

MD ANALYSIS

CA 5 - C May Analysis

GAT Constitutional Area 5 - China Leader: Open

July 2022 to May 2023 (11 months) Results

| CA 5 - C | 2019-2020 | 2020-2021 | 2021-2022 | 2022-2023 |
|-----------------|-----------|-----------|-----------|-----------|
| New Clubs | 0 | 2 | 9 | 7 |
| Charter Members | 279 | 564 | 693 | 473 |
| New Members | 300 | 5965 | 3060 | 4477 |
| Drops | 1128 | 1424 | 1194 | 1029 |
| Net Growth | -161 | 5955 | 3194 | 4487 |

May (Only Results)

| CA 5 - C | May-20 | May-21 | May-22 | May-23 |
|-----------------|--------|--------|--------|--------|
| New Clubs | 0 | 0 | 0 | 0 |
| Charter Members | 33 | 16 | 21 | 18 |
| New Members | 8 | 19 | 67 | 182 |
| Drops | 93 | 109 | 153 | 123 |
| Net Growth | -15 | -32 | -48 | 107 |

Statement for 4th Quarter Results(previous 3 years)

| CA 5 - C | 2019-2020 4th Qtr | 2020-2021 4th Qtr | 2021-2022 4th Qtr |
|-----------------|----------------------|----------------------|----------------------|
| New Clubs | 1 | 1 | 1 |
| Charter Members | 413 | 319 | 251 |
| New Members | 46 | 542 | 367 |
| Drops | 7038 | 5573 | 5878 |
| Net Growth | -6119 | -4212 | -4922 |

MD Wise Analysis

| MD | GMT Area | CA 5 - C | 2019-2020 | 2020-2021 | 2021-2022 | 2022-2023 |
|--------------------------|-----------------|------------------------|------------------|------------------|------------------|------------------|
| China Country | China | New Clubs | 0 | 0 | 0 | 0 |
| | | Charter Members | 57 | 87 | 131 | 70 |
| | | New Members | 5 | 800 | 914 | 1096 |
| | | Drops | 221 | 210 | 206 | 176 |
| | | Net Growth | -89 | 848 | 988 | 1130 |
| Total | | New Clubs | 0 | 0 | 0 | 0 |
| | | Charter Members | 57 | 87 | 131 | 70 |
| | | New Members | 5 | 800 | 914 | 1096 |
| | | Drops | 221 | 210 | 206 | 176 |
| | | Net Growth | -89 | 848 | 988 | 1130 |

May (Only) Results

| MD | GMT Area | CA 5 - C | May-20 | May-21 | May-22 | May-23 |
|--------------------------|-----------------|------------------------|---------------|---------------|---------------|---------------|
| China Country | China | New Clubs | 0 | 0 | 0 | 0 |
| | | Charter Members | 11 | 1 | 14 | 7 |
| | | New Members | 0 | 0 | 11 | 7 |
| | | Drops | 19 | 8 | 24 | 14 |
| | | Net Growth | -3 | 4 | 11 | 6 |
| Total | | New Clubs | 0 | 0 | 0 | 0 |
| | | Charter Members | 11 | 1 | 14 | 7 |
| | | New Members | 0 | 0 | 11 | 7 |
| | | Drops | 19 | 8 | 24 | 14 |
| | | Net Growth | -3 | 4 | 11 | 6 |

Statement for 4th Quarter Results (previous 3 years)

| MD | GMT Area | CA 5 - C | 2019-2020 4th Qtr | 2020-2021 4th Qtr | 2021-2022 4th Qtr |
|--------------------------|-----------------|------------------------|------------------------------|------------------------------|------------------------------|
| China Country | China | New Clubs | 0 | 0 | 0 |
| | | Charter Members | 100 | 25 | 62 |
| | | New Members | 1 | 71 | 82 |
| | | Drops | 1015 | 641 | 1153 |
| | | Net Growth | -832 | -499 | -922 |
| Total | | New Clubs | 0 | 0 | 0 |
| | | Charter Members | 100 | 25 | 62 |
| | | New Members | 1 | 71 | 82 |
| | | Drops | 1015 | 641 | 1153 |
| | | Net Growth | -832 | -499 | -922 |

