

MD ANALYSIS

CA 5 November Analysis

GAT Constitutional Area 5 Leader: Open

July 2019 to November 2019 (5 months) Results

| CA 5 | 2017-2018 | 2018-2019 |
|-----------------|-----------|-----------|
| New Clubs | 108 | 69 |
| Charter Members | 4089 | 2605 |
| New Members | 20687 | 15972 |
| Drops | 18556 | 10645 |
| Net Growth | 7808 | 9258 |

November (Only Results)

| CA 5 | Nov-17 | Nov-18 |
|-----------------|--------|--------|
| New Clubs | 33 | 11 |
| Charter Members | 1033 | 392 |
| New Members | 2462 | 1920 |
| Drops | 1601 | 1879 |
| Net Growth | 2058 | 515 |

Statement for 2nd Quarter Results(previous 3 years)

| CA 5 | 2017-2018 2nd Qtr | 2018-2019 2nd Qtr |
|-----------------|----------------------|----------------------|
| New Clubs | 75 | 31 |
| Charter Members | 2530 | 1099 |
| New Members | 7992 | 6247 |
| Drops | 9236 | 11375 |
| Net Growth | 1822 | -3637 |

MD Wise Analysis

| MD | GMT Area | CA 5 | 2017-2018 | 2018-2019 |
|-------|--------------|-----------------|-----------|-----------|
| 300 | Rep Of China | New Clubs | 15 | 17 |
| | | Charter Members | 629 | 646 |
| | | New Members | 5585 | 5064 |
| | | Drops | 3727 | 1221 |
| | | Net Growth | 2944 | 4888 |
| Total | | New Clubs | 15 | 17 |
| | | Charter Members | 629 | 646 |
| | | New Members | 5585 | 5064 |
| | | Drops | 3727 | 1221 |
| | | Net Growth | 2944 | 4888 |

November (Only) Results

| MD | GMT Area | CA 5 | Nov-17 | Nov-18 |
|--------------|---------------------|------------------------|---------------|---------------|
| 300 | Rep Of China | New Clubs | 2 | 1 |
| | | Charter Members | 54 | 30 |
| | | New Members | 433 | 256 |
| | | Drops | 89 | 90 |
| | | Net Growth | 413 | 215 |
| Total | | New Clubs | 2 | 1 |
| | | Charter Members | 54 | 30 |
| | | New Members | 433 | 256 |
| | | Drops | 89 | 90 |
| | | Net Growth | 413 | 215 |

Statement for 2nd Quarter Results (previous 3 years)

| MD | GMT Area | CA 5 | 2017-2018 2nd Qtr | 2018-2019 2nd Qtr |
|--------------|--------------|---|--------------------------------|--------------------------------|
| 300 | Rep Of China | New Clubs Charter Members New Members Drops Net Growth | 6 207 1399 896 811 | 2 70 954 1469 -341 |
| Total | | New Clubs Charter Members New Members Drops Net Growth | 6 207 1399 896 811 | 2 70 954 1469 -341 |

MD Wise Analysis

| MD | GMT Area | CA 5 | 2017-2018 | 2018-2019 |
|--------------|--------------------------|------------------------|------------------|------------------|
| 354 | Republic Of Korea | New Clubs | 9 | 7 |
| | | Charter Members | 343 | 168 |
| | | New Members | 1286 | 1630 |
| | | Drops | 1519 | 1450 |
| | | Net Growth | 199 | 432 |
| 355 | Republic Of Korea | New Clubs | 9 | 3 |
| | | Charter Members | 334 | 106 |
| | | New Members | 1864 | 1761 |
| | | Drops | 1238 | 1364 |
| | | Net Growth | 1070 | 588 |
| 356 | Republic Of Korea | New Clubs | 2 | 4 |
| | | Charter Members | 111 | 197 |
| | | New Members | 1743 | 1777 |
| | | Drops | 1108 | 1457 |
| | | Net Growth | 830 | 587 |
| Total | | New Clubs | 20 | 14 |
| | | Charter Members | 788 | 471 |
| | | New Members | 4893 | 5168 |
| | | Drops | 3865 | 4271 |
| | | Net Growth | 2099 | 1607 |

