

MD ANALYSIS

CA 5 June Analysis

GAT Constitutional Area 5 Leader: TAE-SUP LEE

July 2018 to June 2019 (12 months) Results

| CA 5 | 2014-2015 | 2015-2016 | 2016-2017 | 2017-2018 | 2018-2019 |
|------------------------|-----------|-----------|-----------|-----------|-----------|
| New Clubs | 365 | 399 | 453 | 296 | 177 |
| Charter Members | 12386 | 13335 | 15079 | 11129 | 6310 |
| New Members | 31914 | 29903 | 33416 | 44692 | 34265 |
| Drops | 33419 | 39677 | 37447 | 63283 | 55428 |
| Net Growth | 13191 | 6131 | 13482 | -3883 | -11781 |

June (Only Results)

| CA 5 | Jun-16 | Jun-17 | Jun-18 | Jun-19 |
|------------------------|--------|--------|--------|--------|
| New Clubs | 44 | 63 | 43 | 21 |
| Charter Members | 1216 | 1973 | 1707 | 883 |
| New Members | 1875 | 4103 | 5343 | 4364 |
| Drops | 13066 | 12506 | 27377 | 27444 |
| Net Growth | -9734 | -6179 | -19674 | -21630 |

Statement for 4th Quarter Results(previous 3 years)

| CA 5 | 2015-2016 4th Qtr | 2016-2017 4th Qtr | 2017-2018 4th Qtr |
|------------------------|----------------------|----------------------|----------------------|
| New Clubs | 120 | 144 | 89 |
| Charter Members | 3720 | 4474 | 3489 |
| New Members | 4635 | 6785 | 10244 |
| Drops | 16120 | 15337 | 32083 |
| Net Growth | -7309 | -3654 | -17241 |

MD Wise Analysis

| MD | GMT Area | CA 5 | 2014-2015 | 2015-2016 | 2016-2017 | 2017-2018 | 2018-2019 |
|-------|--------------|-----------------|-----------|-----------|-----------|-----------|-----------|
| 300 | Rep Of China | New Clubs | 53 | 23 | 39 | 29 | 23 |
| | | Charter Members | 1691 | 948 | 1389 | 1198 | 890 |
| | | New Members | 8365 | 7763 | 6839 | 9717 | 7359 |
| | | Drops | 9149 | 9489 | 8770 | 11325 | 10032 |
| | | Net Growth | 1589 | 0 | 195 | 324 | -1029 |
| Total | Pei-Jen Chen | New Clubs | 53 | 23 | 39 | 29 | 23 |
| | | Charter Members | 1691 | 948 | 1389 | 1198 | 890 |
| | | New Members | 8365 | 7763 | 6839 | 9717 | 7359 |
| | | Drops | 9149 | 9489 | 8770 | 11325 | 10032 |
| | | Net Growth | 1589 | 0 | 195 | 324 | -1029 |

June (Only) Results

| MD | GMT Area | CA 5 | Jun-16 | Jun-17 | Jun-18 | Jun-19 |
|-------|--------------|-----------------|--------|--------|--------|--------|
| 300 | Rep Of China | New Clubs | 1 | 5 | 0 | 1 |
| | | Charter Members | 57 | 182 | 9 | 40 |
| | | New Members | 324 | 196 | 164 | 90 |
| | | Drops | 3981 | 3632 | 6451 | 7152 |
| | | Net Growth | -3536 | -3188 | -6213 | -6952 |
| Total | Pei-Jen Chen | New Clubs | 1 | 5 | 0 | 1 |
| | | Charter Members | 57 | 182 | 9 | 40 |
| | | New Members | 324 | 196 | 164 | 90 |
| | | Drops | 3981 | 3632 | 6451 | 7152 |
| | | Net Growth | -3536 | -3188 | -6213 | -6952 |