MD Wise Analysis

| MD | GMT Area | CA 5 - C | 2019-2020 | 2020-2021 | 2021-2022 | 2022-2023 |
|--------------------------|-----------------|------------------------|------------------|------------------|------------------|------------------|
| China Country | China | New Clubs | 0 | 0 | 0 | 0 |
| | | Charter Members | 50 | 79 | 81 | 71 |
| | | New Members | 19 | 1380 | 828 | 1176 |
| | | Drops | 198 | 223 | 223 | 234 |
| | | Net Growth | -71 | 1491 | 833 | 1140 |
| Total | | New Clubs | 0 | 0 | 0 | 0 |
| | | Charter Members | 50 | 79 | 81 | 71 |
| | | New Members | 19 | 1380 | 828 | 1176 |
| | | Drops | 198 | 223 | 223 | 234 |
| | | Net Growth | -71 | 1491 | 833 | 1140 |

May (Only) Results

| MD | GMT Area | CA 5 - C | May-20 | May-21 | May-22 | May-23 |
|--------------------------|-----------------|------------------------|---------------|---------------|---------------|---------------|
| China Country | China | New Clubs | 0 | 0 | 0 | 0 |
| | | Charter Members | 3 | 0 | 0 | 5 |
| | | New Members | 0 | 1 | 15 | 95 |
| | | Drops | 4 | 5 | 1 | 70 |
| | | Net Growth | 2 | 0 | 15 | 44 |
| Total | | New Clubs | 0 | 0 | 0 | 0 |
| | | Charter Members | 3 | 0 | 0 | 5 |
| | | New Members | 0 | 1 | 15 | 95 |
| | | Drops | 4 | 5 | 1 | 70 |
| | | Net Growth | 2 | 0 | 15 | 44 |

Statement for 4th Quarter Results (previous 3 years)

| MD | GMT Area | CA 5 - C | 2019-2020 4th Qtr | 2020-2021 4th Qtr | 2021-2022 4th Qtr |
|--------------------------|-----------------|------------------------|------------------------------|------------------------------|------------------------------|
| China Country | China | New Clubs | 0 | 0 | 0 |
| | | Charter Members | 95 | 84 | 32 |
| | | New Members | 11 | 41 | 79 |
| | | Drops | 1745 | 1516 | 1456 |
| | | Net Growth | -1494 | -1244 | -1293 |
| Total | | New Clubs | 0 | 0 | 0 |
| | | Charter Members | 95 | 84 | 32 |
| | | New Members | 11 | 41 | 79 |
| | | Drops | 1745 | 1516 | 1456 |
| | | Net Growth | -1494 | -1244 | -1293 |

MD Wise Analysis

| MD | GMT Area | CA 5 - C | 2019-2020 | 2020-2021 | 2021-2022 | 2022-2023 |
|--------------------------|-----------------|------------------------|------------------|------------------|------------------|------------------|
| China Country | China | New Clubs | 0 | 0 | 0 | 0 |
| | | Charter Members | 68 | 108 | 179 | 101 |
| | | New Members | 10 | 1255 | 575 | 1066 |
| | | Drops | 117 | 416 | 265 | 255 |
| | | Net Growth | 9 | 1131 | 740 | 1113 |
| Total | | New Clubs | 0 | 0 | 0 | 0 |
| | | Charter Members | 68 | 108 | 179 | 101 |
| | | New Members | 10 | 1255 | 575 | 1066 |
| | | Drops | 117 | 416 | 265 | 255 |
| | | Net Growth | 9 | 1131 | 740 | 1113 |