November (Only) Results

| MD | GMT Area | CA 5 | Nov-17 | Nov-18 |
|--------------|-------------------|------------------------|---------------|---------------|
| 354 | Republic Of Korea | New Clubs | 2 | 1 |
| | | Charter Members | 78 | 29 |
| | | New Members | 228 | 380 |
| | | Drops | 194 | 265 |
| | | Net Growth | 132 | 153 |
| 355 | Republic Of Korea | New Clubs | 1 | 0 |
| | | Charter Members | 37 | 1 |
| | | New Members | 256 | 254 |
| | | Drops | 223 | 174 |
| | | Net Growth | 83 | 94 |
| 356 | Republic Of Korea | New Clubs | 0 | 2 |
| | | Charter Members | 2 | 67 |
| | | New Members | 177 | 318 |
| | | Drops | 286 | 411 |
| | | Net Growth | -93 | -22 |
| Total | | New Clubs | 3 | 3 |
| | | Charter Members | 117 | 97 |
| | | New Members | 661 | 952 |
| | | Drops | 703 | 850 |
| | | Net Growth | 122 | 225 |

Statement for 2nd Quarter Results (previous 3 years)

| MD | GMT Area | CA 5 | 2017-2018 2nd Qtr | 2018-2019 2nd Qtr |
|--------------|--------------------------|------------------------|------------------------------|------------------------------|
| 354 | Republic Of Korea | New Clubs | 5 | 5 |
| | | Charter Members | 222 | 132 |
| | | New Members | 741 | 1092 |
| | | Drops | 1529 | 1382 |
| | | Net Growth | -527 | -122 |
| 355 | Republic Of Korea | New Clubs | 1 | 1 |
| | | Charter Members | 56 | 41 |
| | | New Members | 735 | 840 |
| | | Drops | 988 | 1143 |
| | | Net Growth | -158 | -232 |
| 356 | Republic Of Korea | New Clubs | 3 | 4 |
| | | Charter Members | 124 | 144 |
| | | New Members | 737 | 1073 |
| | | Drops | 841 | 1067 |
| | | Net Growth | 64 | 171 |
| Total | | New Clubs | 9 | 10 |
| | | Charter Members | 402 | 317 |
| | | New Members | 2213 | 3005 |
| | | Drops | 3358 | 3592 |
| | | Net Growth | -621 | -183 |

MD Wise Analysis

| MD | GMT Area | CA 5 | 2017-2018 | 2018-2019 |
|-------|----------|-----------------|-----------|-----------|
| 335 | Japan | New Clubs | 0 | 0 |
| | | Charter Members | 0 | 0 |
| | | New Members | 598 | 545 |
| | | Drops | 284 | 271 |
| | | Net Growth | 342 | 305 |
| 330 | Japan | New Clubs | 0 | 0 |
| | | Charter Members | 0 | 0 |
| | | New Members | 471 | 475 |
| | | Drops | 351 | 388 |
| | | Net Growth | 159 | 116 |
| 334 | Japan | New Clubs | 1 | 0 |
| | | Charter Members | 21 | 0 |
| | | New Members | 604 | 568 |
| | | Drops | 415 | 369 |
| | | Net Growth | 240 | 217 |
| 331 | Japan | New Clubs | 1 | 0 |
| | | Charter Members | 21 | 0 |
| | | New Members | 243 | 233 |
| | | Drops | 148 | 151 |
| | | Net Growth | 123 | 94 |
| 332 | Japan | New Clubs | 0 | 0 |
| | | Charter Members | 0 | 0 |
| | | New Members | 391 | 347 |
| | | Drops | 266 | 270 |
| | | Net Growth | 144 | 101 |
| 333 | Japan | New Clubs | 0 | 0 |
| | | Charter Members | 0 | 0 |
| | | New Members | 522 | 426 |
| | | Drops | 379 | 356 |
| | | Net Growth | 167 | 85 |
| 336 | Japan | New Clubs | 1 | 0 |
| | | Charter Members | 42 | 0 |
| | | New Members | 582 | 546 |
| | | Drops | 420 | 360 |
| | | Net Growth | 218 | 217 |
| 337 | Japan | New Clubs | 0 | 1 |
| | | Charter Members | 0 | 27 |
| | | New Members | 559 | 512 |
| | | Drops | 410 | 430 |
| | | Net Growth | 171 | 131 |
| Total | | New Clubs | 3 | 1 |
| | | Charter Members | 84 | 27 |
| | | New Members | 3970 | 3652 |
| | | Drops | 2673 | 2595 |
| | | Net Growth | 1564 | 1266 |

