

# MD ANALYSIS

## CA 5 May Analysis

GAT Constitutional Area 5 Leader: Open

July 2020 to May 2021 (11 months) Results

| CA 5            | 2017-2018 | 2018-2019 |
|-----------------|-----------|-----------|
| New Clubs       | 253       | 167       |
| Charter Members | 9422      | 5767      |
| New Members     | 39349     | 29975     |
| Drops           | 35906     | 28040     |
| Net Growth      | 15791     | 10211     |

## May (Only Results)

| CA 5            | May-18 | May-19 |
|-----------------|--------|--------|
| New Clubs       | 21     | 15     |
| Charter Members | 971    | 430    |
| New Members     | 1998   | 1216   |
| Drops           | 3172   | 3818   |
| Net Growth      | 138    | -1947  |

Statement for 4th Quarter Results(previous 3 years)

| CA 5            | 2017-2018<br>4th Qtr | 2018-2019<br>4th Qtr |
|-----------------|----------------------|----------------------|
| New Clubs       | 89                   | 62                   |
| Charter Members | 3489                 | 2098                 |
| New Members     | 10244                | 7256                 |
| Drops           | 32083                | 32838                |
| Net Growth      | -17241               | -22553               |

## 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>       | 29               | 22               |
|              |                      | <b>Charter Members</b> | 1189             | 850              |
|              |                      | <b>New Members</b>     | 9553             | 7269             |
|              |                      | <b>Drops</b>           | 4874             | 2880             |
|              |                      | <b>Net Growth</b>      | 6537             | 5923             |
| <b>Total</b> |                      | <b>New Clubs</b>       | 29               | 22               |
|              |                      | <b>Charter Members</b> | 1189             | 850              |
|              |                      | <b>New Members</b>     | 9553             | 7269             |
|              |                      | <b>Drops</b>           | 4874             | 2880             |
|              |                      | <b>Net Growth</b>      | 6537             | 5923             |

### May (Only) Results

| <b>MD</b>    | <b>GMT Area</b>      | <b>CA 5</b>            | <b>May-18</b> | <b>May-19</b> |
|--------------|----------------------|------------------------|---------------|---------------|
| <b>300</b>   | <b>Md 300 Taiwan</b> | <b>New Clubs</b>       | 0             | 0             |
|              |                      | <b>Charter Members</b> | 7             | 1             |
|              |                      | <b>New Members</b>     | 148           | 96            |
|              |                      | <b>Drops</b>           | 95            | 180           |
|              |                      | <b>Net Growth</b>      | 82            | -70           |
| <b>Total</b> |                      | <b>New Clubs</b>       | 0             | 0             |
|              |                      | <b>Charter Members</b> | 7             | 1             |
|              |                      | <b>New Members</b>     | 148           | 96            |
|              |                      | <b>Drops</b>           | 95            | 180           |
|              |                      | <b>Net Growth</b>      | 82            | -70           |

**Statement for 4th Quarter Results (previous 3 years)**

| <b>MD</b>    | <b>GMT Area</b>      | <b>CA 5</b>            | <b>2017-2018<br/>4th Qtr</b> | <b>2018-2019<br/>4th Qtr</b> |
|--------------|----------------------|------------------------|------------------------------|------------------------------|
| <b>300</b>   | <b>Md 300 Taiwan</b> | <b>New Clubs</b>       | 2                            | 1                            |
|              |                      | <b>Charter Members</b> | 119                          | 42                           |
|              |                      | <b>New Members</b>     | 776                          | 328                          |
|              |                      | <b>Drops</b>           | 6565                         | 7398                         |
|              |                      | <b>Net Growth</b>      | -5578                        | -6931                        |
| <b>Total</b> |                      | <b>New Clubs</b>       | 2                            | 1                            |
|              |                      | <b>Charter Members</b> | 119                          | 42                           |
|              |                      | <b>New Members</b>     | 776                          | 328                          |
|              |                      | <b>Drops</b>           | 6565                         | 7398                         |
|              |                      | <b>Net Growth</b>      | -5578                        | -6931                        |