May (Only) Results

| MD | GMT Area | CA 5 - C | May-20 | May-21 | May-22 | May-23 |
|--------------------------|-----------------|------------------------|---------------|---------------|---------------|---------------|
| China Country | China | New Clubs | 0 | 0 | 0 | 0 |
| | | Charter Members | 3 | 5 | 1 | 1 |
| | | New Members | 0 | 0 | 8 | 5 |
| | | Drops | 6 | 13 | 6 | 6 |
| | | Net Growth | 0 | -2 | 7 | 3 |
| Total | | New Clubs | 0 | 0 | 0 | 0 |
| | | Charter Members | 3 | 5 | 1 | 1 |
| | | New Members | 0 | 0 | 8 | 5 |
| | | Drops | 6 | 13 | 6 | 6 |
| | | Net Growth | 0 | -2 | 7 | 3 |

Statement for 4th Quarter Results (previous 3 years)

| MD | GMT Area | CA 5 - C | 2019-2020 4th Qtr | 2020-2021 4th Qtr | 2021-2022 4th Qtr |
|--------------------------|-----------------|------------------------|------------------------------|------------------------------|------------------------------|
| China Country | China | New Clubs | 0 | 0 | 0 |
| | | Charter Members | 57 | 26 | 20 |
| | | New Members | 0 | 20 | 21 |
| | | Drops | 1338 | 935 | 982 |
| | | Net Growth | -1222 | -827 | -888 |
| Total | | New Clubs | 0 | 0 | 0 |
| | | Charter Members | 57 | 26 | 20 |
| | | New Members | 0 | 20 | 21 |
| | | Drops | 1338 | 935 | 982 |
| | | Net Growth | -1222 | -827 | -888 |

MD Wise Analysis

| MD | GMT Area | CA 5 - C | 2019-2020 | 2020-2021 | 2021-2022 | 2022-2023 |
|------------------|----------|-----------------|-----------|-----------|-----------|-----------|
| China Country | China | New Clubs | 0 | 0 | 0 | 0 |
| | | Charter Members | 95 | 224 | 32 | 42 |
| | | New Members | 33 | 2305 | 485 | 768 |
| | | Drops | 276 | 346 | 262 | 151 |
| | | Net Growth | 34 | 2385 | 318 | 735 |
| Total | | New Clubs | 0 | 0 | 0 | 0 |
| | | Charter Members | 95 | 224 | 32 | 42 |
| | | New Members | 33 | 2305 | 485 | 768 |
| | | Drops | 276 | 346 | 262 | 151 |
| | | Net Growth | 34 | 2385 | 318 | 735 |

May (Only) Results

| MD | GMT Area | CA 5 - C | May-20 | May-21 | May-22 | May-23 |
|--------------------------|-----------------|------------------------|---------------|---------------|---------------|---------------|
| China Country | China | New Clubs | 0 | 0 | 0 | 0 |
| | | Charter Members | 16 | 10 | 2 | 4 |
| | | New Members | 1 | 1 | 27 | 47 |
| | | Drops | 60 | 51 | 116 | 9 |
| | | Net Growth | -17 | -20 | -85 | 46 |
| Total | | New Clubs | 0 | 0 | 0 | 0 |
| | | Charter Members | 16 | 10 | 2 | 4 |
| | | New Members | 1 | 1 | 27 | 47 |
| | | Drops | 60 | 51 | 116 | 9 |
| | | Net Growth | -17 | -20 | -85 | 46 |

Statement for 4th Quarter Results (previous 3 years)

| MD | GMT Area | CA 5 - C | 2019-2020 4th Qtr | 2020-2021 4th Qtr | 2021-2022 4th Qtr |
|--------------------------|-----------------|------------------------|------------------------------|------------------------------|------------------------------|
| China Country | China | New Clubs | 0 | 0 | 0 |
| | | Charter Members | 138 | 160 | 101 |
| | | New Members | 5 | 355 | 144 |
| | | Drops | 2746 | 2270 | 2122 |
| | | Net Growth | -2438 | -1515 | -1735 |
| Total | | New Clubs | 0 | 0 | 0 |
| | | Charter Members | 138 | 160 | 101 |
| | | New Members | 5 | 355 | 144 |
| | | Drops | 2746 | 2270 | 2122 |
| | | Net Growth | -2438 | -1515 | -1735 |

