

State of the Unions FY2018

FY18 highlights



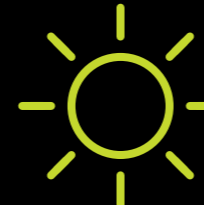
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Mitre 10 Cup unions achieved surpluses in FY18



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Heartland Championship unions achieved surpluses in FY18



\$1.25m

Combined surplus in FY18

\$74.5m

Of total revenue - **down by \$4.7m**
(a **6% decrease** from previous year)

10%↑

increase in male player registrations for senior players (21+) in Mitre 10 Cup unions (a reversal from 2017)

Bay of Plenty topped the group with the largest surplus of

\$902k

45%

of the combined revenue in FY18 was generated by the five large unions with Super Rugby franchises bases

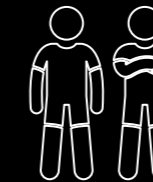
\$21.2m

expenditure in Growing the Game - **up 3.6%**

\$205m

spent in Growing the Game in past 10 years

The number of **Gen Z** players in senior competitions is almost the same as the number of **Gen X** players



98.1%

of registered rugby players are **Millennials** and **Gen Z**

17.7%

of rugby player registrations are **female** - **27,838**



Over the past 10 years, only 9 of 14 Mitre 10 cup unions have improved their equity positions



3.9%

increase in Match Related Income



Overall liquidity position with a combined Working Capital Ratio of 2:1 in FY18, however 6 unions had a negative working capital position.

\$39.6m

in combined accumulated funds in FY18, is the highest the funds have been since the inception of our reporting