### 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>       | 17               | 22               |
|              |                          | <b>Charter Members</b> | 552              | 658              |
|              |                          | <b>New Members</b>     | 3834             | 3795             |
|              |                          | <b>Drops</b>           | 3663             | 3412             |
|              |                          | <b>Net Growth</b>      | 963              | 1240             |
| <b>355</b>   | <b>Republic Of Korea</b> | <b>New Clubs</b>       | 13               | 8                |
|              |                          | <b>Charter Members</b> | 511              | 346              |
|              |                          | <b>New Members</b>     | 3559             | 3763             |
|              |                          | <b>Drops</b>           | 2853             | 3103             |
|              |                          | <b>Net Growth</b>      | 1442             | 1213             |
| <b>356</b>   | <b>Republic Of Korea</b> | <b>New Clubs</b>       | 6                | 9                |
|              |                          | <b>Charter Members</b> | 281              | 384              |
|              |                          | <b>New Members</b>     | 3403             | 4298             |
|              |                          | <b>Drops</b>           | 2999             | 3402             |
|              |                          | <b>Net Growth</b>      | 939              | 1443             |
| <b>Total</b> |                          | <b>New Clubs</b>       | 36               | 39               |
|              |                          | <b>Charter Members</b> | 1344             | 1388             |
|              |                          | <b>New Members</b>     | 10796            | 11856            |
|              |                          | <b>Drops</b>           | 9515             | 9917             |
|              |                          | <b>Net Growth</b>      | 3344             | 3896             |

### May (Only) Results

| <b>MD</b>    | <b>GMT Area</b>          | <b>CA 5</b>            | <b>May-18</b> | <b>May-19</b> |
|--------------|--------------------------|------------------------|---------------|---------------|
| <b>354</b>   | <b>Republic Of Korea</b> | <b>New Clubs</b>       | 2             | 3             |
|              |                          | <b>Charter Members</b> | 49            | 94            |
|              |                          | <b>New Members</b>     | 222           | 281           |
|              |                          | <b>Drops</b>           | 256           | 277           |
|              |                          | <b>Net Growth</b>      | 25            | 109           |
| <b>355</b>   | <b>Republic Of Korea</b> | <b>New Clubs</b>       | 0             | 1             |
|              |                          | <b>Charter Members</b> | 25            | 28            |
|              |                          | <b>New Members</b>     | 131           | 115           |
|              |                          | <b>Drops</b>           | 338           | 311           |
|              |                          | <b>Net Growth</b>      | -124          | -161          |
| <b>356</b>   | <b>Republic Of Korea</b> | <b>New Clubs</b>       | 1             | 0             |
|              |                          | <b>Charter Members</b> | 80            | 12            |
|              |                          | <b>New Members</b>     | 114           | 172           |
|              |                          | <b>Drops</b>           | 910           | 801           |
|              |                          | <b>Net Growth</b>      | -607          | -588          |
| <b>Total</b> |                          | <b>New Clubs</b>       | 3             | 4             |
|              |                          | <b>Charter Members</b> | 154           | 134           |
|              |                          | <b>New Members</b>     | 467           | 568           |
|              |                          | <b>Drops</b>           | 1504          | 1389          |
|              |                          | <b>Net Growth</b>      | -706          | -640          |

**Statement for 4th Quarter Results (previous 3 years)**

| <b>MD</b>    | <b>GMT Area</b>          | <b>CA 5</b>            | <b>2017-2018<br/>4th Qtr</b> | <b>2018-2019<br/>4th Qtr</b> |
|--------------|--------------------------|------------------------|------------------------------|------------------------------|
| <b>354</b>   | <b>Republic Of Korea</b> | <b>New Clubs</b>       | 6                            | 7                            |
|              |                          | <b>Charter Members</b> | 154                          | 199                          |
|              |                          | <b>New Members</b>     | 1405                         | 964                          |
|              |                          | <b>Drops</b>           | 1943                         | 2565                         |
|              |                          | <b>Net Growth</b>      | -314                         | -1329                        |
| <b>355</b>   | <b>Republic Of Korea</b> | <b>New Clubs</b>       | 3                            | 3                            |
|              |                          | <b>Charter Members</b> | 141                          | 118                          |
|              |                          | <b>New Members</b>     | 1131                         | 612                          |
|              |                          | <b>Drops</b>           | 2430                         | 2433                         |
|              |                          | <b>Net Growth</b>      | -1056                        | -1632                        |
| <b>356</b>   | <b>Republic Of Korea</b> | <b>New Clubs</b>       | 2                            | 1                            |
|              |                          | <b>Charter Members</b> | 117                          | 54                           |
|              |                          | <b>New Members</b>     | 906                          | 605                          |
|              |                          | <b>Drops</b>           | 2221                         | 2156                         |
|              |                          | <b>Net Growth</b>      | -1065                        | -1437                        |
| <b>Total</b> |                          | <b>New Clubs</b>       | 11                           | 11                           |
|              |                          | <b>Charter Members</b> | 412                          | 371                          |
|              |                          | <b>New Members</b>     | 3442                         | 2181                         |
|              |                          | <b>Drops</b>           | 6594                         | 7154                         |
|              |                          | <b>Net Growth</b>      | -2435                        | -4398                        |