Statement for 4th Quarter Results (previous 3 years)

| MD | GMT Area | CA 5 | 2015-2016 4th Qtr | 2016-2017 4th Qtr | 2017-2018 4th Qtr |
|--------------|---------------------|------------------------|------------------------------|------------------------------|------------------------------|
| 300 | Rep Of China | New Clubs | 5 | 11 | 2 |
| | | Charter Members | 184 | 390 | 119 |
| | | New Members | 739 | 501 | 776 |
| | | Drops | 4133 | 3759 | 6565 |
| | | Net Growth | -3113 | -2767 | -5578 |
| Total | Pei-Jen Chen | New Clubs | 5 | 11 | 2 |
| | | Charter Members | 184 | 390 | 119 |
| | | New Members | 739 | 501 | 776 |
| | | Drops | 4133 | 3759 | 6565 |
| | | Net Growth | -3113 | -2767 | -5578 |

MD Wise Analysis

| MD | GMT Area | CA 5 | 2014-2015 | 2015-2016 | 2016-2017 | 2017-2018 | 2018-2019 |
|-------|-------------------|-----------------|-----------|-----------|-----------|-----------|-----------|
| 354 | Republic Of Korea | New Clubs | 27 | 21 | 36 | 20 | 25 |
| | | Charter Members | 908 | 754 | 1155 | 636 | 728 |
| | | New Members | 4321 | 3917 | 5112 | 4591 | 4266 |
| | | Drops | 4873 | 5579 | 4845 | 5164 | 5496 |
| | | Net Growth | 670 | -565 | 1635 | 352 | -251 |
| 355 | Republic Of Korea | New Clubs | 12 | 15 | 4 | 15 | 10 |
| | | Charter Members | 453 | 533 | 165 | 587 | 433 |
| | | New Members | 4631 | 4204 | 3848 | 4167 | 4118 |
| | | Drops | 4075 | 4982 | 4863 | 4758 | 5051 |
| | | Net Growth | 1171 | -66 | -686 | 251 | -262 |
| 356 | Republic Of Korea | New Clubs | 8 | 30 | 10 | 7 | 9 |
| | | Charter Members | 266 | 1091 | 444 | 308 | 389 |
| | | New Members | 3362 | 3569 | 3350 | 3997 | 4590 |
| | | Drops | 4001 | 4632 | 4417 | 4133 | 4576 |
| | | Net Growth | -242 | 342 | -413 | 445 | 582 |
| Total | Chul-Jae Lee | New Clubs | 47 | 66 | 50 | 42 | 44 |
| | | Charter Members | 1627 | 2378 | 1764 | 1531 | 1550 |
| | | New Members | 12314 | 11690 | 12310 | 12755 | 12974 |
| | | Drops | 12949 | 15193 | 14125 | 14055 | 15123 |
| | | Net Growth | 1599 | -289 | 536 | 1048 | 69 |

June (Only) Results

| MD | GMT Area | CA 5 | Jun-16 | Jun-17 | Jun-18 | Jun-19 |
|-------|-------------------|-----------------|--------|--------|--------|--------|
| 354 | Republic Of Korea | New Clubs | 0 | 3 | 3 | 3 |
| | | Charter Members | 7 | 129 | 84 | 70 |
| | | New Members | 438 | 717 | 757 | 471 |
| | | Drops | 1800 | 1769 | 1501 | 2084 |
| | | Net Growth | -1317 | -891 | -611 | -1491 |
| 355 | Republic Of Korea | New Clubs | 0 | 1 | 2 | 2 |
| | | Charter Members | 6 | 36 | 76 | 87 |
| | | New Members | 356 | 420 | 608 | 355 |
| | | Drops | 1734 | 1993 | 1905 | 1948 |
| | | Net Growth | -1354 | -1520 | -1191 | -1475 |
| 356 | Republic Of Korea | New Clubs | 3 | 0 | 1 | 0 |
| | | Charter Members | 99 | 3 | 27 | 5 |
| | | New Members | 349 | 587 | 594 | 292 |
| | | Drops | 1280 | 1225 | 1134 | 1174 |
| | | Net Growth | -814 | -603 | -494 | -861 |
| Total | Chul-Jae Lee | New Clubs | 3 | 4 | 6 | 5 |
| | | Charter Members | 112 | 168 | 187 | 162 |
| | | New Members | 1143 | 1724 | 1959 | 1118 |
| | | Drops | 4814 | 4987 | 4540 | 5206 |
| | | Net Growth | -3485 | -3014 | -2296 | -3827 |

