

# MD ANALYSIS

## CA 5 March Analysis

GAT Constitutional Area 5 Leader: Open

July 2020 to March 2021 (9 months) Results

| CA 5            | 2017-2018 | 2018-2019 |
|-----------------|-----------|-----------|
| New Clubs       | 207       | 159       |
| Charter Members | 7640      | 5572      |
| New Members     | 34448     | 27306     |
| Drops           | 31200     | 22833     |
| Net Growth      | 13358     | 12202     |

## March (Only Results)

| CA 5            | Mar-18 | Mar-19 |
|-----------------|--------|--------|
| New Clubs       | 26     | 40     |
| Charter Members | 942    | 1269   |
| New Members     | 4039   | 2170   |
| Drops           | 1831   | 1653   |
| Net Growth      | 3325   | 1971   |

Statement for 3rd Quarter Results(previous 3 years)

| CA 5            | 2017-2018<br>3rd Qtr | 2018-2019<br>3rd Qtr |
|-----------------|----------------------|----------------------|
| New Clubs       | 85                   | 55                   |
| Charter Members | 3019                 | 1643                 |
| New Members     | 11217                | 9143                 |
| Drops           | 6588                 | 3943                 |
| Net Growth      | 8339                 | 7492                 |

## MD Wise Analysis

| <b>MD</b>    | <b>GMT Area</b>      | <b>CA 5</b>            | <b>2017-2018</b> | <b>2018-2019</b> |
|--------------|----------------------|------------------------|------------------|------------------|
| <b>300</b>   | <b>Md 300 Taiwan</b> | <b>New Clubs</b>       | 27               | 22               |
|              |                      | <b>Charter Members</b> | 1079             | 848              |
|              |                      | <b>New Members</b>     | 8941             | 7031             |
|              |                      | <b>Drops</b>           | 4760             | 2634             |
|              |                      | <b>Net Growth</b>      | 5902             | 5902             |
| <b>Total</b> |                      | <b>New Clubs</b>       | 27               | 22               |
|              |                      | <b>Charter Members</b> | 1079             | 848              |
|              |                      | <b>New Members</b>     | 8941             | 7031             |
|              |                      | <b>Drops</b>           | 4760             | 2634             |
|              |                      | <b>Net Growth</b>      | 5902             | 5902             |

### March (Only) Results

| <b>MD</b>    | <b>GMT Area</b>      | <b>CA 5</b>            | <b>Mar-18</b> | <b>Mar-19</b> |
|--------------|----------------------|------------------------|---------------|---------------|
| <b>300</b>   | <b>Md 300 Taiwan</b> | <b>New Clubs</b>       | 1             | 0             |
|              |                      | <b>Charter Members</b> | 42            | 7             |
|              |                      | <b>New Members</b>     | 1131          | 450           |
|              |                      | <b>Drops</b>           | 24            | 34            |
|              |                      | <b>Net Growth</b>      | 1185          | 457           |
| <b>Total</b> |                      | <b>New Clubs</b>       | 1             | 0             |
|              |                      | <b>Charter Members</b> | 42            | 7             |
|              |                      | <b>New Members</b>     | 1131          | 450           |
|              |                      | <b>Drops</b>           | 24            | 34            |
|              |                      | <b>Net Growth</b>      | 1185          | 457           |

### Statement for 3rd Quarter Results (previous 3 years)

| MD           | GMT Area             | CA 5  | 2017-2018<br>3rd Qtr             | 2018-2019<br>3rd Qtr            |
|--------------|----------------------|---|----------------------------------|---------------------------------|
| <b>300</b>   | <b>Md 300 Taiwan</b> | <b>New Clubs</b><br><b>Charter Members</b><br><b>New Members</b><br><b>Drops</b><br><b>Net Growth</b> | 10<br>373<br>2791<br>323<br>2973 | 4<br>167<br>1739<br>168<br>1955 |
| <b>Total</b> |                      | <b>New Clubs</b><br><b>Charter Members</b><br><b>New Members</b><br><b>Drops</b><br><b>Net Growth</b> | 10<br>373<br>2791<br>323<br>2973 | 4<br>167<br>1739<br>168<br>1955 |