### MD Wise Analysis

| MD           | GMT Area | CA 5            | 2017-2018 | 2018-2019 |
|--------------|----------|-----------------|-----------|-----------|
| 335          | Japan    | New Clubs       | 1         | 0         |
|              |          | Charter Members | 30        | 0         |
|              |          | New Members     | 1281      | 1062      |
|              |          | Drops           | 758       | 804       |
|              |          | Net Growth      | 613       | 304       |
| 330          | Japan    | New Clubs       | 0         | 1         |
|              |          | Charter Members | 0         | 30        |
|              |          | New Members     | 868       | 875       |
|              |          | Drops           | 863       | 825       |
|              |          | Net Growth      | 81        | 171       |
| 334          | Japan    | New Clubs       | 2         | 0         |
|              |          | Charter Members | 44        | 0         |
|              |          | New Members     | 1348      | 1186      |
|              |          | Drops           | 1226      | 1118      |
|              |          | Net Growth      | 226       | 110       |
| 331          | Japan    | New Clubs       | 1         | 0         |
|              |          | Charter Members | 22        | 0         |
|              |          | New Members     | 484       | 423       |
|              |          | Drops           | 407       | 418       |
|              |          | Net Growth      | 112       | 23        |
| 332          | Japan    | New Clubs       | 2         | 1         |
|              |          | Charter Members | 84        | 21        |
|              |          | New Members     | 751       | 611       |
|              |          | Drops           | 598       | 689       |
|              |          | Net Growth      | 265       | -25       |
| 333          | Japan    | New Clubs       | 2         | 2         |
|              |          | Charter Members | 57        | 50        |
|              |          | New Members     | 1054      | 945       |
|              |          | Drops           | 904       | 1037      |
|              |          | Net Growth      | 268       | -15       |
| 336          | Japan    | New Clubs       | 1         | 0         |
|              |          | Charter Members | 44        | 0         |
|              |          | New Members     | 1056      | 990       |
|              |          | Drops           | 1081      | 1045      |
|              |          | Net Growth      | 44        | 5         |
| 337          | Japan    | New Clubs       | 0         | 5         |
|              |          | Charter Members | 0         | 134       |
|              |          | New Members     | 1162      | 987       |
|              |          | Drops           | 1314      | 1136      |
|              |          | Net Growth      | -101      | 29        |
| <b>Total</b> |          | New Clubs       | 9         | 9         |
|              |          | Charter Members | 281       | 235       |
|              |          | New Members     | 8004      | 7079      |
|              |          | Drops           | 7151      | 7072      |
|              |          | Net Growth      | 1508      | 602       |