Statement for 4th Quarter Results (previous 3 years)

| MD | GMT Area | CA 5 | 2015-2016 4th Qtr | 2016-2017 4th Qtr | 2017-2018 4th Qtr |
|--------------|--------------------------|------------------------|------------------------------|------------------------------|------------------------------|
| 354 | Republic Of Korea | New Clubs | 3 | 8 | 6 |
| | | Charter Members | 108 | 287 | 154 |
| | | New Members | 832 | 1145 | 1405 |
| | | Drops | 2332 | 2178 | 1943 |
| | | Net Growth | -1318 | -692 | -314 |
| 355 | Republic Of Korea | New Clubs | 2 | 1 | 3 |
| | | Charter Members | 110 | 37 | 141 |
| | | New Members | 785 | 805 | 1131 |
| | | Drops | 2299 | 2436 | 2430 |
| | | Net Growth | -1361 | -1566 | -1056 |
| 356 | Republic Of Korea | New Clubs | 7 | 0 | 2 |
| | | Charter Members | 262 | 5 | 117 |
| | | New Members | 603 | 791 | 906 |
| | | Drops | 2080 | 2026 | 2221 |
| | | Net Growth | -1164 | -1188 | -1065 |
| Total | Chul-Jae Lee | New Clubs | 12 | 9 | 11 |
| | | Charter Members | 480 | 329 | 412 |
| | | New Members | 2220 | 2741 | 3442 |
| | | Drops | 6711 | 6640 | 6594 |
| | | Net Growth | -3843 | -3446 | -2435 |

MD Wise Analysis

| MD | GMT Area | CA 5 | 2017-2018 | 2018-2019 |
|----------------------------|----------|-----------------|-----------|-----------|
| 335 | Japan | New Clubs | 1 | 0 |
| | | Charter Members | 30 | 0 |
| | | New Members | 1451 | 1149 |
| | | Drops | 1487 | 1497 |
| | | Net Growth | 69 | -283 |
| 330 | Japan | New Clubs | 3 | 1 |
| | | Charter Members | 62 | 30 |
| | | New Members | 967 | 969 |
| | | Drops | 1437 | 1594 |
| | | Net Growth | -302 | -492 |
| 334 | Japan | New Clubs | 2 | 0 |
| | | Charter Members | 44 | 0 |
| | | New Members | 1468 | 1244 |
| | | Drops | 2351 | 2274 |
| | | Net Growth | -762 | -969 |
| 331 | Japan | New Clubs | 1 | 0 |
| | | Charter Members | 22 | 0 |
| | | New Members | 521 | 451 |
| | | Drops | 643 | 687 |
| | | Net Growth | -87 | -218 |
| 332 | Japan | New Clubs | 2 | 1 |
| | | Charter Members | 101 | 21 |
| | | New Members | 807 | 643 |
| | | Drops | 1057 | 1178 |
| | | Net Growth | -117 | -469 |
| 333 | Japan | New Clubs | 3 | 2 |
| | | Charter Members | 77 | 50 |
| | | New Members | 1558 | 980 |
| | | Drops | 1582 | 1765 |
| | | Net Growth | 122 | -698 |
| 336 | Japan | New Clubs | 1 | 0 |
| | | Charter Members | 44 | 0 |
| | | New Members | 1180 | 1067 |
| | | Drops | 1684 | 1748 |
| | | Net Growth | -426 | -620 |
| 337 | Japan | New Clubs | 1 | 5 |
| | | Charter Members | 21 | 134 |
| | | New Members | 1283 | 1067 |
| | | Drops | 2058 | 1790 |
| | | Net Growth | -690 | -540 |
| Total | | New Clubs | 14 | 9 |
| | | Charter Members | 401 | 235 |
| Masayoshi Maruyama, | | New Members | 9235 | 7570 |
| Yasuhisa Nakamura | | Drops | 12299 | 12533 |
| | | Net Growth | -2193 | -4289 |

