

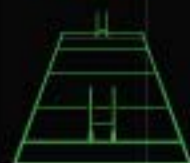
# State of the Unions FY2016

## FY16 highlights

Combined surplus of

**\$3.5m**

up from **\$1.4m loss** in FY15



Total revenue of

**\$78.2m**

Up from

**\$66.4m**

**↑ 17.8%**



Combined accumulated funds increased to

**\$34.6m**

Working capital positions improved to a combined current ratio of

**1.52 to 1.73** in FY16



All unions achieved surpluses, 14 Mitre 10 Cup unions & 12 Heartland Championship unions

Expenditure in Growing the Game was up 16.9% to

**\$20.1m**

Grants & sponsorship revenue up 15.1% to

**\$56.1m**



Heartland Championship unions collectively increased their revenue by

**\$1.3m** ↑

(up 17.3%) from FY15

of the Mitre 10 Cup teams improved their cash positions from FY15

**13**



## 10 year highlights



The five large unions with Super Rugby bases generated

**55.0%**

of the combined revenue in FY07



Crossover occurred in FY14 as the other unions revenue surpassed the five large unions, and has remained steady around 48% vs 52% since then

During that time there were some significant upheavals including the Otago union's restructure.

Combined accumulated funds were

**\$38.0m** in FY07

dropping to a low of

**\$25.5m** in FY11

now back to

**\$34.6m** in FY16



First five years were combined deficits (from \$3.2m in FY07 to \$0.6m in FY11)

First combined surplus achieved in FY12 (\$0.5m)



Major financial turnaround coincided with splitting the top division of the National Provincial Championship (NPC) into two tiers in 2011 season



Net working capital has improved from 1.19 in FY07 to

**1.73** in FY16

**FY13**

was the first year that all unions achieved surpluses (\$3.2m combined)

A slip up in FY15 as impacted by one union having a significant loss, resulting in a combined loss of **\$1.4m**

Current year is the largest combined surplus achieved **\$3.5m**