Members</b> | 146                          | 364                          | 353                          |
|                        |   | <b>New Members</b>     | 217                          | 288                          | 466                          |
|                        |   | <b>Drops</b>           | 881                          | 363                          | 527                          |
|                        |   | <b>Net Growth</b>      | -497                         | 307                          | 307                          |
| <b>325</b>             | <p align="center">Nepal</p>                       | <b>New Clubs</b>       | 12                           | 23                           | 63                           |
|                        |   | <b>Charter Members</b> | 338                          | 652                          | 1730                         |
|                        |   | <b>New Members</b>     | 620                          | 963                          | 890                          |
|                        |   | <b>Drops</b>           | 619                          | 657                          | 700                          |
|                        |   | <b>Net Growth</b>      | 378                          | 983                          | 1947                         |
| <b>Total</b>           | <p align="center">Swadesh Ranjan Saha</p>         | <b>New Clubs</b>       | 38                           | 50                           | 94                           |
| <b>Charter Members</b> |   | 1105                   | 1336                         | 2459                         |                              |
| <b>New Members</b>     |   | 1635                   | 2037                         | 1779                         |                              |
| <b>Drops</b>           |   | 2704                   | 2525                         | 2890                         |                              |
| <b>Net Growth</b>      |   | 185                    | 944                          | 1415                         |                              |

### MD Wise Analysis

| MD    | GMT Area          | CA 6            | 2013-2014 | 2014-2015 | 2015-2016 | 2016-2017 | 2017-2018 |
|-------|-------------------|-----------------|-----------|-----------|-----------|-----------|-----------|
| 321   | India             | New Clubs       | 28        | 36        | 37        | 43        | 0         |
|       |                   | Charter Members | 964       | 1168      | 1132      | 1138      | 0         |
|       |                   | New Members     | 1305      | 1824      | 1245      | 1832      | 0         |
|       |                   | Drops           | 4172      | 3713      | 3699      | 3205      | 0         |
|       |                   | Net Growth      | -1232     | -455      | -919      | 4         | 0         |
| 305   | Pakistan          | New Clubs       | 8         | 21        | 10        | 7         | 45        |
|       |                   | Charter Members | 280       | 512       | 245       | 185       | 992       |
|       |                   | New Members     | 384       | 585       | 422       | 560       | 885       |
|       |                   | Drops           | 511       | 643       | 1846      | 637       | 501       |
|       |                   | Net Growth      | 311       | 507       | -1129     | 190       | 1490      |
| 325   | Nepal             | New Clubs       | 0         | 0         | 0         | 0         | 104       |
|       |                   | Charter Members | 0         | 0         | 0         | 0         | 2643      |
|       |                   | New Members     | 0         | 0         | 0         | 0         | 1837      |
|       |                   | Drops           | 0         | 0         | 0         | 0         | 2408      |
|       |                   | Net Growth      | 0         | 0         | 0         | 0         | 2266      |
| Total | Khagendra Sitaula | New Clubs       | 36        | 57        | 47        | 50        | 149       |
|       |                   | Charter Members | 1244      | 1680      | 1377      | 1323      | 3635      |
|       |                   | New Members     | 1689      | 2409      | 1667      | 2392      | 2722      |
|       |                   | Drops           | 4683      | 4356      | 5545      | 3842      | 2909      |
|       |                   | Net Growth      | -921      | 52        | -2048     | 194       | 3756      |

### December (Only) Results

| MD    | GMT Area          | CA 6            | Dec-14 | Dec-15 | Dec-16 | Dec-17 |
|-------|-------------------|-----------------|--------|--------|--------|--------|
| 321   | India             | New Clubs       | 2      | 8      | 4      | 0      |
|       |                   | Charter Members | 66     | 203    | 100    | 0      |
|       |                   | New Members     | 133    | 153    | 219    | 0      |
|       |                   | Drops           | 1771   | 1557   | 1490   | 0      |
|       |                   | Net Growth      | -1561  | -1172  | -1159  | 0      |
| 305   | Pakistan          | New Clubs       | 3      | 2      | 0      | 18     |
|       |                   | Charter Members | 72     | 43     | 1      | 379    |
|       |                   | New Members     | 73     | 27     | 54     | 401    |
|       |                   | Drops           | 241    | 1286   | 361    | 161    |
|       |                   | Net Growth      | -94    | -1201  | -296   | 634    |
| 325   | Nepal             | New Clubs       | 0      | 0      | 0      | 16     |
|       |                   | Charter Members | 0      | 0      | 0      | 446    |
|       |                   | New Members     | 0      | 0      | 0      | 158    |
|       |                   | Drops           | 0      | 0      | 0      | 689    |
|       |                   | Net Growth      | 0      | 0      | 0      | 14     |
| Total | Khagendra Sitaula | New Clubs       | 5      | 10     | 4      | 34     |
|       |                   | Charter Members | 138    | 246    | 101    | 825    |
|       |                   | New Members     | 206    | 180    | 273    | 559    |
|       |                   | Drops           | 2012   | 2843   | 1851   | 850    |
|       |                   | Net Growth      | -1655  | -2373  | -1455  | 648    |