### May (Only) Results

| MD    | GMT Area | CA 5            | May-18 | May-19 |
|-------|----------|-----------------|--------|--------|
| 335   | Japan    | New Clubs       | 0      | 0      |
|       |          | Charter Members | 2      | 0      |
|       |          | New Members     | 82     | 66     |
|       |          | Drops           | 69     | 146    |
|       |          | Net Growth      | 25     | -79    |
| 330   | Japan    | New Clubs       | 0      | 0      |
|       |          | Charter Members | 0      | 0      |
|       |          | New Members     | 43     | 33     |
|       |          | Drops           | 116    | 120    |
|       |          | Net Growth      | -71    | -48    |
| 334   | Japan    | New Clubs       | 0      | 0      |
|       |          | Charter Members | 0      | 0      |
|       |          | New Members     | 77     | 55     |
|       |          | Drops           | 145    | 137    |
|       |          | Net Growth      | -67    | -80    |
| 331   | Japan    | New Clubs       | 0      | 0      |
|       |          | Charter Members | 0      | 0      |
|       |          | New Members     | 26     | 28     |
|       |          | Drops           | 27     | 34     |
|       |          | Net Growth      | 0      | -6     |
| 332   | Japan    | New Clubs       | 0      | 0      |
|       |          | Charter Members | 5      | 0      |
|       |          | New Members     | 55     | 32     |
|       |          | Drops           | 55     | 98     |
|       |          | Net Growth      | 9      | -66    |
| 333   | Japan    | New Clubs       | 0      | 0      |
|       |          | Charter Members | 8      | 0      |
|       |          | New Members     | 114    | 33     |
|       |          | Drops           | 89     | 157    |
|       |          | Net Growth      | 34     | -123   |
| 336   | Japan    | New Clubs       | 0      | 0      |
|       |          | Charter Members | 0      | 0      |
|       |          | New Members     | 58     | 69     |
|       |          | Drops           | 83     | 109    |
|       |          | Net Growth      | -23    | -23    |
| 337   | Japan    | New Clubs       | 0      | 0      |
|       |          | Charter Members | 0      | 3      |
|       |          | New Members     | 66     | 61     |
|       |          | Drops           | 192    | 151    |
|       |          | Net Growth      | -119   | -82    |
| Total |          | New Clubs       | 0      | 0      |
|       |          | Charter Members | 15     | 3      |
|       |          | New Members     | 521    | 377    |
|       |          | Drops           | 776    | 952    |
|       |          | Net Growth      | -212   | -507   |

**Statement for 4th Quarter Results (previous 3 years)**

| <b>MD</b>    | <b>GMT Area</b> | <b>CA 5</b>            | <b>2017-2018<br/>4th Qtr</b> | <b>2018-2019<br/>4th Qtr</b> |
|--------------|-----------------|------------------------|------------------------------|------------------------------|
| <b>335</b>   | <b>Japan</b>    | <b>New Clubs</b>       | 0                            | 0                            |
|              |                 | <b>Charter Members</b> | 3                            | 0                            |
|              |                 | <b>New Members</b>     | 370                          | 232                          |
|              |                 | <b>Drops</b>           | 849                          | 892                          |
|              |                 | <b>Net Growth</b>      | -443                         | -638                         |
| <b>330</b>   | <b>Japan</b>    | <b>New Clubs</b>       | 3                            | 0                            |
|              |                 | <b>Charter Members</b> | 62                           | 2                            |
|              |                 | <b>New Members</b>     | 204                          | 210                          |
|              |                 | <b>Drops</b>           | 752                          | 928                          |
|              |                 | <b>Net Growth</b>      | -451                         | -665                         |
| <b>334</b>   | <b>Japan</b>    | <b>New Clubs</b>       | 0                            | 0                            |
|              |                 | <b>Charter Members</b> | 0                            | 0                            |
|              |                 | <b>New Members</b>     | 317                          | 222                          |
|              |                 | <b>Drops</b>           | 1383                         | 1398                         |
|              |                 | <b>Net Growth</b>      | -1040                        | -1154                        |
| <b>331</b>   | <b>Japan</b>    | <b>New Clubs</b>       | 0                            | 0                            |
|              |                 | <b>Charter Members</b> | 0                            | 0                            |
|              |                 | <b>New Members</b>     | 131                          | 100                          |
|              |                 | <b>Drops</b>           | 314                          | 347                          |
|              |                 | <b>Net Growth</b>      | -179                         | -245                         |
| <b>332</b>   | <b>Japan</b>    | <b>New Clubs</b>       | 2                            | 0                            |
|              |                 | <b>Charter Members</b> | 101                          | 0                            |
|              |                 | <b>New Members</b>     | 155                          | 106                          |
|              |                 | <b>Drops</b>           | 556                          | 636                          |
|              |                 | <b>Net Growth</b>      | -292                         | -516                         |
| <b>333</b>   | <b>Japan</b>    | <b>New Clubs</b>       | 1                            | 0                            |
|              |                 | <b>Charter Members</b> | 28                           | 2                            |
|              |                 | <b>New Members</b>     | 672                          | 135                          |
|              |                 | <b>Drops</b>           | 835                          | 958                          |
|              |                 | <b>Net Growth</b>      | -126                         | -809                         |
| <b>336</b>   | <b>Japan</b>    | <b>New Clubs</b>       | 0                            | 0                            |
|              |                 | <b>Charter Members</b> | 0                            | 0                            |
|              |                 | <b>New Members</b>     | 293                          | 226                          |
|              |                 | <b>Drops</b>           | 765                          | 919                          |
|              |                 | <b>Net Growth</b>      | -457                         | -673                         |
| <b>337</b>   | <b>Japan</b>    | <b>New Clubs</b>       | 1                            | 1                            |
|              |                 | <b>Charter Members</b> | 21                           | 30                           |
|              |                 | <b>New Members</b>     | 318                          | 250                          |
|              |                 | <b>Drops</b>           | 1127                         | 927                          |
|              |                 | <b>Net Growth</b>      | -761                         | -631                         |
| <b>Total</b> |                 | <b>New Clubs</b>       | 7                            | 1                            |
|              |                 | <b>Charter Members</b> | 215                          | 34                           |
|              |                 | <b>New Members</b>     | 2460                         | 1481                         |
|              |                 | <b>Drops</b>           | 6581                         | 7005                         |
|              |                 | <b>Net Growth</b>      | -3749                        | -5331                        |