### MD Wise Analysis

| <b>MD</b>    | <b>GMT Area</b>          | <b>CA 5</b>            | <b>2017-2018</b> | <b>2018-2019</b> |
|--------------|--------------------------|------------------------|------------------|------------------|
| <b>354</b>   | <b>Republic Of Korea</b> | <b>New Clubs</b>       | 14               | 18               |
|              |                          | <b>Charter Members</b> | 482              | 529              |
|              |                          | <b>New Members</b>     | 3186             | 3302             |
|              |                          | <b>Drops</b>           | 3221             | 2931             |
|              |                          | <b>Net Growth</b>      | 666              | 1078             |
| <b>355</b>   | <b>Republic Of Korea</b> | <b>New Clubs</b>       | 12               | 7                |
|              |                          | <b>Charter Members</b> | 446              | 315              |
|              |                          | <b>New Members</b>     | 3036             | 3506             |
|              |                          | <b>Drops</b>           | 2328             | 2618             |
|              |                          | <b>Net Growth</b>      | 1307             | 1370             |
| <b>356</b>   | <b>Republic Of Korea</b> | <b>New Clubs</b>       | 5                | 8                |
|              |                          | <b>Charter Members</b> | 191              | 335              |
|              |                          | <b>New Members</b>     | 3091             | 3985             |
|              |                          | <b>Drops</b>           | 1912             | 2420             |
|              |                          | <b>Net Growth</b>      | 1510             | 2019             |
| <b>Total</b> |                          | <b>New Clubs</b>       | 31               | 33               |
|              |                          | <b>Charter Members</b> | 1119             | 1179             |
|              |                          | <b>New Members</b>     | 9313             | 10793            |
|              |                          | <b>Drops</b>           | 7461             | 7969             |
|              |                          | <b>Net Growth</b>      | 3483             | 4467             |

### March (Only) Results

| <b>MD</b>    | <b>GMT Area</b>   | <b>CA 5</b>            | <b>Mar-18</b> | <b>Mar-19</b> |
|--------------|-------------------|------------------------|---------------|---------------|
| <b>354</b>   | Republic Of Korea | <b>New Clubs</b>       | 3             | 2             |
|              |                   | <b>Charter Members</b> | 84            | 48            |
|              |                   | <b>New Members</b>     | 624           | 406           |
|              |                   | <b>Drops</b>           | 197           | 236           |
|              |                   | <b>Net Growth</b>      | 538           | 274           |
| <b>355</b>   | Republic Of Korea | <b>New Clubs</b>       | 0             | 2             |
|              |                   | <b>Charter Members</b> | 0             | 76            |
|              |                   | <b>New Members</b>     | 311           | 277           |
|              |                   | <b>Drops</b>           | 198           | 156           |
|              |                   | <b>Net Growth</b>      | 127           | 206           |
| <b>356</b>   | Republic Of Korea | <b>New Clubs</b>       | 0             | 1             |
|              |                   | <b>Charter Members</b> | 5             | 40            |
|              |                   | <b>New Members</b>     | 382           | 186           |
|              |                   | <b>Drops</b>           | 105           | 170           |
|              |                   | <b>Net Growth</b>      | 293           | 61            |
| <b>Total</b> |                   | <b>New Clubs</b>       | 3             | 5             |
|              |                   | <b>Charter Members</b> | 89            | 164           |
|              |                   | <b>New Members</b>     | 1317          | 869           |
|              |                   | <b>Drops</b>           | 500           | 562           |
|              |                   | <b>Net Growth</b>      | 958           | 541           |

**Statement for 3rd Quarter Results (previous 3 years)**

| <b>MD</b>    | <b>GMT Area</b>          | <b>CA 5</b>            | <b>2017-2018<br/>3rd Qtr</b> | <b>2018-2019<br/>3rd Qtr</b> |
|--------------|--------------------------|------------------------|------------------------------|------------------------------|
| <b>354</b>   | <b>Republic Of Korea</b> | <b>New Clubs</b>       | 5                            | 8                            |
|              |                          | <b>Charter Members</b> | 139                          | 279                          |
|              |                          | <b>New Members</b>     | 1588                         | 1317                         |
|              |                          | <b>Drops</b>           | 605                          | 553                          |
|              |                          | <b>Net Growth</b>      | 1241                         | 1123                         |
| <b>355</b>   | <b>Republic Of Korea</b> | <b>New Clubs</b>       | 3                            | 3                            |
|              |                          | <b>Charter Members</b> | 97                           | 177                          |
|              |                          | <b>New Members</b>     | 930                          | 1489                         |
|              |                          | <b>Drops</b>           | 495                          | 424                          |
|              |                          | <b>Net Growth</b>      | 558                          | 1315                         |
| <b>356</b>   | <b>Republic Of Korea</b> | <b>New Clubs</b>       | 1                            | 2                            |
|              |                          | <b>Charter Members</b> | 32                           | 68                           |
|              |                          | <b>New Members</b>     | 1051                         | 1699                         |
|              |                          | <b>Drops</b>           | 360                          | 472                          |
|              |                          | <b>Net Growth</b>      | 760                          | 1335                         |
| <b>Total</b> |                          | <b>New Clubs</b>       | 9                            | 13                           |
|              |                          | <b>Charter Members</b> | 268                          | 524                          |
|              |                          | <b>New Members</b>     | 3569                         | 4505                         |
|              |                          | <b>Drops</b>           | 1460                         | 1449                         |
|              |                          | <b>Net Growth</b>      | 2559                         | 3773                         |