**Statement for 2nd Quarter Results (previous 3 years)**

| <b>MD</b>    | <b>GMT Area</b>          | <b>CA 6</b>            | <b>2014-2015<br/>2nd Qtr</b> | <b>2015-2016<br/>2nd Qtr</b> | <b>2016-2017<br/>2nd Qtr</b> |
|--------------|--------------------------|------------------------|------------------------------|------------------------------|------------------------------|
| <b>321</b>   | <b>India</b>             | <b>New Clubs</b>       | 13                           | 21                           | 14                           |
|              |                          | <b>Charter Members</b> | 418                          | 590                          | 365                          |
|              |                          | <b>New Members</b>     | 1146                         | 620                          | 730                          |
|              |                          | <b>Drops</b>           | 2363                         | 1920                         | 1997                         |
|              |                          | <b>Net Growth</b>      | -702                         | -620                         | -847                         |
| <b>305</b>   | <b>Pakistan</b>          | <b>New Clubs</b>       | 11                           | 3                            | 5                            |
|              |                          | <b>Charter Members</b> | 255                          | 69                           | 111                          |
|              |                          | <b>New Members</b>     | 360                          | 147                          | 254                          |
|              |                          | <b>Drops</b>           | 345                          | 1430                         | 438                          |
|              |                          | <b>Net Growth</b>      | 279                          | -1191                        | -46                          |
| <b>Total</b> | <b>Khagendra Sitaula</b> | <b>New Clubs</b>       | 24                           | 24                           | 19                           |
|              |                          | <b>Charter Members</b> | 673                          | 659                          | 476                          |
|              |                          | <b>New Members</b>     | 1506                         | 767                          | 984                          |
|              |                          | <b>Drops</b>           | 2708                         | 3350                         | 2435                         |
|              |                          | <b>Net Growth</b>      | -423                         | -1811                        | -893                         |

### MD Wise Analysis

| MD                              | GMT Area | CA 6                   | 2013-2014 | 2014-2015 | 2015-2016 | 2016-2017 | 2017-2018 |
|---------------------------------|----------|------------------------|-----------|-----------|-----------|-----------|-----------|
| 324A<br>B                       | India    | New Clubs              | 40        | 0         | 0         | 0         | 0         |
|                                 |          | Charter Members        | 1389      | 0         | 0         | 0         | 0         |
|                                 |          | New Members            | 3239      | 0         | 0         | 0         | 0         |
|                                 |          | Drops                  | 4130      | 0         | 0         | 0         | 0         |
|                                 |          | Net Growth             | 837       | 0         | 0         | 0         | 0         |
| 316                             | India    | New Clubs              | 22        | 25        | 21        | 15        | 29        |
|                                 |          | Charter Members        | 667       | 726       | 665       | 481       | 642       |
|                                 |          | New Members            | 2392      | 2405      | 2167      | 1115      | 344       |
|                                 |          | Drops                  | 2293      | 2552      | 3171      | 1152      | 1779      |
|                                 |          | Net Growth             | 967       | 714       | -198      | 580       | -617      |
| 324                             | India    | New Clubs              | 0         | 60        | 48        | 46        | 0         |
|                                 |          | Charter Members        | 0         | 1703      | 1785      | 1407      | 0         |
|                                 |          | New Members            | 0         | 4550      | 4394      | 4768      | 0         |
|                                 |          | Drops                  | 0         | 3408      | 5786      | 5347      | 0         |
|                                 |          | Net Growth             | 0         | 3201      | 970       | 1453      | 0         |
| 320                             | India    | New Clubs              | 0         | 0         | 0         | 18        | 54        |
|                                 |          | Charter Members        | 0         | 0         | 0         | 502       | 1195      |
|                                 |          | New Members            | 0         | 0         | 0         | 1548      | 748       |
|                                 |          | Drops                  | 0         | 0         | 0         | 1269      | 1786      |
|                                 |          | Net Growth             | 0         | 0         | 0         | 940       | 237       |
| <b>Total</b>                    |          | <b>New Clubs</b>       | 62        | 85        | 69        | 79        | 83        |
| <b>Venkata S Raju Dantuluri</b> |          | <b>Charter Members</b> | 2056      | 2429      | 2450      | 2390      | 1837      |
|                                 |          | <b>New Members</b>     | 5631      | 6955      | 6561      | 7431      | 1092      |
|                                 |          | <b>Drops</b>           | 6423      | 5960      | 8957      | 7768      | 3565      |
|                                 |          | <b>Net Growth</b>      | 1804      | 3915      | 772       | 2973      | -380      |