### MD Wise Analysis

| MD    | GMT Area | CA 5            | 2018-2019 |
|-------|----------|-----------------|-----------|
| 310   | Thailand | New Clubs       | 5         |
|       |          | Charter Members | 214       |
|       |          | New Members     | 610       |
|       |          | Drops           | 638       |
|       |          | Net Growth      | 271       |
| Total |          | New Clubs       | 5         |
|       |          | Charter Members | 214       |
|       |          | New Members     | 610       |
|       |          | Drops           | 638       |
|       |          | Net Growth      | 271       |

### May (Only) Results

| <b>MD</b>    | <b>GMT Area</b> | <b>CA 5</b>            | <b>May-19</b> |
|--------------|-----------------|------------------------|---------------|
| <b>310</b>   | <b>Thailand</b> | <b>New Clubs</b>       | 0             |
|              |                 | <b>Charter Members</b> | 2             |
|              |                 | <b>New Members</b>     | 52            |
|              |                 | <b>Drops</b>           | 105           |
|              |                 | <b>Net Growth</b>      | -47           |
| <b>Total</b> |                 | <b>New Clubs</b>       | 0             |
|              |                 | <b>Charter Members</b> | 2             |
|              |                 | <b>New Members</b>     | 52            |
|              |                 | <b>Drops</b>           | 105           |
|              |                 | <b>Net Growth</b>      | -47           |

**Statement for 4th Quarter Results (previous 3 years)**

| <b>MD</b>    | <b>GMT Area</b> | <b>CA 5</b>            | <b>2018-2019<br/>4th Qtr</b> |
|--------------|-----------------|------------------------|------------------------------|
| <b>310</b>   | <b>Thailand</b> | <b>New Clubs</b>       | 2                            |
|              |                 | <b>Charter Members</b> | 45                           |
|              |                 | <b>New Members</b>     | 210                          |
|              |                 | <b>Drops</b>           | 683                          |
|              |                 | <b>Net Growth</b>      | -405                         |
| <b>Total</b> |                 | <b>New Clubs</b>       | 2                            |
|              |                 | <b>Charter Members</b> | 45                           |
|              |                 | <b>New Members</b>     | 210                          |
|              |                 | <b>Drops</b>           | 683                          |
|              |                 | <b>Net Growth</b>      | -405                         |

## 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                | 3                |
|                          |                     | <b>Charter Members</b> | 20               | 63               |
|                          |                     | <b>New Members</b>     | 18               | 14               |
|                          |                     | <b>Drops</b>           | 40               | 23               |
|                          |                     | <b>Net Growth</b>      | 0                | 58               |
| <b>China<br/>Country</b> | <b>China</b>        | <b>New Clubs</b>       | 100              | 6                |
|                          |                     | <b>Charter Members</b> | 4250             | 630              |
|                          |                     | <b>New Members</b>     | 7111             | 47               |
|                          |                     | <b>Drops</b>           | 10053            | 3410             |
|                          |                     | <b>Net Growth</b>      | 2113             | -2292            |
| <b>Total</b>             |                     | <b>New Clubs</b>       | 100              | 9                |
|                          |                     | <b>Charter Members</b> | 4270             | 693              |
|                          |                     | <b>New Members</b>     | 7129             | 61               |
|                          |                     | <b>Drops</b>           | 10093            | 3433             |
|                          |                     | <b>Net Growth</b>      | 2113             | -2234            |