### MD Wise Analysis

| MD           | GMT Area | CA 5            | 2017-2018 | 2018-2019 |
|--------------|----------|-----------------|-----------|-----------|
| 335          | Japan    | New Clubs       | 1         | 0         |
|              |          | Charter Members | 27        | 0         |
|              |          | New Members     | 1081      | 917       |
|              |          | Drops           | 638       | 605       |
|              |          | Net Growth      | 512       | 355       |
| 330          | Japan    | New Clubs       | 0         | 1         |
|              |          | Charter Members | 0         | 28        |
|              |          | New Members     | 763       | 759       |
|              |          | Drops           | 685       | 666       |
|              |          | Net Growth      | 149       | 173       |
| 334          | Japan    | New Clubs       | 2         | 0         |
|              |          | Charter Members | 44        | 0         |
|              |          | New Members     | 1151      | 1022      |
|              |          | Drops           | 968       | 876       |
|              |          | Net Growth      | 278       | 185       |
| 331          | Japan    | New Clubs       | 1         | 0         |
|              |          | Charter Members | 22        | 0         |
|              |          | New Members     | 390       | 351       |
|              |          | Drops           | 329       | 340       |
|              |          | Net Growth      | 92        | 27        |
| 332          | Japan    | New Clubs       | 0         | 1         |
|              |          | Charter Members | 0         | 21        |
|              |          | New Members     | 652       | 537       |
|              |          | Drops           | 501       | 542       |
|              |          | Net Growth      | 175       | 47        |
| 333          | Japan    | New Clubs       | 2         | 2         |
|              |          | Charter Members | 49        | 48        |
|              |          | New Members     | 886       | 845       |
|              |          | Drops           | 747       | 807       |
|              |          | Net Growth      | 248       | 111       |
| 336          | Japan    | New Clubs       | 1         | 0         |
|              |          | Charter Members | 44        | 0         |
|              |          | New Members     | 887       | 841       |
|              |          | Drops           | 919       | 829       |
|              |          | Net Growth      | 31        | 53        |
| 337          | Japan    | New Clubs       | 0         | 4         |
|              |          | Charter Members | 0         | 104       |
|              |          | New Members     | 965       | 817       |
|              |          | Drops           | 931       | 863       |
|              |          | Net Growth      | 71        | 91        |
| <b>Total</b> |          | New Clubs       | 7         | 8         |
|              |          | Charter Members | 186       | 201       |
|              |          | New Members     | 6775      | 6089      |
|              |          | Drops           | 5718      | 5528      |
|              |          | Net Growth      | 1556      | 1042      |



### March (Only) Results

| MD    | GMT Area | CA 5            | Mar-18 | Mar-19 |
|-------|----------|-----------------|--------|--------|
| 335   | Japan    | New Clubs       | 1      | 0      |
|       |          | Charter Members | 27     | 0      |
|       |          | New Members     | 159    | 87     |
|       |          | Drops           | 58     | 63     |
|       |          | Net Growth      | 133    | 26     |
| 330   | Japan    | New Clubs       | 0      | 0      |
|       |          | Charter Members | 0      | 0      |
|       |          | New Members     | 81     | 49     |
|       |          | Drops           | 54     | 46     |
|       |          | Net Growth      | 28     | 10     |
| 334   | Japan    | New Clubs       | 1      | 0      |
|       |          | Charter Members | 23     | 0      |
|       |          | New Members     | 262    | 103    |
|       |          | Drops           | 96     | 77     |
|       |          | Net Growth      | 197    | 31     |
| 331   | Japan    | New Clubs       | 0      | 0      |
|       |          | Charter Members | 0      | 0      |
|       |          | New Members     | 58     | 33     |
|       |          | Drops           | 53     | 66     |
|       |          | Net Growth      | 6      | -32    |
| 332   | Japan    | New Clubs       | 0      | 0      |
|       |          | Charter Members | 0      | 0      |
|       |          | New Members     | 103    | 57     |
|       |          | Drops           | 41     | 70     |
|       |          | Net Growth      | 64     | -12    |
| 333   | Japan    | New Clubs       | 0      | 1      |
|       |          | Charter Members | 0      | 28     |
|       |          | New Members     | 31     | 61     |
|       |          | Drops           | 103    | 115    |
|       |          | Net Growth      | -69    | -25    |
| 336   | Japan    | New Clubs       | 0      | 0      |
|       |          | Charter Members | 0      | 0      |
|       |          | New Members     | 79     | 53     |
|       |          | Drops           | 149    | 138    |
|       |          | Net Growth      | -69    | -85    |
| 337   | Japan    | New Clubs       | 0      | 0      |
|       |          | Charter Members | 0      | 4      |
|       |          | New Members     | 64     | 40     |
|       |          | Drops           | 146    | 137    |
|       |          | Net Growth      | -80    | -92    |
| Total |          | New Clubs       | 2      | 1      |
|       |          | Charter Members | 50     | 32     |
|       |          | New Members     | 837    | 483    |
|       |          | Drops           | 700    | 712    |
|       |          | Net Growth      | 210    | -179   |