### December (Only) Results

| MD           | GMT Area                        | CA 6                   | Dec-14      | Dec-15       | Dec-16      | Dec-17       |
|--------------|---------------------------------|------------------------|-------------|--------------|-------------|--------------|
| 316          | India                           | New Clubs              | 1           | 3            | 1           | 2            |
|              |                                 | Charter Members        | 37          | 86           | 20          | 40           |
|              |                                 | New Members            | 135         | 150          | 193         | 67           |
|              |                                 | Drops                  | 624         | 730          | 370         | 633          |
|              |                                 | Net Growth             | -449        | -492         | -152        | -520         |
| 324          | India                           | New Clubs              | 6           | 6            | 10          | 0            |
|              |                                 | Charter Members        | 231         | 171          | 242         | 0            |
|              |                                 | New Members            | 393         | 181          | 207         | 0            |
|              |                                 | Drops                  | 1053        | 1517         | 1469        | 0            |
|              |                                 | Net Growth             | -379        | -1131        | -672        | 0            |
| 320          | India                           | New Clubs              | 0           | 0            | 3           | 1            |
|              |                                 | Charter Members        | 0           | 0            | 83          | 20           |
|              |                                 | New Members            | 0           | 0            | 60          | 34           |
|              |                                 | Drops                  | 0           | 0            | 291         | 569          |
|              |                                 | Net Growth             | 0           | 0            | -146        | -513         |
| <b>Total</b> | <b>Venkata S Raju Dantuluri</b> | <b>New Clubs</b>       | <b>7</b>    | <b>9</b>     | <b>14</b>   | <b>3</b>     |
|              |                                 | <b>Charter Members</b> | <b>268</b>  | <b>257</b>   | <b>345</b>  | <b>60</b>    |
|              |                                 | <b>New Members</b>     | <b>528</b>  | <b>331</b>   | <b>460</b>  | <b>101</b>   |
|              |                                 | <b>Drops</b>           | <b>1677</b> | <b>2247</b>  | <b>2130</b> | <b>1202</b>  |
|              |                                 | <b>Net Growth</b>      | <b>-828</b> | <b>-1623</b> | <b>-970</b> | <b>-1033</b> |

**Statement for 2nd Quarter Results (previous 3 years)**

| <b>MD</b>    | <b>GMT Area</b>                 | <b>CA 6</b>            | <b>2014-2015<br/>2nd Qtr</b> | <b>2015-2016<br/>2nd Qtr</b> | <b>2016-2017<br/>2nd Qtr</b> |
|--------------|---------------------------------|------------------------|------------------------------|------------------------------|------------------------------|
| <b>316</b>   | <b>India</b>                    | <b>New Clubs</b>       | 11                           | 15                           | 5                            |
|              |                                 | <b>Charter Members</b> | 304                          | 441                          | 105                          |
|              |                                 | <b>New Members</b>     | 1203                         | 1012                         | 405                          |
|              |                                 | <b>Drops</b>           | 935                          | 943                          | 493                          |
|              |                                 | <b>Net Growth</b>      | 595                          | 532                          | 64                           |
| <b>324</b>   | <b>India</b>                    | <b>New Clubs</b>       | 28                           | 18                           | 21                           |
|              |                                 | <b>Charter Members</b> | 850                          | 614                          | 528                          |
|              |                                 | <b>New Members</b>     | 2348                         | 2220                         | 2289                         |
|              |                                 | <b>Drops</b>           | 1594                         | 2189                         | 2038                         |
|              |                                 | <b>Net Growth</b>      | 1723                         | 751                          | 1195                         |
| <b>320</b>   | <b>India</b>                    | <b>New Clubs</b>       | 0                            | 0                            | 8                            |
|              |                                 | <b>Charter Members</b> | 0                            | 0                            | 230                          |
|              |                                 | <b>New Members</b>     | 0                            | 0                            | 620                          |
|              |                                 | <b>Drops</b>           | 0                            | 0                            | 390                          |
|              |                                 | <b>Net Growth</b>      | 0                            | 0                            | 489                          |
| <b>Total</b> |                                 |                        | 39                           | 33                           | 34                           |
|              | <b>Venkata S Raju Dantuluri</b> |                        | 1154                         | 1055                         | 863                          |
|              |                                 | <b>New Members</b>     | 3551                         | 3232                         | 3314                         |
|              |                                 | <b>Drops</b>           | 2529                         | 3132                         | 2921                         |
|              |                                 | <b>Net Growth</b>      | 2318                         | 1283                         | 1748                         |

