

State of the Unions FY2017

FY17 highlights



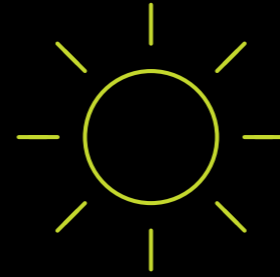
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Mitre 10 Cup unions achieved surpluses in FY17



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Heartland Championship unions achieved surpluses in FY17



\$3.8m

Combined surplus (highest in 11 years), up \$0.3m on FY16

\$79.2m

Of total revenue - up by \$2.1m (a 2.8% growth from previous year)

9.4% ↓

drop in male player registrations for senior players (21+) in Mitre 10 Cup unions

Auckland achieves highest ever surplus result of any union (\$2.1m) on the back of the British & Irish Lions games at Eden Park

50.5%

of the combined revenue in FY17 was generated by the five large unions with Super Rugby franchises bases

\$209.6m

spent in Growing the Game in past 10 years

\$20.2m

expenditure in Growing the Game - up 1.5%

2x

the number of female players since 2007, almost at 20,000 players

15.1%

of rugby player registrations are female



First time in 10 years that all 14 unions are in positive equity



19%

increase in Match Related Income



Best liquidity position in 10 years with a combined Working Capital Ratio of 2:1 in FY17



\$38.4m

in combined accumulated funds in FY17, with the Mitre 10 Cup unions recovering to their FY07 position