**Statement for 3rd Quarter Results (previous 3 years)**

| <b>MD</b>    | <b>GMT Area</b> | <b>CA 5</b>            | <b>2017-2018<br/>3rd Qtr</b> | <b>2018-2019<br/>3rd Qtr</b> |
|--------------|-----------------|------------------------|------------------------------|------------------------------|
| <b>335</b>   | <b>Japan</b>    | <b>New Clubs</b>       | 1                            | 0                            |
|              |                 | <b>Charter Members</b> | 27                           | 0                            |
|              |                 | <b>New Members</b>     | 408                          | 328                          |
|              |                 | <b>Drops</b>           | 176                          | 173                          |
|              |                 | <b>Net Growth</b>      | 272                          | 161                          |
| <b>330</b>   | <b>Japan</b>    | <b>New Clubs</b>       | 0                            | 1                            |
|              |                 | <b>Charter Members</b> | 0                            | 28                           |
|              |                 | <b>New Members</b>     | 238                          | 245                          |
|              |                 | <b>Drops</b>           | 167                          | 144                          |
|              |                 | <b>Net Growth</b>      | 95                           | 151                          |
| <b>334</b>   | <b>Japan</b>    | <b>New Clubs</b>       | 1                            | 0                            |
|              |                 | <b>Charter Members</b> | 23                           | 0                            |
|              |                 | <b>New Members</b>     | 492                          | 363                          |
|              |                 | <b>Drops</b>           | 269                          | 204                          |
|              |                 | <b>Net Growth</b>      | 261                          | 173                          |
| <b>331</b>   | <b>Japan</b>    | <b>New Clubs</b>       | 0                            | 0                            |
|              |                 | <b>Charter Members</b> | 0                            | 0                            |
|              |                 | <b>New Members</b>     | 121                          | 82                           |
|              |                 | <b>Drops</b>           | 140                          | 116                          |
|              |                 | <b>Net Growth</b>      | -18                          | -31                          |
| <b>332</b>   | <b>Japan</b>    | <b>New Clubs</b>       | 0                            | 1                            |
|              |                 | <b>Charter Members</b> | 0                            | 21                           |
|              |                 | <b>New Members</b>     | 234                          | 161                          |
|              |                 | <b>Drops</b>           | 122                          | 170                          |
|              |                 | <b>Net Growth</b>      | 116                          | 19                           |
| <b>333</b>   | <b>Japan</b>    | <b>New Clubs</b>       | 2                            | 2                            |
|              |                 | <b>Charter Members</b> | 49                           | 48                           |
|              |                 | <b>New Members</b>     | 323                          | 367                          |
|              |                 | <b>Drops</b>           | 197                          | 238                          |
|              |                 | <b>Net Growth</b>      | 211                          | 185                          |
| <b>336</b>   | <b>Japan</b>    | <b>New Clubs</b>       | 0                            | 0                            |
|              |                 | <b>Charter Members</b> | 1                            | 0                            |
|              |                 | <b>New Members</b>     | 265                          | 217                          |
|              |                 | <b>Drops</b>           | 318                          | 316                          |
|              |                 | <b>Net Growth</b>      | -50                          | -90                          |
| <b>337</b>   | <b>Japan</b>    | <b>New Clubs</b>       | 0                            | 2                            |
|              |                 | <b>Charter Members</b> | 0                            | 53                           |
|              |                 | <b>New Members</b>     | 342                          | 259                          |
|              |                 | <b>Drops</b>           | 315                          | 262                          |
|              |                 | <b>Net Growth</b>      | 41                           | 61                           |
| <b>Total</b> |                 | <b>New Clubs</b>       | 4                            | 6                            |
|              |                 | <b>Charter Members</b> | 100                          | 150                          |
|              |                 | <b>New Members</b>     | 2423                         | 2022                         |
|              |                 | <b>Drops</b>           | 1704                         | 1623                         |
|              |                 | <b>Net Growth</b>      | 928                          | 629                          |

