October Membership Analysis Report GAT Constitutional Area 5 - China

GAT Area Leader: Wing-Kun Tam

July to October (4 months) Cumulative Results

	2020-2021	2021-2022	2022-2023	2023-2024	2024-2025
New Clubs	2	5	4	5	g
Cancelled Clubs	4	13	11	2	2
Charter Members	308	371	252	241	264
New Members	3,757	1,425	2,058	3,763	1,964
Drops	625	502	440	353	577
Net Gain	3,849	1,622	2,134	3,937	1,989

October Only Results

	2020-2021	2021-2022	2022-2023	2023-2024	2024-2025
New Clubs	1	0	2	4	4
Cancelled Clubs	0	1	0	0	0
Charter Members	36	65	93	111	98
New Members	367	214	590	620	975
Drops	41	54	94	65	131
Net Gain	387	305	658	704	1,002

Quarter 2 Results

	2020-2021	2021-2022	2022-2023	2023-2024	2024-2025
New Clubs	2	0	4	10	6
Cancelled Clubs	4	3	-3	5	2
Charter Members	186	208	218	351	170
New Members	3,023	2,025	3,180	3,005	1,283
Drops	499	396	296	378	351
Net Gain	3,100	2,124	3,377	3,160	1,235

MBR0213 Page 1 of 10

July to October (4 months) Cumulative Results GAT Group A - Area 5-China

GAT Group Leader: Min Ma

			2020-2021	2021-2022	2022-2023	2023-2024	2024-2025
MD China	China	New Clubs	0	0	0	0	1
Coun		Cancelled Clubs	1	12	7	2	1
		Charter Members	87	119	49	37	37
		New Members	1,575	211	439	1,916	330
		Dropped Members	93	155	148	65	58
		Net Gain	1,657	311	414	2,002	400
MD NA	Undistricted	New Clubs	1	5	4	2	2
		Cancelled Clubs	0	0	0	0	0
		Charter Members	37	135	115	58	40
		New Members	126	197	209	166	140
		Dropped Members	116	130	96	118	120
		Net Gain	75	219	241	129	97
GAT Group	Total	New Clubs	1	5	4	2	3
•		Cancelled Clubs	1	12	7	2	1
		Charter Members	124	254	164	95	77
		New Members	1,701	408	648	2,082	470
		Dropped Members	209	285	244	183	178
		Net Gain	1,732	530	655	2,131	497

MBR0213 Page 2 of 10

October Only Results GAT Group A - Area 5-China GAT Group Leader: Min Ma

			2020-2021	2021-2022	2022-2023	2023-2024	2024-2025
MD China	China	New Clubs	0	0	0	0	0
Coun		Cancelled Clubs	0	2	0	0	0
		Charter Members	1	42	16	3	0
		New Members	124	31	45	255	162
		Dropped Members	16	26	30	10	22
		Net Gain	121	106	69	262	151
MD NA	Undistricted	New Clubs	0	0	2	2	2
		Cancelled Clubs	0	0	0	0	0
		Charter Members	7	0	57	43	40
		New Members	22	21	42	20	18
		Dropped Members	16	11	24	19	26
		Net Gain	16	13	76	44	45
GAT Group	Total	New Clubs	0	0	2	2	2
•		Cancelled Club	0	2	0	0	0
		Charter Members	8	42	73	46	40
		New Members	146	52	87	275	180
		Dropped Members	32	37	54	29	48
		Net Gain	137	119	145	306	196

MBR0213 Page 3 of 10

Quarter 2 Results GAT Group A - Area 5-China

GAT Group Leader: Min Ma

			2020-2021	2021-2022	2022-2023	2023-2024	2024-2025
MD China	China	New Clubs	0	0	0	0	1
Coun		Cancelled Clubs	1	4	-4	4	1
		Charter Members	52	127	54	28	26
		New Members	1,254	423	825	912	163
		Dropped Members	172	153	86	77	28
		Net Gain	1,279	527	973	928	173
MD NA	Undistricted	New Clubs	1	0	4	3	2
		Cancelled Clubs	0	0	0	0	0
		Charter Members	33	5	113	73	40
		New Members	62	56	96	62	41
		Dropped Members	51	57	75	119	55
		Net Gain	50	8	139	21	46
GAT Group	Total	New Clubs	1	0	4	3	3
_		Cancelled Club	1	4	-4	4	1
		Charter Members	85	132	167	101	66
		New Members	1,316	479	921	974	204
		Dropped Members	223	210	161	196	83
		Net Gain	1,329	535	1,112	949	219

MBR0213 Page 4 of 10

July to October (4 months) Cumulative Results GAT Group B - Area 5-China

GAT Group Leader: Xiaoqin Liu

			2020-2021	2021-2022	2022-2023	2023-2024	2024-2025
MD China	China	New Clubs	0	0	0	2	4
Coun		Cancelled Clubs	3	0	3	0	0
		Charter Members	93	42	40	104	129
		New Members	963	345	528	679	629
		Dropped Members	63	74	50	99	116
		Net Gain	1,074	364	603	784	714
GAT Group	Total	New Clubs	0	0	0	2	4
		Cancelled Clubs	3	0	3	0	0
		Charter Members	93	42	40	104	129
		New Members	963	345	528	679	629
		Dropped Members	63	74	50	99	116
		Net Gain	1,074	364	603	784	714