## May (Only) Results

| <b>MD</b>                | <b>GMT Area</b>     | <b>CA 5</b>            | <b>May-18</b> | <b>May-19</b> |
|--------------------------|---------------------|------------------------|---------------|---------------|
| <b>NA</b>                | <b>Undistricted</b> | <b>New Clubs</b>       | 0             | 1             |
|                          |                     | <b>Charter Members</b> | 0             | 20            |
|                          |                     | <b>New Members</b>     | 2             | 0             |
|                          |                     | <b>Drops</b>           | 3             | 4             |
|                          |                     | <b>Net Growth</b>      | -1            | 16            |
| <b>China<br/>Country</b> | <b>China</b>        | <b>New Clubs</b>       | 8             | 0             |
|                          |                     | <b>Charter Members</b> | 439           | 29            |
|                          |                     | <b>New Members</b>     | 581           | 0             |
|                          |                     | <b>Drops</b>           | 312           | 793           |
|                          |                     | <b>Net Growth</b>      | 802           | -749          |
| <b>Total</b>             |                     | <b>New Clubs</b>       | 8             | 1             |
|                          |                     | <b>Charter Members</b> | 439           | 49            |
|                          |                     | <b>New Members</b>     | 583           | 0             |
|                          |                     | <b>Drops</b>           | 315           | 797           |
|                          |                     | <b>Net Growth</b>      | 801           | -733          |

**Statement for 4th Quarter Results (previous 3 years)**

| <b>MD</b>                | <b>GMT Area</b>     | <b>CA 5</b>            | <b>2017-2018<br/>4th Qtr</b> | <b>2018-2019<br/>4th Qtr</b> |
|--------------------------|---------------------|------------------------|------------------------------|------------------------------|
| <b>NA</b>                | <b>Undistricted</b> | <b>New Clubs</b>       | 0                            | 1                            |
|                          |                     | <b>Charter Members</b> | 0                            | 21                           |
|                          |                     | <b>New Members</b>     | 4                            | 1                            |
|                          |                     | <b>Drops</b>           | 15                           | 24                           |
|                          |                     | <b>Net Growth</b>      | -10                          | -2                           |
| <b>China<br/>Country</b> | <b>China</b>        | <b>New Clubs</b>       | 22                           | 0                            |
|                          |                     | <b>Charter Members</b> | 1242                         | 383                          |
|                          |                     | <b>New Members</b>     | 1261                         | 2122                         |
|                          |                     | <b>Drops</b>           | 9445                         | 7889                         |
|                          |                     | <b>Net Growth</b>      | -6503                        | -5075                        |
| <b>Total</b>             |                     | <b>New Clubs</b>       | 22                           | 1                            |
|                          |                     | <b>Charter Members</b> | 1242                         | 404                          |
|                          |                     | <b>New Members</b>     | 1265                         | 2123                         |
|                          |                     | <b>Drops</b>           | 9460                         | 7913                         |
|                          |                     | <b>Net Growth</b>      | -6513                        | -5077                        |



## MD Wise Analysis

| MD    | GMT Area                         | CA 5            | 2017-2018 | 2018-2019 |
|-------|----------------------------------|-----------------|-----------|-----------|
| NA    | Undistricted                     | New Clubs       | 5         | 22        |
|       |                                  | Charter Members | 146       | 680       |
|       |                                  | New Members     | 93        | 148       |
|       |                                  | Drops           | 158       | 112       |
|       |                                  | Net Growth      | 98        | 724       |
| 301   | Philippines                      | New Clubs       | 32        | 40        |
|       |                                  | Charter Members | 1045      | 1013      |
|       |                                  | New Members     | 1563      | 1341      |
|       |                                  | Drops           | 1626      | 2393      |
|       |                                  | Net Growth      | 1151      | 143       |
| 308   | Brunei<br>Malaysia<br>Singapore  | New Clubs       | 21        | 18        |
|       |                                  | Charter Members | 549       | 563       |
|       |                                  | New Members     | 1218      | 1239      |
|       |                                  | Drops           | 1069      | 1174      |
|       |                                  | Net Growth      | 803       | 766       |
| 204   | Cnmi<br>Guam<br>Marshall Islands | New Clubs       | 2         | 1         |
|       |                                  | Charter Members | 46        | 70        |
|       |                                  | New Members     | 102       | 95        |
|       |                                  | Drops           | 231       | 206       |
|       |                                  | Net Growth      | -76       | -20       |
| Total |                                  | New Clubs       | 60        | 81        |
|       |                                  | Charter Members | 1786      | 2326      |
|       |                                  | New Members     | 2976      | 2823      |
|       |                                  | Drops           | 3084      | 3885      |
|       |                                  | Net Growth      | 1976      | 1613      |