June (Only) Results

| MD | GMT Area | CA 5 | Jun-18 | Jun-19 |
|--|----------|-----------------|--------|--------|
| 335 | Japan | New Clubs | 0 | 0 |
| | | Charter Members | 0 | 0 |
| | | New Members | 170 | 87 |
| | | Drops | 729 | 693 |
| | | Net Growth | -544 | -587 |
| 330 | Japan | New Clubs | 3 | 0 |
| | | Charter Members | 62 | 0 |
| | | New Members | 99 | 94 |
| | | Drops | 574 | 769 |
| | | Net Growth | -383 | -663 |
| 334 | Japan | New Clubs | 0 | 0 |
| | | Charter Members | 0 | 0 |
| | | New Members | 120 | 58 |
| | | Drops | 1125 | 1156 |
| | | Net Growth | -988 | -1079 |
| 331 | Japan | New Clubs | 0 | 0 |
| | | Charter Members | 0 | 0 |
| | | New Members | 37 | 28 |
| | | Drops | 236 | 269 |
| | | Net Growth | -199 | -241 |
| 332 | Japan | New Clubs | 0 | 0 |
| | | Charter Members | 17 | 0 |
| | | New Members | 56 | 32 |
| | | Drops | 459 | 489 |
| | | Net Growth | -382 | -444 |
| 333 | Japan | New Clubs | 1 | 0 |
| | | Charter Members | 20 | 0 |
| | | New Members | 504 | 35 |
| | | Drops | 678 | 728 |
| | | Net Growth | -146 | -683 |
| 336 | Japan | New Clubs | 0 | 0 |
| | | Charter Members | 0 | 0 |
| | | New Members | 124 | 77 |
| | | Drops | 603 | 703 |
| | | Net Growth | -470 | -625 |
| 337 | Japan | New Clubs | 1 | 0 |
| | | Charter Members | 21 | 0 |
| | | New Members | 121 | 80 |
| | | Drops | 744 | 654 |
| | | Net Growth | -589 | -569 |
| Total Masayoshi Maruyama, Yasuhisa Nakamura | | New Clubs | 5 | 0 |
| | | Charter Members | 120 | 0 |
| | | New Members | 1231 | 491 |
| | | Drops | 5148 | 5461 |
| | | Net Growth | -3701 | -4891 |

Statement for 4th Quarter Results (previous 3 years)

| MD | GMT Area | CA 5 | 2017-2018 4th Qtr |
|--------------|--|---|--|
| 335 | Japan | New Clubs Charter Members New Members Drops Net Growth | 0 3 370 849 -443 |
| 330 | Japan | New Clubs Charter Members New Members Drops Net Growth | 3 62 204 752 -451 |
| 334 | Japan | New Clubs Charter Members New Members Drops Net Growth | 0 0 317 1383 -1040 |
| 331 | Japan | New Clubs Charter Members New Members Drops Net Growth | 0 0 131 314 -179 |
| 332 | Japan | New Clubs Charter Members New Members Drops Net Growth | 2 101 155 556 -292 |
| 333 | Japan | New Clubs Charter Members New Members Drops Net Growth | 1 28 672 835 -126 |
| 336 | Japan | New Clubs Charter Members New Members Drops Net Growth | 0 0 293 765 -457 |
| 337 | Japan | New Clubs Charter Members New Members Drops Net Growth | 1 21 318 1127 -761 |
| Total | Masayoshi Maruyama, Yasuhisa Nakamura | New Clubs Charter Members New Members Drops Net Growth | 7 215 2460 6581 -3749 |

MD Wise Analysis

| MD | GMT Area | CA 5 | 2018-2019 |
|-------|----------------------|-----------------|-----------|
| 310 | Thailand | New Clubs | 7 |
| | | Charter Members | 257 |
| | | New Members | 720 |
| | | Drops | 1202 |
| | | Net Growth | -121 |
| Total | Prayat Sirinaphaphan | New Clubs | 7 |
| | | Charter Members | 257 |
| | | New Members | 720 |
| | | Drops | 1202 |
| | | Net Growth | -121 |