### MD Wise Analysis

| MD    | GMT Area | CA 5            | 2018-2019 |
|-------|----------|-----------------|-----------|
| 310   | Thailand | New Clubs       | 5         |
|       |          | Charter Members | 212       |
|       |          | New Members     | 510       |
|       |          | Drops           | 519       |
|       |          | Net Growth      | 284       |
| Total |          | New Clubs       | 5         |
|       |          | Charter Members | 212       |
|       |          | New Members     | 510       |
|       |          | Drops           | 519       |
|       |          | Net Growth      | 284       |

### March (Only) Results

| <b>MD</b>    | <b>GMT Area</b> | <b>CA 5</b>            | <b>Mar-19</b> |
|--------------|-----------------|------------------------|---------------|
| <b>310</b>   | <b>Thailand</b> | <b>New Clubs</b>       | 0             |
|              |                 | <b>Charter Members</b> | 2             |
|              |                 | <b>New Members</b>     | 36            |
|              |                 | <b>Drops</b>           | 17            |
|              |                 | <b>Net Growth</b>      | 24            |
| <b>Total</b> |                 | <b>New Clubs</b>       | 0             |
|              |                 | <b>Charter Members</b> | 2             |
|              |                 | <b>New Members</b>     | 36            |
|              |                 | <b>Drops</b>           | 17            |
|              |                 | <b>Net Growth</b>      | 24            |

### Statement for 3rd Quarter Results (previous 3 years)

| MD           | GMT Area | CA 5  | 2018-2019<br>3rd Qtr      |
|--------------|----------|---|---------------------------|
| 310          | Thailand | <b>New Clubs</b><br><b>Charter Members</b><br><b>New Members</b><br><b>Drops</b><br><b>Net Growth</b> | 0<br>3<br>124<br>57<br>87 |
| <b>Total</b> |          | <b>New Clubs</b><br><b>Charter Members</b><br><b>New Members</b><br><b>Drops</b><br><b>Net Growth</b> | 0<br>3<br>124<br>57<br>87 |

## MD Wise Analysis

| <b>MD</b>                | <b>GMT Area</b>     | <b>CA 5</b>            | <b>2017-2018</b> | <b>2018-2019</b> |
|--------------------------|---------------------|------------------------|------------------|------------------|
| <b>NA</b>                | <b>Undistricted</b> | <b>New Clubs</b>       | 0                | 2                |
|                          |                     | <b>Charter Members</b> | 20               | 43               |
|                          |                     | <b>New Members</b>     | 14               | 13               |
|                          |                     | <b>Drops</b>           | 34               | 19               |
|                          |                     | <b>Net Growth</b>      | 1                | 41               |
| <b>China<br/>Country</b> | <b>China</b>        | <b>New Clubs</b>       | 88               | 6                |
|                          |                     | <b>Charter Members</b> | 3628             | 529              |
|                          |                     | <b>New Members</b>     | 6035             | 43               |
|                          |                     | <b>Drops</b>           | 9616             | 2511             |
|                          |                     | <b>Net Growth</b>      | 736              | -1552            |
| <b>Total</b>             |                     | <b>New Clubs</b>       | 88               | 8                |
|                          |                     | <b>Charter Members</b> | 3648             | 572              |
|                          |                     | <b>New Members</b>     | 6049             | 56               |
|                          |                     | <b>Drops</b>           | 9650             | 2530             |
|                          |                     | <b>Net Growth</b>      | 737              | -1511            |

### March (Only) Results

| <b>MD</b>                | <b>GMT Area</b>     | <b>CA 5</b>            | <b>Mar-18</b> | <b>Mar-19</b> |
|--------------------------|---------------------|------------------------|---------------|---------------|
| <b>NA</b>                | <b>Undistricted</b> | <b>New Clubs</b>       | 0             | 0             |
|                          |                     | <b>Charter Members</b> | 20            | 3             |
|                          |                     | <b>New Members</b>     | 6             | 9             |
|                          |                     | <b>Drops</b>           | 0             | 0             |
|                          |                     | <b>Net Growth</b>      | 26            | 16            |
| <b>China<br/>Country</b> | <b>China</b>        | <b>New Clubs</b>       | 17            | 0             |
|                          |                     | <b>Charter Members</b> | 608           | 11            |
|                          |                     | <b>New Members</b>     | 407           | 2             |
|                          |                     | <b>Drops</b>           | 381           | 52            |
|                          |                     | <b>Net Growth</b>      | 685           | -25           |
| <b>Total</b>             |                     | <b>New Clubs</b>       | 17            | 0             |
|                          |                     | <b>Charter Members</b> | 628           | 14            |
|                          |                     | <b>New Members</b>     | 413           | 11            |
|                          |                     | <b>Drops</b>           | 381           | 52            |
|                          |                     | <b>Net Growth</b>      | 711           | -9            |