November (Only) Results

| MD | GMT Area | CA 5 | Nov-17 | Nov-18 |
|-------|----------|-----------------|--------|--------|
| 335 | Japan | New Clubs | 0 | 0 |
| | | Charter Members | 0 | 0 |
| | | New Members | 67 | 51 |
| | | Drops | 38 | 43 |
| | | Net Growth | 33 | 9 |
| 330 | Japan | New Clubs | 0 | 0 |
| | | Charter Members | 0 | 0 |
| | | New Members | 36 | 82 |
| | | Drops | 43 | 60 |
| | | Net Growth | 1 | 23 |
| 334 | Japan | New Clubs | 0 | 0 |
| | | Charter Members | 0 | 0 |
| | | New Members | 82 | 44 |
| | | Drops | 69 | 79 |
| | | Net Growth | 18 | -34 |
| 331 | Japan | New Clubs | 1 | 0 |
| | | Charter Members | 21 | 0 |
| | | New Members | 39 | 22 |
| | | Drops | 23 | 23 |
| | | Net Growth | 37 | 2 |
| 332 | Japan | New Clubs | 0 | 0 |
| | | Charter Members | 0 | 0 |
| | | New Members | 46 | 37 |
| | | Drops | 29 | 32 |
| | | Net Growth | 17 | 6 |
| 333 | Japan | New Clubs | 0 | 0 |
| | | Charter Members | 0 | 0 |
| | | New Members | 76 | 59 |
| | | Drops | 43 | 61 |
| | | Net Growth | 36 | -2 |
| 336 | Japan | New Clubs | 0 | 0 |
| | | Charter Members | 4 | 0 |
| | | New Members | 99 | 71 |
| | | Drops | 52 | 53 |
| | | Net Growth | 51 | 22 |
| 337 | Japan | New Clubs | 0 | 0 |
| | | Charter Members | 0 | 0 |
| | | New Members | 76 | 70 |
| | | Drops | 66 | 49 |
| | | Net Growth | 12 | 21 |
| Total | | New Clubs | 1 | 0 |
| | | Charter Members | 25 | 0 |
| | | New Members | 521 | 436 |
| | | Drops | 363 | 400 |
| | | Net Growth | 205 | 47 |

Statement for 2nd Quarter Results (previous 3 years)