MD Wise Analysis

| MD | GMT Area | CA 5 | 2014-2015 | 2015-2016 | 2016-2017 | 2017-2018 | 2018-2019 |
|-------|-----------------------------|-----------------|-----------|-----------|-----------|-----------|-----------|
| NA | Undistricted | New Clubs | 0 | 0 | 1 | 0 | 3 |
| | | Charter Members | 0 | 0 | 20 | 20 | 64 |
| | | New Members | 17 | 10 | 35 | 18 | 14 |
| | | Drops | 23 | 49 | 30 | 49 | 43 |
| | | Net Growth | -5 | -39 | 25 | -9 | 39 |
| 303 | Hong Kong China Macao | New Clubs | 5 | 6 | 0 | 0 | 0 |
| | | Charter Members | 118 | 163 | 0 | 0 | 0 |
| | | New Members | 297 | 268 | 0 | 0 | 0 |
| | | Drops | 265 | 316 | 0 | 0 | 0 |
| | | Net Growth | 171 | 139 | 0 | 0 | 0 |
| | China | New Clubs | 187 | 240 | 299 | 110 | 6 |
| | | Charter Members | 6906 | 8102 | 10155 | 4870 | 912 |
| | | New Members | 6570 | 6721 | 8707 | 7296 | 2165 |
| | | Drops | 4632 | 9037 | 8954 | 19061 | 10400 |
| | | Net Growth | 9327 | 6359 | 10625 | -5767 | -6627 |
| Total | Ziyu Lin | New Clubs | 192 | 246 | 300 | 110 | 9 |
| | | Charter Members | 7024 | 8265 | 10175 | 4890 | 976 |
| | | New Members | 6884 | 6999 | 8742 | 7314 | 2179 |
| | | Drops | 4920 | 9402 | 8984 | 19110 | 10443 |
| | | Net Growth | 9493 | 6459 | 10650 | -5776 | -6588 |

June (Only) Results

| MD | GMT Area | CA 5 | Jun-16 | Jun-17 | Jun-18 | Jun-19 |
|-------|-----------------------------|-----------------|--------|--------|--------|--------|
| NA | Undistricted | New Clubs | 0 | 0 | 0 | 0 |
| | | Charter Members | 0 | 0 | 0 | 1 |
| | | New Members | 1 | 3 | 0 | 0 |
| | | Drops | 5 | 2 | 9 | 20 |
| | | Net Growth | -4 | 1 | -9 | -19 |
| 303 | Hong Kong China Macao | New Clubs | 2 | 0 | 0 | 0 |
| | | Charter Members | 40 | 0 | 0 | 0 |
| | | New Members | 12 | 0 | 0 | 0 |
| | | Drops | 102 | 0 | 0 | 0 |
| | | Net Growth | -50 | 0 | 0 | 0 |
| | China | New Clubs | 19 | 39 | 10 | 0 |
| | | Charter Members | 560 | 1218 | 620 | 282 |
| | | New Members | 116 | 656 | 185 | 2118 |
| | | Drops | 2227 | 1738 | 9008 | 6990 |
| | | Net Growth | -1514 | 188 | -7880 | -4335 |
| Total | Ziyu Lin | New Clubs | 21 | 39 | 10 | 0 |
| | | Charter Members | 600 | 1218 | 620 | 283 |
| | | New Members | 129 | 659 | 185 | 2118 |
| | | Drops | 2334 | 1740 | 9017 | 7010 |
| | | Net Growth | -1568 | 189 | -7889 | -4354 |