### Statement for 3rd Quarter Results (previous 3 years)

| <b>MD</b>                | <b>GMT Area</b>     | <b>CA 5</b>            | <b>2017-2018<br/>3rd Qtr</b> | <b>2018-2019<br/>3rd Qtr</b> |
|--------------------------|---------------------|------------------------|------------------------------|------------------------------|
| <b>NA</b>                | <b>Undistricted</b> | <b>New Clubs</b>       | 0                            | 0                            |
|                          |                     | <b>Charter Members</b> | 20                           | 3                            |
|                          |                     | <b>New Members</b>     | 11                           | 11                           |
|                          |                     | <b>Drops</b>           | 2                            | 1                            |
|                          |                     | <b>Net Growth</b>      | 30                           | 17                           |
| <b>China<br/>Country</b> | <b>China</b>        | <b>New Clubs</b>       | 53                           | 0                            |
|                          |                     | <b>Charter Members</b> | 1931                         | 36                           |
|                          |                     | <b>New Members</b>     | 1468                         | 4                            |
|                          |                     | <b>Drops</b>           | 2476                         | 111                          |
|                          |                     | <b>Net Growth</b>      | 1058                         | -33                          |
| <b>Total</b>             |                     | <b>New Clubs</b>       | 53                           | 0                            |
|                          |                     | <b>Charter Members</b> | 1951                         | 39                           |
|                          |                     | <b>New Members</b>     | 1479                         | 15                           |
|                          |                     | <b>Drops</b>           | 2478                         | 112                          |
|                          |                     | <b>Net Growth</b>      | 1088                         | -16                          |



## MD Wise Analysis

| MD    | GMT Area                         | CA 5            | 2017-2018 | 2018-2019 |
|-------|----------------------------------|-----------------|-----------|-----------|
| NA    | Undistricted                     | New Clubs       | 5         | 44        |
|       |                                  | Charter Members | 145       | 1360      |
|       |                                  | New Members     | 65        | 296       |
|       |                                  | Drops           | 146       | 208       |
|       |                                  | Net Growth      | 76        | 1464      |
| 301   | Philippines                      | New Clubs       | 16        | 27        |
|       |                                  | Charter Members | 541       | 733       |
|       |                                  | New Members     | 1282      | 1155      |
|       |                                  | Drops           | 1426      | 2202      |
|       |                                  | Net Growth      | 542       | -146      |
| 308   | Brunei<br>Malaysia<br>Singapore  | New Clubs       | 15        | 11        |
|       |                                  | Charter Members | 394       | 385       |
|       |                                  | New Members     | 1172      | 1066      |
|       |                                  | Drops           | 903       | 865       |
|       |                                  | Net Growth      | 760       | 651       |
| 204   | Cnmi<br>Guam<br>Marshall Islands | New Clubs       | 1         | 0         |
|       |                                  | Charter Members | 26        | 48        |
|       |                                  | New Members     | 79        | 67        |
|       |                                  | Drops           | 184       | 180       |
|       |                                  | Net Growth      | -72       | -46       |
| Total |                                  | New Clubs       | 37        | 82        |
|       |                                  | Charter Members | 1106      | 2526      |
|       |                                  | New Members     | 2598      | 2584      |
|       |                                  | Drops           | 2659      | 3455      |
|       |                                  | Net Growth      | 1306      | 1923      |