MBR0213 Page 5 of 10

October Only Results GAT Group B - Area 5-China

GAT Group Leader: Xiaoqin Liu

			2020-2021	2021-2022	2022-2023	2023-2024	2024-2025
MD China	China	New Clubs	0	0	0	2	0
Coun		Cancelled Clubs	0	0	0	0	0
		Charter Members	3	9	8	62	0
		New Members	218	59	145	145	388
		Dropped Members	7	13	5	11	42
		Net Gain	219	63	154	209	356
GAT Group	Total	New Clubs	0	0	0	2	0
		Cancelled Club	0	0	0	0	0
		Charter Members	3	9	8	62	0
		New Members	218	59	145	145	388
		Dropped Members	7	13	5	11	42
		Net Gain	219	63	154	209	356

MBR0213 Page 6 of 10

Quarter 2 Results GAT Group B - Area 5-China

GAT Group Leader: Xiaoqin Liu

			2020-2021	2021-2022	2022-2023	2023-2024	2024-2025
MD China	China	New Clubs	0	0	0	2	1
Coun		Cancelled Clubs	3	0	1	0	0
		Charter Members	34	30	24	92	46
		New Members	977	548	801	895	519
		Dropped Members	104	82	22	70	55
		Net Gain	982	559	826	982	530
GAT Group	Total	New Clubs	0	0	0	2	1
		Cancelled Club	3	0	1	0	0
		Charter Members	34	30	24	92	46
		New Members	977	548	801	895	519
		Dropped Members	104	82	22	70	55
		Net Gain	982	559	826	982	530

MBR0213 Page 7 of 10

July to October (4 months) Cumulative Results GAT Group C - Area 5-China

GAT Group Leader: Guo-Jun Zhang

			2020-2021	2021-2022	2022-2023	2023-2024	2024-2025
MD China	China	New Clubs	0	0	0	0	2
Coun		Cancelled Clubs	0	0	1	0	1
		Charter Members	67	63	48	17	58
		New Members	1,090	672	870	1,001	864
		Dropped Members	352	99	143	67	280
		Net Gain	1,015	760	867	1,000	749
MD NA	Undistricted	New Clubs	1	0	0	1	0
		Cancelled Clubs	0	1	0	0	0
		Charter Members	24	12	0	25	0
		New Members	3	0	12	1	1
		Dropped Members	1	44	3	4	3
		Net Gain	28	-32	9	22	29
GAT Group	Total	New Clubs	1	0	0	1	2
•		Cancelled Clubs	0	1	1	0	1
		Charter Members	91	75	48	42	58
		New Members	1,093	672	882	1,002	865
		Dropped Members	353	143	146	71	283
		Net Gain	1,043	728	876	1,022	778

MBR0213 Page 8 of 10

October Only Results GAT Group C - Area 5-China

GAT Group Leader: Guo-Jun Zhang

			2020-2021	2021-2022	2022-2023	2023-2024	2024-2025
MD China	China	New Clubs	0	0	0	0	2
Coun		Cancelled Clubs	0	0	0	0	0
		Charter Members	3	2	12	3	58
		New Members	3	103	346	199	406
		Dropped Members	2	4	32	21	41
		Net Gain	9	111	350	192	449
MD NA	Undistricted	New Clubs	1	0	0	0	0
		Cancelled Clubs	0	-1	0	0	0
		Charter Members	22	12	0	0	0
		New Members	0	0	12	1	1
		Dropped Members	0	0	3	4	0
		Net Gain	22	12	9	-3	1
GAT Group	Total	New Clubs	1	0	0	0	2
•		Cancelled Club	0	-1	0	0	0
		Charter Members	25	14	12	3	58
		New Members	3	103	358	200	407
		Dropped Members	2	4	35	25	41
		Net Gain	31	123	359	189	450

MBR0213 Page 9 of 10

Quarter 2 Results GAT Group C - Area 5-China

GAT Group Leader: Guo-Jun Zhang

			2020-2021	2021-2022	2022-2023	2023-2024	2024-2025
MD China	China	New Clubs	0	0	0	5	2
Coun		Cancelled Clubs	0	0	0	0	1
		Charter Members	45	34	27	158	58
		New Members	728	998	1,446	1,135	559
		Dropped Members	169	102	109	88	210
		Net Gain	768	1,020	1,431	1,252	457
MD NA	Undistricted	New Clubs	1	0	0	0	0
		Cancelled Clubs	0	-1	0	1	0
		Charter Members	22	12	0	0	0
		New Members	2	0	12	1	1
		Dropped Members	3	2	4	24	3
		Net Gain	21	10	8	-23	29
GAT Group	Total	New Clubs	1	0	0	5	2
•		Cancelled Club	0	-1	0	1	1
		Charter Members	67	46	27	158	58
		New Members	730	998	1,458	1,136	560
		Dropped Members	172	104	113	112	213
		Net Gain	789	1,030	1,439	1,229	486

MBR0213 Page 10 of 10