Statement for 4th Quarter Results (previous 3 years)

| MD | GMT Area | CA 5 | 2015-2016 4th Qtr | 2016-2017 4th Qtr | 2017-2018 4th Qtr |
|--------------|--------------------------------------|------------------------|------------------------------|------------------------------|------------------------------|
| NA | Undistricted | New Clubs | 0 | 1 | 0 |
| | | Charter Members | 0 | 20 | 0 |
| | | New Members | 2 | 3 | 4 |
| | | Drops | 12 | 18 | 15 |
| | | Net Growth | -10 | 5 | -10 |
| 303 | Hong Kong China Macao | New Clubs | 2 | 0 | 0 |
| | | Charter Members | 40 | 0 | 0 |
| | | New Members | 57 | 0 | 0 |
| | | Drops | 118 | 0 | 0 |
| | | Net Growth | -18 | 0 | 0 |
| | China | New Clubs | 78 | 92 | 22 |
| | | Charter Members | 2429 | 2902 | 1242 |
| | | New Members | 944 | 1506 | 1261 |
| | | Drops | 2627 | 2209 | 9445 |
| | | Net Growth | 840 | 2318 | -6503 |
| Total | Ziyu Lin | New Clubs | 80 | 93 | 22 |
| | | Charter Members | 2469 | 2922 | 1242 |
| | | New Members | 1003 | 1509 | 1265 |
| | | Drops | 2757 | 2227 | 9460 |
| | | Net Growth | 812 | 2323 | -6513 |

MD Wise Analysis

| MD | GMT Area | CA 5 | 2014-2015 | 2015-2016 | 2016-2017 | 2017-2018 | 2018-2019 |
|-------|----------------------------------|-----------------|-----------|-----------|-----------|-----------|-----------|
| NA | Undistricted | New Clubs | 0 | 0 | 1 | 6 | 11 |
| | | Charter Members | 0 | 0 | 26 | 176 | 340 |
| | | New Members | 0 | 0 | 282 | 131 | 75 |
| | | Drops | 0 | 0 | 154 | 206 | 87 |
| | | Net Growth | 0 | 0 | 157 | 119 | 332 |
| 301 | Philippines | New Clubs | 37 | 33 | 31 | 44 | 47 |
| | | Charter Members | 1025 | 894 | 782 | 1510 | 1200 |
| | | New Members | 1693 | 1307 | 2270 | 2720 | 1567 |
| | | Drops | 3848 | 2531 | 2546 | 2349 | 3442 |
| | | Net Growth | -859 | -193 | 672 | 2086 | -482 |
| 308 | Brunei Malaysia Singapore | New Clubs | 29 | 14 | 21 | 22 | 23 |
| | | Charter Members | 818 | 406 | 641 | 589 | 707 |
| | | New Members | 1582 | 1239 | 1727 | 1385 | 1415 |
| | | Drops | 1208 | 1766 | 1553 | 1860 | 1940 |
| | | Net Growth | 1333 | -25 | 934 | 231 | 350 |
| 204 | Cnmi Guam Marshall Islands | New Clubs | 0 | 3 | 0 | 6 | 1 |
| | | Charter Members | 1 | 89 | 0 | 163 | 70 |
| | | New Members | 110 | 151 | 137 | 175 | 104 |
| | | Drops | 117 | 78 | 135 | 284 | 260 |
| | | Net Growth | 2 | 166 | 4 | 63 | -65 |
| Total | Ek Phang Bobby Eng | New Clubs | 66 | 50 | 53 | 78 | 82 |
| | | Charter Members | 1844 | 1389 | 1449 | 2438 | 2317 |
| | | New Members | 3385 | 2697 | 4416 | 4411 | 3161 |
| | | Drops | 5173 | 4375 | 4388 | 4699 | 5729 |
| | | Net Growth | 476 | -52 | 1767 | 2499 | 135 |