### March (Only) Results

| <b>MD</b>    | <b>GMT Area</b>                           | <b>CA 5</b>            | <b>Mar-18</b> | <b>Mar-19</b> |
|--------------|---|------------------------|---------------|---------------|
| <b>NA</b>    | <b>Undistricted</b>                       | <b>New Clubs</b>       | 0             | 30            |
|              |   | <b>Charter Members</b> | 0             | 954           |
|              |   | <b>New Members</b>     | 12            | 152           |
|              |   | <b>Drops</b>           | 19            | 108           |
|              |   | <b>Net Growth</b>      | -7            | 1006          |
| <b>301</b>   | <b>Philippines</b>                        | <b>New Clubs</b>       | 1             | 3             |
|              |   | <b>Charter Members</b> | 49            | 63            |
|              |   | <b>New Members</b>     | 106           | 74            |
|              |   | <b>Drops</b>           | 39            | 107           |
|              |   | <b>Net Growth</b>      | 122           | 57            |
| <b>308</b>   | <b>Brunei<br/>Malaysia<br/>Singapore</b>  | <b>New Clubs</b>       | 2             | 1             |
|              |   | <b>Charter Members</b> | 60            | 31            |
|              |   | <b>New Members</b>     | 120           | 68            |
|              |   | <b>Drops</b>           | 72            | 40            |
|              |   | <b>Net Growth</b>      | 114           | 65            |
| <b>204</b>   | <b>Cnmi<br/>Guam<br/>Marshall Islands</b> | <b>New Clubs</b>       | 0             | 0             |
|              |   | <b>Charter Members</b> | 6             | 1             |
|              |   | <b>New Members</b>     | 18            | 5             |
|              |   | <b>Drops</b>           | 8             | 15            |
|              |   | <b>Net Growth</b>      | 16            | -8            |
| <b>Total</b> |   | <b>New Clubs</b>       | 3             | 34            |
|              |   | <b>Charter Members</b> | 115           | 1049          |
|              |   | <b>New Members</b>     | 256           | 299           |
|              |   | <b>Drops</b>           | 138           | 270           |
|              |   | <b>Net Growth</b>      | 245           | 1120          |

**Statement for 3rd Quarter Results (previous 3 years)**

| <b>MD</b>    | <b>GMT Area</b>                                       | <b>CA 5</b>   | <b>2017-2018<br/>3rd Qtr</b>  | <b>2018-2019<br/>3rd Qtr</b>    |
|--------------|---|---|-------------------------------|---------------------------------|
| <b>NA</b>    | <b>Undistricted</b>                                   | <b>New Clubs</b><br><b>Charter Members</b><br><b>New Members</b><br><b>Drops</b><br><b>Net Growth</b> | 0<br>0<br>20<br>24<br>-4      | 18<br>368<br>36<br>-92<br>496   |
| <b>301</b>   | <b>Philippines</b>                                    | <b>New Clubs</b><br><b>Charter Members</b><br><b>New Members</b><br><b>Drops</b><br><b>Net Growth</b> | 5<br>152<br>379<br>220<br>378 | 12<br>294<br>371<br>412<br>338  |
| <b>308</b>   | <b>Brunei</b><br><b>Malaysia</b><br><b>Singapore</b>  | <b>New Clubs</b><br><b>Charter Members</b><br><b>New Members</b><br><b>Drops</b><br><b>Net Growth</b> | 3<br>113<br>286<br>149<br>295 | 2<br>94<br>248<br>135<br>215    |
| <b>204</b>   | <b>Cnmi</b><br><b>Guam</b><br><b>Marshall Islands</b> | <b>New Clubs</b><br><b>Charter Members</b><br><b>New Members</b><br><b>Drops</b><br><b>Net Growth</b> | 1<br>26<br>36<br>55<br>14     | 0<br>2<br>14<br>54<br>-35       |
| <b>Total</b> |   | <b>New Clubs</b><br><b>Charter Members</b><br><b>New Members</b><br><b>Drops</b><br><b>Net Growth</b> | 9<br>291<br>721<br>448<br>683 | 32<br>758<br>669<br>509<br>1014 |

### MD Wise Analysis

| <b>MD</b>    | <b>GMT Area</b>                      | <b>CA 5</b>            | <b>2017-2018</b> | <b>2018-2019</b> |
|--------------|--------------------------------------|------------------------|------------------|------------------|
| <b>NA</b>    | <b>Undistricted</b>                  | <b>New Clubs</b>       | 1                | 0                |
|              |                                      | <b>Charter Members</b> | 20               | 0                |
|              |                                      | <b>New Members</b>     | 9                | 18               |
|              |                                      | <b>Drops</b>           | 24               | 46               |
|              |                                      | <b>Net Growth</b>      | 5                | -28              |
| <b>310</b>   | <b>Thailand</b>                      | <b>New Clubs</b>       | 13               | 0                |
|              |                                      | <b>Charter Members</b> | 390              | 0                |
|              |                                      | <b>New Members</b>     | 532              | 0                |
|              |                                      | <b>Drops</b>           | 679              | 0                |
|              |                                      | <b>Net Growth</b>      | 285              | 0                |
| <b>303</b>   | <b>Hong Kong<br/>China<br/>Macao</b> | <b>New Clubs</b>       | 3                | 1                |
|              |                                      | <b>Charter Members</b> | 92               | 34               |
|              |                                      | <b>New Members</b>     | 231              | 225              |
|              |                                      | <b>Drops</b>           | 249              | 152              |
|              |                                      | <b>Net Growth</b>      | 84               | 123              |
| <b>Total</b> |                                      | <b>New Clubs</b>       | 17               | 1                |
|              |                                      | <b>Charter Members</b> | 502              | 34               |
|              |                                      | <b>New Members</b>     | 772              | 243              |
|              |                                      | <b>Drops</b>           | 952              | 198              |
|              |                                      | <b>Net Growth</b>      | 374              | 95               |