| MD | GMT Area | CA 5 | 2017-2018 2nd Qtr | 2018-2019 2nd Qtr |
|--------------|-----------------|------------------------|------------------------------|------------------------------|
| 335 | Japan | New Clubs | 0 | 0 |
| | | Charter Members | 0 | 0 |
| | | New Members | 254 | 182 |
| | | Drops | 263 | 250 |
| | | Net Growth | -3 | -59 |
| 330 | Japan | New Clubs | 0 | 0 |
| | | Charter Members | 0 | 0 |
| | | New Members | 179 | 180 |
| | | Drops | 250 | 257 |
| | | Net Growth | -50 | -75 |
| 334 | Japan | New Clubs | 0 | 0 |
| | | Charter Members | 0 | 0 |
| | | New Members | 221 | 212 |
| | | Drops | 400 | 425 |
| | | Net Growth | -165 | -202 |
| 331 | Japan | New Clubs | 1 | 0 |
| | | Charter Members | 22 | 0 |
| | | New Members | 90 | 74 |
| | | Drops | 90 | 119 |
| | | Net Growth | 24 | -40 |
| 332 | Japan | New Clubs | 0 | 0 |
| | | Charter Members | 0 | 0 |
| | | New Members | 117 | 128 |
| | | Drops | 179 | 179 |
| | | Net Growth | -59 | -41 |
| 333 | Japan | New Clubs | 0 | 0 |
| | | Charter Members | 0 | 0 |
| | | New Members | 178 | 190 |
| | | Drops | 271 | 320 |
| | | Net Growth | -88 | -126 |
| 336 | Japan | New Clubs | 0 | 0 |
| | | Charter Members | 14 | 0 |
| | | New Members | 218 | 230 |
| | | Drops | 302 | 271 |
| | | Net Growth | -64 | -34 |
| 337 | Japan | New Clubs | 0 | 1 |
| | | Charter Members | 0 | 28 |
| | | New Members | 234 | 187 |
| | | Drops | 349 | 306 |
| | | Net Growth | -111 | -87 |
| Total | | New Clubs | 1 | 1 |
| | | Charter Members | 36 | 28 |
| | | New Members | 1491 | 1383 |
| | | Drops | 2104 | 2127 |
| | | Net Growth | -516 | -664 |

MD Wise Analysis

| MD | GMT Area | CA 5 | 2018-2019 |
|-------|----------|-----------------|-----------|
| 310 | Thailand | New Clubs | 5 |
| | | Charter Members | 193 |
| | | New Members | 371 |
| | | Drops | 198 |
| | | Net Growth | 417 |
| Total | | New Clubs | 5 |
| | | Charter Members | 193 |
| | | New Members | 371 |
| | | Drops | 198 |
| | | Net Growth | 417 |

November (Only) Results

| MD | GMT Area | CA 5 | Nov-18 |
|--------------|-----------------|------------------------|---------------|
| 310 | Thailand | New Clubs | 2 |
| | | Charter Members | 96 |
| | | New Members | 45 |
| | | Drops | 49 |
| | | Net Growth | 96 |
| Total | | New Clubs | 2 |
| | | Charter Members | 96 |
| | | New Members | 45 |
| | | Drops | 49 |
| | | Net Growth | 96 |

Statement for 2nd Quarter Results (previous 3 years)

| MD | GMT Area | CA 5 | 2018-2019 2nd Qtr |
|--------------|----------|---|-----------------------------|
| 310 | Thailand | New Clubs Charter Members New Members Drops Net Growth | 2 121 213 364 3 |
| Total | | New Clubs Charter Members New Members Drops Net Growth | 2 121 213 364 3 |

MD Wise Analysis

| MD | GMT Area | CA 5 | 2017-2018 | 2018-2019 |
|--------------------------|---------------------|------------------------|------------------|------------------|
| NA | Undistricted | New Clubs | 0 | 2 |
| | | Charter Members | 0 | 40 |
| | | New Members | 3 | 2 |
| | | Drops | 6 | 9 |
| | | Net Growth | -3 | 33 |
| China Country | China | New Clubs | 30 | 6 |
| | | Charter Members | 1464 | 426 |
| | | New Members | 4022 | 25 |
| | | Drops | 6408 | 621 |
| | | Net Growth | -422 | 141 |
| Total | | New Clubs | 30 | 8 |
| | | Charter Members | 1464 | 466 |
| | | New Members | 4025 | 27 |
| | | Drops | 6414 | 630 |
| | | Net Growth | -425 | 174 |

November (Only) Results

| MD | GMT Area | CA 5 | Nov-17 | Nov-18 |
|--------------------------|-----------------|------------------------|---------------|---------------|
| China Country | China | New Clubs | 14 | 0 |
| | | Charter Members | 489 | 23 |
| | | New Members | 575 | 7 |
| | | Drops | 227 | 60 |
| | | Net Growth | 903 | -16 |
| Total | | New Clubs | 14 | 0 |
| | | Charter Members | 489 | 23 |
| | | New Members | 575 | 7 |
| | | Drops | 227 | 60 |
| | | Net Growth | 903 | -16 |