June (Only) Results

| MD | GMT Area | CA 5 | Jun-16 | Jun-17 | Jun-18 | Jun-19 |
|---------------------------|----------------------------------|------------------------|--------|--------|--------|--------|
| NA | Undistricted | New Clubs | 0 | 0 | 1 | 0 |
| | | Charter Members | 0 | 0 | 30 | 0 |
| | | New Members | 0 | 20 | 38 | 1 |
| | | Drops | 0 | 35 | 48 | 31 |
| | | Net Growth | 0 | -15 | 21 | -30 |
| 301 | Philippines | New Clubs | 8 | 9 | 12 | 7 |
| | | Charter Members | 170 | 192 | 465 | 187 |
| | | New Members | 102 | 755 | 1157 | 226 |
| | | Drops | 703 | 906 | 723 | 1049 |
| | | Net Growth | -422 | 60 | 935 | -625 |
| 308 | Brunei Malaysia Singapore | New Clubs | 3 | 4 | 1 | 5 |
| | | Charter Members | 64 | 165 | 40 | 144 |
| | | New Members | 49 | 393 | 167 | 176 |
| | | Drops | 735 | 713 | 791 | 766 |
| | | Net Growth | -615 | -132 | -572 | -416 |
| 204 | Cnmi Guam Marshall Islands | New Clubs | 1 | 0 | 4 | 0 |
| | | Charter Members | 32 | 0 | 117 | 0 |
| | | New Members | 13 | 27 | 73 | 9 |
| | | Drops | 6 | 43 | 53 | 54 |
| | | Net Growth | 39 | -16 | 139 | -45 |
| Total | | New Clubs | 12 | 13 | 18 | 12 |
| Ek Phang Bobby Eng | | Charter Members | 266 | 357 | 652 | 331 |
| | | New Members | 164 | 1195 | 1435 | 412 |
| | | Drops | 1444 | 1697 | 1615 | 1900 |
| | | Net Growth | -998 | -103 | 523 | -1116 |

Statement for 4th Quarter Results (previous 3 years)

| MD | GMT Area | CA 5 | 2015-2016 4th Qtr | 2016-2017 4th Qtr | 2017-2018 4th Qtr |
|--------------|---|------------------------|------------------------------|------------------------------|------------------------------|
| NA | Undistricted | New Clubs | 0 | 1 | 1 |
| | | Charter Members | 0 | 22 | 31 |
| | | New Members | 0 | 166 | 66 |
| | | Drops | 0 | 49 | 60 |
| | | Net Growth | 0 | 139 | 43 |
| 301 | Philippines | New Clubs | 12 | 19 | 28 |
| | | Charter Members | 283 | 450 | 969 |
| | | New Members | 282 | 904 | 1438 |
| | | Drops | 943 | 1097 | 923 |
| | | Net Growth | -358 | 287 | 1544 |
| 308 | Brunei Malaysia Singapore | New Clubs | 3 | 6 | 7 |
| | | Charter Members | 86 | 236 | 195 |
| | | New Members | 136 | 502 | 213 |
| | | Drops | 950 | 913 | 957 |
| | | Net Growth | -709 | -143 | -529 |
| 204 | Cnmi Guam Marshall Islands | New Clubs | 1 | 0 | 5 |
| | | Charter Members | 35 | 0 | 137 |
| | | New Members | 65 | 66 | 96 |
| | | Drops | 11 | 63 | 100 |
| | | Net Growth | 89 | 4 | 135 |
| Total | Ek Phang Bobby Eng | New Clubs | 16 | 26 | 41 |
| | | Charter Members | 404 | 708 | 1332 |
| | | New Members | 483 | 1638 | 1813 |
| | | Drops | 1904 | 2122 | 2040 |
| | | Net Growth | -978 | 287 | 1193 |