### March (Only) Results

| <b>MD</b>    | <b>GMT Area</b>                      | <b>CA 5</b>            | <b>Mar-18</b> | <b>Mar-19</b> |
|--------------|--------------------------------------|------------------------|---------------|---------------|
| <b>NA</b>    | <b>Undistricted</b>                  | <b>New Clubs</b>       | 0             | 0             |
|              |                                      | <b>Charter Members</b> | 0             | 0             |
|              |                                      | <b>New Members</b>     | 0             | 1             |
|              |                                      | <b>Drops</b>           | 0             | 0             |
|              |                                      | <b>Net Growth</b>      | 0             | 1             |
| <b>310</b>   | <b>Thailand</b>                      | <b>New Clubs</b>       | 0             | 0             |
|              |                                      | <b>Charter Members</b> | 18            | 0             |
|              |                                      | <b>New Members</b>     | 53            | 0             |
|              |                                      | <b>Drops</b>           | 81            | 0             |
|              |                                      | <b>Net Growth</b>      | -9            | 0             |
| <b>303</b>   | <b>Hong Kong<br/>China<br/>Macao</b> | <b>New Clubs</b>       | 0             | 0             |
|              |                                      | <b>Charter Members</b> | 0             | 1             |
|              |                                      | <b>New Members</b>     | 32            | 21            |
|              |                                      | <b>Drops</b>           | 7             | 6             |
|              |                                      | <b>Net Growth</b>      | 25            | 16            |
| <b>Total</b> |                                      | <b>New Clubs</b>       | 0             | 0             |
|              |                                      | <b>Charter Members</b> | 18            | 1             |
|              |                                      | <b>New Members</b>     | 85            | 22            |
|              |                                      | <b>Drops</b>           | 88            | 6             |
|              |                                      | <b>Net Growth</b>      | 16            | 17            |

**Statement for 3rd Quarter Results (previous 3 years)**

| <b>MD</b>    | <b>GMT Area</b>                      | <b>CA 5</b>            | <b>2017-2018<br/>3rd Qtr</b> | <b>2018-2019<br/>3rd Qtr</b> |
|--------------|--------------------------------------|------------------------|------------------------------|------------------------------|
| <b>NA</b>    | <b>Undistricted</b>                  | <b>New Clubs</b>       | 0                            | 0                            |
|              |                                      | <b>Charter Members</b> | 0                            | 0                            |
|              |                                      | <b>New Members</b>     | 0                            | 1                            |
|              |                                      | <b>Drops</b>           | 0                            | 0                            |
|              |                                      | <b>Net Growth</b>      | 0                            | 1                            |
| <b>310</b>   | <b>Thailand</b>                      | <b>New Clubs</b>       | 0                            | 0                            |
|              |                                      | <b>Charter Members</b> | 32                           | 0                            |
|              |                                      | <b>New Members</b>     | 170                          | 0                            |
|              |                                      | <b>Drops</b>           | 139                          | 0                            |
|              |                                      | <b>Net Growth</b>      | 76                           | 0                            |
| <b>303</b>   | <b>Hong Kong<br/>China<br/>Macao</b> | <b>New Clubs</b>       | 0                            | 0                            |
|              |                                      | <b>Charter Members</b> | 4                            | 2                            |
|              |                                      | <b>New Members</b>     | 64                           | 68                           |
|              |                                      | <b>Drops</b>           | 36                           | 25                           |
|              |                                      | <b>Net Growth</b>      | 32                           | 49                           |
| <b>Total</b> |                                      | <b>New Clubs</b>       | 0                            | 0                            |
|              |                                      | <b>Charter Members</b> | 36                           | 2                            |
|              |                                      | <b>New Members</b>     | 234                          | 69                           |
|              |                                      | <b>Drops</b>           | 175                          | 25                           |
|              |                                      | <b>Net Growth</b>      | 108                          | 50                           |