### May (Only) Results

| <b>MD</b>    | <b>GMT Area</b>                           | <b>CA 5</b>            | <b>May-18</b> | <b>May-19</b> |
|--------------|---|------------------------|---------------|---------------|
| <b>NA</b>    | <b>Undistricted</b>                       | <b>New Clubs</b>       | 0             | 0             |
|              |   | <b>Charter Members</b> | 0             | 0             |
|              |   | <b>New Members</b>     | 18            | 0             |
|              |   | <b>Drops</b>           | 6             | 8             |
|              |   | <b>Net Growth</b>      | 12            | -8            |
| <b>301</b>   | <b>Philippines</b>                        | <b>New Clubs</b>       | 5             | 7             |
|              |   | <b>Charter Members</b> | 228           | 152           |
|              |   | <b>New Members</b>     | 165           | 49            |
|              |   | <b>Drops</b>           | 134           | 118           |
|              |   | <b>Net Growth</b>      | 272           | 93            |
| <b>308</b>   | <b>Brunei<br/>Malaysia<br/>Singapore</b>  | <b>New Clubs</b>       | 3             | 3             |
|              |   | <b>Charter Members</b> | 80            | 87            |
|              |   | <b>New Members</b>     | 24            | 49            |
|              |   | <b>Drops</b>           | 131           | 248           |
|              |   | <b>Net Growth</b>      | -21           | -41           |
| <b>204</b>   | <b>Cnmi<br/>Guam<br/>Marshall Islands</b> | <b>New Clubs</b>       | 1             | 0             |
|              |   | <b>Charter Members</b> | 20            | 1             |
|              |   | <b>New Members</b>     | 0             | 15            |
|              |   | <b>Drops</b>           | 35            | 13            |
|              |   | <b>Net Growth</b>      | -15           | 3             |
| <b>Total</b> |   | <b>New Clubs</b>       | 9             | 10            |
|              |   | <b>Charter Members</b> | 328           | 240           |
|              |   | <b>New Members</b>     | 207           | 113           |
|              |   | <b>Drops</b>           | 306           | 387           |
|              |   | <b>Net Growth</b>      | 248           | 47            |

**Statement for 4th Quarter Results (previous 3 years)**

| <b>MD</b>    | <b>GMT Area</b>                                       | <b>CA 5</b>   | <b>2017-2018<br/>4th Qtr</b>       | <b>2018-2019<br/>4th 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> | 1<br>31<br>66<br>60<br>43          | 11<br>340<br>76<br>122<br>298     |
| <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> | 28<br>969<br>1438<br>923<br>1544   | 20<br>467<br>412<br>1240<br>-336  |
| <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> | 7<br>195<br>213<br>957<br>-529     | 12<br>322<br>349<br>1075<br>-301  |
| <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> | 5<br>137<br>96<br>100<br>135       | 1<br>22<br>37<br>80<br>-19        |
| <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> | 41<br>1332<br>1813<br>2040<br>1193 | 44<br>1151<br>874<br>2517<br>-358 |