### MD Wise Analysis

| MD    | GMT Area       | CA 6            | 2013-2014 | 2014-2015 | 2015-2016 | 2016-2017 | 2017-2018 |
|-------|----------------|-----------------|-----------|-----------|-----------|-----------|-----------|
| 323   | India          | New Clubs       | 65        | 64        | 52        | 71        | 0         |
|       |                | Charter Members | 2011      | 1962      | 1706      | 1861      | 0         |
|       |                | New Members     | 3914      | 3832      | 3110      | 2794      | 0         |
|       |                | Drops           | 4736      | 5954      | 4928      | 4270      | 0         |
|       |                | Net Growth      | 1527      | 194       | 391       | 705       | 0         |
| 3231  | India          | New Clubs       | 0         | 0         | 0         | 0         | 33        |
|       |                | Charter Members | 0         | 0         | 0         | 0         | 1212      |
|       |                | New Members     | 0         | 0         | 0         | 0         | 879       |
|       |                | Drops           | 0         | 0         | 0         | 0         | 1300      |
|       |                | Net Growth      | 0         | 0         | 0         | 0         | 869       |
| 3232  | India          | New Clubs       | 0         | 0         | 0         | 0         | 27        |
|       |                | Charter Members | 0         | 0         | 0         | 0         | 819       |
|       |                | New Members     | 0         | 0         | 0         | 0         | 705       |
|       |                | Drops           | 0         | 0         | 0         | 0         | 1427      |
|       |                | Net Growth      | 0         | 0         | 0         | 0         | 195       |
| 3234  | India          | New Clubs       | 0         | 0         | 0         | 0         | 30        |
|       |                | Charter Members | 0         | 0         | 0         | 0         | 664       |
|       |                | New Members     | 0         | 0         | 0         | 0         | 772       |
|       |                | Drops           | 0         | 0         | 0         | 0         | 1258      |
|       |                | Net Growth      | 0         | 0         | 0         | 0         | 258       |
| Total | Jayesh Thakkar | New Clubs       | 65        | 64        | 52        | 71        | 90        |
|       |                | Charter Members | 2011      | 1962      | 1706      | 1861      | 2695      |
|       |                | New Members     | 3914      | 3832      | 3110      | 2794      | 2356      |
|       |                | Drops           | 4736      | 5954      | 4928      | 4270      | 3985      |
|       |                | Net Growth      | 1527      | 194       | 391       | 705       | 1322      |

### December (Only) Results

| MD    | GMT Area       | CA 6            | Dec-14 | Dec-15 | Dec-16 | Dec-17 |
|-------|----------------|-----------------|--------|--------|--------|--------|
| 323   | India          | New Clubs       | 5      | 7      | 5      | 0      |
|       |                | Charter Members | 111    | 329    | 116    | 0      |
|       |                | New Members     | 206    | 187    | 236    | 0      |
|       |                | Drops           | 1377   | 1696   | 1642   | 0      |
|       |                | Net Growth      | -1001  | -1155  | -1273  | 0      |
| 3231  | India          | New Clubs       | 0      | 0      | 0      | 4      |
|       |                | Charter Members | 0      | 0      | 0      | 82     |
|       |                | New Members     | 0      | 0      | 0      | 16     |
|       |                | Drops           | 0      | 0      | 0      | 309    |
|       |                | Net Growth      | 0      | 0      | 0      | -207   |
| 3232  | India          | New Clubs       | 0      | 0      | 0      | 2      |
|       |                | Charter Members | 0      | 0      | 0      | 56     |
|       |                | New Members     | 0      | 0      | 0      | 15     |
|       |                | Drops           | 0      | 0      | 0      | 376    |
|       |                | Net Growth      | 0      | 0      | 0      | -305   |
| 3234  | India          | New Clubs       | 0      | 0      | 0      | 1      |
|       |                | Charter Members | 0      | 0      | 0      | 23     |
|       |                | New Members     | 0      | 0      | 0      | 118    |
|       |                | Drops           | 0      | 0      | 0      | 519    |
|       |                | Net Growth      | 0      | 0      | 0      | -376   |
| Total | Jayesh Thakkar | New Clubs       | 5      | 7      | 5      | 7      |
|       |                | Charter Members | 111    | 329    | 116    | 161    |
|       |                | New Members     | 206    | 187    | 236    | 149    |
|       |                | Drops           | 1377   | 1696   | 1642   | 1204   |
|       |                | Net Growth      | -1001  | -1155  | -1273  | -888   |