Statement for 2nd Quarter Results (previous 3 years)

| MD | GMT Area | CA 5 | 2017-2018 2nd Qtr | 2018-2019 2nd Qtr |
|--------------------------|---------------------|------------------------|------------------------------|------------------------------|
| NA | Undistricted | New Clubs | 0 | 2 |
| | | Charter Members | 0 | 40 |
| | | New Members | 0 | 1 |
| | | Drops | 30 | 16 |
| | | Net Growth | -30 | 25 |
| China Country | China | New Clubs | 32 | 0 |
| | | Charter Members | 1173 | 104 |
| | | New Members | 1903 | 23 |
| | | Drops | 1241 | 1887 |
| | | Net Growth | 2025 | -1695 |
| Total | | New Clubs | 32 | 2 |
| | | Charter Members | 1173 | 144 |
| | | New Members | 1903 | 24 |
| | | Drops | 1271 | 1903 |
| | | Net Growth | 1995 | -1670 |

MD Wise Analysis

| MD | GMT Area | CA 5 | 2017-2018 | 2018-2019 |
|-------|----------------------------------|-----------------|-----------|-----------|
| NA | Undistricted | New Clubs | 4 | 0 |
| | | Charter Members | 117 | 57 |
| | | New Members | 42 | 28 |
| | | Drops | 119 | 23 |
| | | Net Growth | 52 | 64 |
| 301 | Philippines | New Clubs | 9 | 15 |
| | | Charter Members | 336 | 431 |
| | | New Members | 816 | 705 |
| | | Drops | 695 | 1043 |
| | | Net Growth | 531 | 164 |
| 308 | Brunei Malaysia Singapore | New Clubs | 11 | 8 |
| | | Charter Members | 250 | 237 |
| | | New Members | 845 | 767 |
| | | Drops | 461 | 473 |
| | | Net Growth | 682 | 576 |
| 204 | Cnmi Guam Marshall Islands | New Clubs | 0 | 0 |
| | | Charter Members | 0 | 45 |
| | | New Members | 38 | 37 |
| | | Drops | 93 | 81 |
| | | Net Growth | -55 | 16 |
| Total | | New Clubs | 24 | 23 |
| | | Charter Members | 703 | 770 |
| | | New Members | 1741 | 1537 |
| | | Drops | 1368 | 1620 |
| | | Net Growth | 1210 | 820 |

November (Only) Results

| MD | GMT Area | CA 5 | Nov-17 | Nov-18 |
|--------------|---|------------------------|---------------|---------------|
| NA | Undistricted | New Clubs | 4 | 0 |
| | | Charter Members | 115 | 0 |
| | | New Members | 0 | 0 |
| | | Drops | 3 | 6 |
| | | Net Growth | 113 | -6 |
| 301 | Philippines | New Clubs | 3 | 3 |
| | | Charter Members | 90 | 73 |
| | | New Members | 135 | 138 |
| | | Drops | 106 | 257 |
| | | Net Growth | 121 | -40 |
| 308 | Brunei Malaysia Singapore | New Clubs | 0 | 2 |
| | | Charter Members | 1 | 73 |
| | | New Members | 60 | 56 |
| | | Drops | 33 | 124 |
| | | Net Growth | 37 | 7 |
| 204 | Cnmi Guam Marshall Islands | New Clubs | 0 | 0 |
| | | Charter Members | 0 | 0 |
| | | New Members | 9 | 3 |
| | | Drops | 7 | 30 |
| | | Net Growth | 2 | -27 |
| Total | | New Clubs | 7 | 5 |
| | | Charter Members | 206 | 146 |
| | | New Members | 204 | 197 |
| | | Drops | 149 | 417 |
| | | Net Growth | 273 | -66 |