MD Wise Analysis

| MD | GMT Area | CA 5 - C | 2019-2020 | 2020-2021 | 2021-2022 | 2022-2023 |
|-------|-----------------------------|-----------------|-----------|-----------|-----------|-----------|
| NA | Undistricted | New Clubs | 0 | 1 | 0 | 1 |
| | | Charter Members | 0 | 24 | 33 | 23 |
| | | New Members | 3 | 5 | 8 | 42 |
| | | Drops | 52 | 27 | 48 | 17 |
| | | Net Growth | -49 | 4 | -4 | 48 |
| 303 | Hong Kong China Macao | New Clubs | 0 | 1 | 9 | 6 |
| | | Charter Members | 9 | 42 | 237 | 166 |
| | | New Members | 230 | 220 | 250 | 329 |
| | | Drops | 264 | 202 | 190 | 196 |
| | | Net Growth | 5 | 96 | 319 | 321 |
| Total | | New Clubs | 0 | 2 | 9 | 7 |
| | | Charter Members | 9 | 66 | 270 | 189 |
| | | New Members | 233 | 225 | 258 | 371 |
| | | Drops | 316 | 229 | 238 | 213 |
| | | Net Growth | -44 | 100 | 315 | 369 |

May (Only) Results

| MD | GMT Area | CA 5 - C | May-20 | May-21 | May-22 | May-23 |
|-------|-----------------------------|-----------------|--------|--------|--------|--------|
| NA | Undistricted | New Clubs | 0 | 0 | 0 | 0 |
| | | Charter Members | 0 | 0 | 0 | 1 |
| | | New Members | 0 | 0 | 2 | 3 |
| | | Drops | 0 | 0 | 2 | 9 |
| | | Net Growth | 0 | 0 | 0 | -5 |
| 303 | Hong Kong China Macao | New Clubs | 0 | 0 | 0 | 0 |
| | | Charter Members | 0 | 0 | 4 | 0 |
| | | New Members | 7 | 17 | 4 | 25 |
| | | Drops | 4 | 32 | 4 | 15 |
| | | Net Growth | 3 | -14 | 4 | 13 |
| Total | | New Clubs | 0 | 0 | 0 | 0 |
| | | Charter Members | 0 | 0 | 4 | 1 |
| | | New Members | 7 | 17 | 6 | 28 |
| | | Drops | 4 | 32 | 6 | 24 |
| | | Net Growth | 3 | -14 | 4 | 8 |

Statement for 4th Quarter Results (previous 3 years)

| MD | GMT Area | CA 5 - C | 2019-2020 4th Qtr | 2020-2021 4th Qtr | 2021-2022 4th Qtr |
|--------------|--------------------------------------|------------------------|------------------------------|------------------------------|------------------------------|
| NA | Undistricted | New Clubs | 0 | 0 | 0 |
| | | Charter Members | 0 | 0 | 6 |
| | | New Members | 0 | 0 | 5 |
| | | Drops | 5 | 0 | 2 |
| | | Net Growth | -5 | 0 | 10 |
| 303 | Hong Kong China Macao | New Clubs | 1 | 1 | 1 |
| | | Charter Members | 23 | 24 | 30 |
| | | New Members | 29 | 55 | 36 |
| | | Drops | 189 | 211 | 163 |
| | | Net Growth | -128 | -127 | -94 |
| Total | | New Clubs | 1 | 1 | 1 |
| | | Charter Members | 23 | 24 | 36 |
| | | New Members | 29 | 55 | 41 |
| | | Drops | 194 | 211 | 165 |
| | | Net Growth | -133 | -127 | -84 |