**Statement for 2nd Quarter Results (previous 3 years)**

| <b>MD</b>    | <b>GMT Area</b>       | <b>CA 6</b>            | <b>2014-2015<br/>2nd Qtr</b> | <b>2015-2016<br/>2nd Qtr</b> | <b>2016-2017<br/>2nd Qtr</b> |
|--------------|-----------------------|------------------------|------------------------------|------------------------------|------------------------------|
| <b>323</b>   | <b>India</b>          | <b>New Clubs</b>       | 18                           | 17                           | 16                           |
|              |                       | <b>Charter Members</b> | 608                          | 723                          | 515                          |
|              |                       | <b>New Members</b>     | 1741                         | 1167                         | 1038                         |
|              |                       | <b>Drops</b>           | 1994                         | 2219                         | 1977                         |
|              |                       | <b>Net Growth</b>      | 462                          | -143                         | -377                         |
| <b>Total</b> | <b>Jayesh Thakkar</b> | <b>New Clubs</b>       | 18                           | 17                           | 16                           |
|              |                       | <b>Charter Members</b> | 608                          | 723                          | 515                          |
|              |                       | <b>New Members</b>     | 1741                         | 1167                         | 1038                         |
|              |                       | <b>Drops</b>           | 1994                         | 2219                         | 1977                         |
|              |                       | <b>Net Growth</b>      | 462                          | -143                         | -377                         |

### MD Wise Analysis

| MD    | GMT Area                     | CA 6            | 2017-2018 |
|-------|------------------------------|-----------------|-----------|
| 306   | Maldives<br>Rep Of Sri Lanka | New Clubs       | 27        |
|       |                              | Charter Members | 654       |
|       |                              | New Members     | 845       |
|       |                              | Drops           | 1503      |
|       |                              | Net Growth      | 74        |
| 317   | India                        | New Clubs       | 17        |
|       |                              | Charter Members | 415       |
|       |                              | New Members     | 819       |
|       |                              | Drops           | 1485      |
|       |                              | Net Growth      | -139      |
| Total | Vasudev Valawalkar           | New Clubs       | 44        |
|       |                              | Charter Members | 1069      |
|       |                              | New Members     | 1664      |
|       |                              | Drops           | 2988      |
|       |                              | Net Growth      | -65       |

### MD Wise Analysis

| MD    | GMT Area   | CA 6   | 2017-2018                           |
|-------|------------|--|-------------------------------------|
| 318   | India      | New Clubs<br>Charter Members<br>New Members<br>Drops<br>Net Growth | 33<br>877<br>719<br>1765<br>-113    |
| 324   | India      | New Clubs<br>Charter Members<br>New Members<br>Drops<br>Net Growth | 96<br>2303<br>4130<br>5669<br>1380  |
| Total | N S Sankar | New Clubs<br>Charter Members<br>New Members<br>Drops<br>Net Growth | 129<br>3180<br>4849<br>7434<br>1267 |

### MD Wise Analysis

| MD    | GMT Area     | CA 6   | 2017-2018                           |
|-------|--------------|--|-------------------------------------|
| 321   | India        | New Clubs<br>Charter Members<br>New Members<br>Drops<br>Net Growth | 41<br>1094<br>937<br>3114<br>-879   |
| 3233  | India        | New Clubs<br>Charter Members<br>New Members<br>Drops<br>Net Growth | 24<br>573<br>502<br>2205<br>-1038   |
| Total | Anil Tulsyan | New Clubs<br>Charter Members<br>New Members<br>Drops<br>Net Growth | 65<br>1667<br>1439<br>5319<br>-1917 |