### 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>     | 16               | 20               |
|              |                                      | <b>Drops</b>           | 26               | 48               |
|              |                                      | <b>Net Growth</b>      | 10               | -28              |
| <b>310</b>   | <b>Thailand</b>                      | <b>New Clubs</b>       | 14               | 0                |
|              |                                      | <b>Charter Members</b> | 419              | 0                |
|              |                                      | <b>New Members</b>     | 625              | 0                |
|              |                                      | <b>Drops</b>           | 869              | 0                |
|              |                                      | <b>Net Growth</b>      | 224              | 0                |
| <b>303</b>   | <b>Hong Kong<br/>China<br/>Macao</b> | <b>New Clubs</b>       | 4                | 2                |
|              |                                      | <b>Charter Members</b> | 113              | 61               |
|              |                                      | <b>New Members</b>     | 250              | 257              |
|              |                                      | <b>Drops</b>           | 294              | 167              |
|              |                                      | <b>Net Growth</b>      | 79               | 168              |
| <b>Total</b> |                                      | <b>New Clubs</b>       | 19               | 2                |
|              |                                      | <b>Charter Members</b> | 552              | 61               |
|              |                                      | <b>New Members</b>     | 891              | 277              |
|              |                                      | <b>Drops</b>           | 1189             | 215              |
|              |                                      | <b>Net Growth</b>      | 313              | 140              |

### May (Only) Results

| <b>MD</b>    | <b>GMT Area</b>                      | <b>CA 5</b>            | <b>May-18</b> | <b>May-19</b> |
|--------------|--------------------------------------|------------------------|---------------|---------------|
| <b>NA</b>    | <b>Undistricted</b>                  | <b>New Clubs</b>       | 0             | 0             |
|              |                                      | <b>Charter Members</b> | 0             | 0             |
|              |                                      | <b>New Members</b>     | 7             | 2             |
|              |                                      | <b>Drops</b>           | 2             | 2             |
|              |                                      | <b>Net Growth</b>      | 5             | 0             |
| <b>310</b>   | <b>Thailand</b>                      | <b>New Clubs</b>       | 1             | 0             |
|              |                                      | <b>Charter Members</b> | 28            | 0             |
|              |                                      | <b>New Members</b>     | 53            | 0             |
|              |                                      | <b>Drops</b>           | 134           | 0             |
|              |                                      | <b>Net Growth</b>      | -52           | 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>     | 12            | 8             |
|              |                                      | <b>Drops</b>           | 40            | 6             |
|              |                                      | <b>Net Growth</b>      | -28           | 3             |
| <b>Total</b> |                                      | <b>New Clubs</b>       | 1             | 0             |
|              |                                      | <b>Charter Members</b> | 28            | 1             |
|              |                                      | <b>New Members</b>     | 72            | 10            |
|              |                                      | <b>Drops</b>           | 176           | 8             |
|              |                                      | <b>Net Growth</b>      | -75           | 3             |

**Statement for 4th Quarter Results (previous 3 years)**

| <b>MD</b>    | <b>GMT Area</b>                      | <b>CA 5</b>            | <b>2017-2018<br/>4th Qtr</b> | <b>2018-2019<br/>4th Qtr</b> |
|--------------|--------------------------------------|------------------------|------------------------------|------------------------------|
| <b>NA</b>    | <b>Undistricted</b>                  | <b>New Clubs</b>       | 0                            | 0                            |
|              |                                      | <b>Charter Members</b> | 0                            | 0                            |
|              |                                      | <b>New Members</b>     | 14                           | 5                            |
|              |                                      | <b>Drops</b>           | 39                           | 2                            |
|              |                                      | <b>Net Growth</b>      | -25                          | 5                            |
| <b>310</b>   | <b>Thailand</b>                      | <b>New Clubs</b>       | 5                            | 0                            |
|              |                                      | <b>Charter Members</b> | 137                          | 0                            |
|              |                                      | <b>New Members</b>     | 349                          | 0                            |
|              |                                      | <b>Drops</b>           | 589                          | 0                            |
|              |                                      | <b>Net Growth</b>      | -80                          | 0                            |
| <b>303</b>   | <b>Hong Kong<br/>China<br/>Macao</b> | <b>New Clubs</b>       | 1                            | 2                            |
|              |                                      | <b>Charter Members</b> | 32                           | 51                           |
|              |                                      | <b>New Members</b>     | 125                          | 54                           |
|              |                                      | <b>Drops</b>           | 215                          | 166                          |
|              |                                      | <b>Net Growth</b>      | -54                          | -58                          |
| <b>Total</b> |                                      | <b>New Clubs</b>       | 6                            | 2                            |
|              |                                      | <b>Charter Members</b> | 169                          | 51                           |
|              |                                      | <b>New Members</b>     | 488                          | 59                           |
|              |                                      | <b>Drops</b>           | 843                          | 168                          |
|              |                                      | <b>Net Growth</b>      | -159                         | -53                          |