Statement for 2nd Quarter Results (previous 3 years)

| MD | GMT Area | CA 5 | 2017-2018 2nd Qtr | 2018-2019 2nd Qtr |
|--------------|---|---|--------------------------------|----------------------------------|
| NA | Undistricted | New Clubs Charter Members New Members Drops Net Growth | 5 144 6 18 134 | 1 21 11 43 -11 |
| 301 | Philippines | New Clubs Charter Members New Members Drops Net Growth | 8 217 490 724 9 | 9 221 353 1233 -631 |
| 308 | Brunei Malaysia Singapore | New Clubs Charter Members New Members Drops Net Growth | 4 102 218 397 -57 | 4 176 218 477 -63 |
| 204 | Cnmi Guam Marshall Islands | New Clubs Charter Members New Members Drops Net Growth | 0 0 20 55 -35 | 0 1 19 82 -60 |
| Total | | New Clubs Charter Members New Members Drops Net Growth | 17 463 734 1194 51 | 14 419 601 1835 -765 |

MD Wise Analysis

| MD | GMT Area | CA 5 | 2017-2018 | 2018-2019 |
|-------|-----------------------------|-----------------|-----------|-----------|
| NA | Undistricted | New Clubs | 1 | 0 |
| | | Charter Members | 20 | 0 |
| | | New Members | 9 | 15 |
| | | Drops | 16 | 3 |
| | | Net Growth | 13 | 12 |
| 310 | Thailand | New Clubs | 12 | 0 |
| | | Charter Members | 315 | 0 |
| | | New Members | 305 | 0 |
| | | Drops | 286 | 0 |
| | | Net Growth | 355 | 0 |
| 303 | Hong Kong China Macao | New Clubs | 3 | 1 |
| | | Charter Members | 86 | 32 |
| | | New Members | 159 | 138 |
| | | Drops | 207 | 107 |
| | | Net Growth | 48 | 74 |
| Total | | New Clubs | 16 | 1 |
| | | Charter Members | 421 | 32 |
| | | New Members | 473 | 153 |
| | | Drops | 509 | 110 |
| | | Net Growth | 416 | 86 |

November (Only) Results

| MD | GMT Area | CA 5 | Nov-17 | Nov-18 |
|--------------|--------------------------------------|------------------------|---------------|---------------|
| NA | Undistricted | New Clubs | 1 | 0 |
| | | Charter Members | 20 | 0 |
| | | New Members | 0 | 8 |
| | | Drops | 3 | 1 |
| | | Net Growth | 17 | 7 |
| 310 | Thailand | New Clubs | 4 | 0 |
| | | Charter Members | 102 | 0 |
| | | New Members | 54 | 0 |
| | | Drops | 56 | 0 |
| | | Net Growth | 100 | 0 |
| 303 | Hong Kong China Macao | New Clubs | 1 | 0 |
| | | Charter Members | 20 | 0 |
| | | New Members | 14 | 19 |
| | | Drops | 11 | 12 |
| | | Net Growth | 25 | 7 |
| Total | | New Clubs | 6 | 0 |
| | | Charter Members | 142 | 0 |
| | | New Members | 68 | 27 |
| | | Drops | 70 | 13 |
| | | Net Growth | 142 | 14 |

Statement for 2nd Quarter Results (previous 3 years)

| MD | GMT Area | CA 5 | 2017-2018 2nd Qtr | 2018-2019 2nd Qtr |
|--------------|--------------------------------------|------------------------|------------------------------|------------------------------|
| NA | Undistricted | New Clubs | 1 | 0 |
| | | Charter Members | 20 | 0 |
| | | New Members | 7 | 10 |
| | | Drops | 21 | 44 |
| | | Net Growth | 6 | -34 |
| 310 | Thailand | New Clubs | 7 | 0 |
| | | Charter Members | 186 | 0 |
| | | New Members | 201 | 0 |
| | | Drops | 364 | 0 |
| | | Net Growth | 34 | 0 |
| 303 | Hong Kong China Macao | New Clubs | 2 | 0 |
| | | Charter Members | 43 | 0 |
| | | New Members | 44 | 57 |
| | | Drops | 28 | 41 |
| | | Net Growth | 62 | 17 |
| Total | | New Clubs | 10 | 0 |
| | | Charter Members | 249 | 0 |
| | | New Members | 252 | 67 |
| | | Drops | 413 | 85 |
| | | Net Growth | 102 | -17 |