MD Wise Analysis

| MD | GMT Area | CA 5 | 2014-2015 | 2015-2016 | 2016-2017 | 2017-2018 | 2018-2019 |
|-------|-----------------------------|-----------------|-----------|-----------|-----------|-----------|-----------|
| NA | Undistricted | New Clubs | 1 | 2 | 1 | 1 | 0 |
| | | Charter Members | 24 | 49 | 23 | 20 | 0 |
| | | New Members | 19 | 24 | 16 | 23 | 23 |
| | | Drops | 54 | 19 | 20 | 63 | 48 |
| | | Net Growth | -11 | 58 | 19 | -20 | -23 |
| 310 | Thailand | New Clubs | 6 | 12 | 10 | 18 | 0 |
| | | Charter Members | 176 | 306 | 279 | 527 | 0 |
| | | New Members | 947 | 730 | 1093 | 881 | 0 |
| | | Drops | 1174 | 1199 | 1160 | 1268 | 0 |
| | | Net Growth | 45 | -45 | 315 | 205 | 0 |
| 303 | Hong Kong China Macao | New Clubs | 0 | 0 | 0 | 4 | 3 |
| | | Charter Members | 0 | 0 | 0 | 124 | 85 |
| | | New Members | 0 | 0 | 0 | 356 | 279 |
| | | Drops | 0 | 0 | 0 | 464 | 318 |
| | | Net Growth | 0 | 0 | 0 | 30 | 65 |
| Total | Teresa Mann | New Clubs | 7 | 14 | 11 | 23 | 3 |
| | | Charter Members | 200 | 355 | 302 | 671 | 85 |
| | | New Members | 966 | 754 | 1109 | 1260 | 302 |
| | | Drops | 1228 | 1218 | 1180 | 1795 | 366 |
| | | Net Growth | 34 | 13 | 334 | 215 | 42 |

June (Only) Results

| MD | GMT Area | CA 5 | Jun-16 | Jun-17 | Jun-18 | Jun-19 |
|-------|-----------------------------|-----------------|--------|--------|--------|--------|
| NA | Undistricted | New Clubs | 1 | 0 | 0 | 0 |
| | | Charter Members | 20 | 0 | 0 | 0 |
| | | New Members | 0 | 5 | 7 | 3 |
| | | Drops | 2 | 7 | 37 | 0 |
| | | Net Growth | 18 | -2 | -30 | 5 |
| 310 | Thailand | New Clubs | 6 | 2 | 4 | 0 |
| | | Charter Members | 161 | 48 | 108 | 0 |
| | | New Members | 115 | 324 | 256 | 0 |
| | | Drops | 491 | 443 | 399 | 0 |
| | | Net Growth | -165 | -61 | -19 | 0 |
| 303 | Hong Kong China Macao | New Clubs | 0 | 0 | 0 | 1 |
| | | Charter Members | 0 | 0 | 11 | 24 |
| | | New Members | 0 | 0 | 106 | 22 |
| | | Drops | 0 | 0 | 170 | 151 |
| | | Net Growth | 0 | 0 | -49 | -103 |
| Total | Teresa Mann | New Clubs | 7 | 2 | 4 | 1 |
| | | Charter Members | 181 | 48 | 119 | 24 |
| | | New Members | 115 | 329 | 369 | 25 |
| | | Drops | 493 | 450 | 606 | 151 |
| | | Net Growth | -147 | -63 | -98 | -98 |

Statement for 4th Quarter Results (previous 3 years)

| MD | GMT Area | CA 5 | 2015-2016 4th Qtr | 2016-2017 4th Qtr | 2017-2018 4th Qtr |
|--------------|--------------------------------------|------------------------|------------------------------|------------------------------|------------------------------|
| NA | Undistricted | New Clubs | 1 | 0 | 0 |
| | | Charter Members | 20 | 0 | 0 |
| | | New Members | 4 | 7 | 14 |
| | | Drops | 4 | 8 | 39 |
| | | Net Growth | 20 | -1 | -25 |
| 310 | Thailand | New Clubs | 6 | 5 | 5 |
| | | Charter Members | 163 | 125 | 137 |
| | | New Members | 186 | 389 | 349 |
| | | Drops | 611 | 581 | 589 |
| | | Net Growth | -207 | -50 | -80 |
| 303 | Hong Kong China Macao | New Clubs | 0 | 0 | 1 |
| | | Charter Members | 0 | 0 | 32 |
| | | New Members | 0 | 0 | 125 |
| | | Drops | 0 | 0 | 215 |
| | | Net Growth | 0 | 0 | -54 |
| Total | Teresa Mann | New Clubs | 7 | 5 | 6 |
| | | Charter Members | 183 | 125 | 169 |
| | | New Members | 190 | 396 | 488 |
| | | Drops | 615 | 589 | 843 |
| | | Net Growth | -187 | -51 | -159 |

