

2018

NSW RUGBY ANNUAL REPORT



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PRESIDENT
Marty Roebuck

VICE PRESIDENT
Al Baxter

CHIEF EXECUTIVE OFFICER
Andrew Hore

1. INTRODUCTION

OFFICE BEARERS

NSW RUGBY UNION	HONORARY LIFE MEMBERS
BOARD OF DIRECTORS	Dick Byres OAM
Roger Davis (Chairman)	Peter Crittle
Kerry Chikarovski	Peter Falk OAM
John Morrison	Peter Fenton OAM
Barry Ruddy	JE (John) Freeman OAM
Benjamin Gregory (appointed 1/3/18)	Ron Graham AM
Anthony Crawford (appointed 6/12/18)	PA (Phil) Harry AM
Arthur Laundy (appointed 1/3/18 & resigned 6/12/18)	Richard (Dick) Hart
Chuck Ardron (resigned 28/2/18)	JWT (Terry) MacBride
	Laurie Maher OAM
	Jeff Sayle OAM
NSW WARATAHS	Richard (Dick) Shaw
BOARD OF DIRECTORS	Robin Timmins OAM
Roger Davis (Chairman)	Terry Willis
Ross Grant	
Kerry Chikarovski	
David Giffin	
Nicholas Phipps (appointed 21/3/18)	
Anthony Crawford (appointed (6/12/18)	
Arthur Laundy (resigned 6/12/18)	
Paul Timmins (resigned 6/12/18)	
Damien Fitzpatrick (resigned 21/3/18)	



THANK YOU TO OUR 2018 SPONSORS FOR THEIR SUPPORT THROUGHOUT THE YEAR.

PRINCIPAL PARTNER



MAJOR PARTNERS



OFFICIAL PARTNERS



2. REPORT

CHAIRMAN & CEO'S REPORT

Welcome to the 2018 NSW Rugby Union (NSWRU) Annual Report in what has been other busy year for rugby across New South Wales.

Now 12 months on from the finalisation of the governance reforms agreed to at the 2017 AGM, NSW Rugby Union is already starting to see benefits in how the sport is delivered within our State. While we are still in the infancy stages of these governance reforms, the signs are positive and we look forward to building on the strong position we have created for rugby from our clubs and grassroots competitions through to our elite programs.

As an organisation NSWRU is committed to ensuring that as a sport we live by our values or care, connect and unify for the good of the game in our State. At all levels of NSWRU, we have clear objectives designed to ensure we live those values.

Collectively each department has used the below strategic pillars to ensure that rugby as a whole continues to grow. The five strategic pillars are:

- Inspire and align the community (including governance reforms)
- Creating strong development pathways
- Ensure NSW Waratahs are successful
- Diversify revenue streams
- Grow attendance at rugby.

ACTIVATE & INTEGRATE THE COMMUNITY

Connecting to our clubs and grassroots is a key driver for our organisation. Creating and delivering quality competitions, programs and creating opportunities that further build capacity and positive experiences for our clubs, coaches, volunteers and players, is key to our success.

The focus areas are on school and juniors, female rugby, development of volunteers and coaches and the development of aspirational pathways.

Registered clubs players in XV remains steady, with 36,711 registered players. There has been a strong growth in Sevens players, with 20,000 participants across the State across numerous tournaments and club organized events. Most significantly, the figures of those competing in regular 7's competitions at both the junior and senior levels has doubled to 3,000, with the biggest growth demographic in the women's divisions.

We have seen strong results in terms of engagement and key initiatives we have been able to deliver includes the below.

Creation of the 'Hubs' model. After the successful launch of the Northern Beaches Hub in 2017, that has already delivered positive results for the region including increased junior registrations, NSWRU this year has also taken steps to introduce a Western Sydney Hub. The Hub model is about identifying the different needs of specific regions across a host of areas from clubs, volunteers, referees, schools, juniors and seniors – and tailoring rugby programs and initiatives to drive better outcomes. The long term goal is to have Hubs established across the State.

Western Sydney Action Plan. A new Western Sydney action plan that will see the development of a new 'Hub'

which will focus on delivering a combined club and schools competitions for under 15-18s, a coach development manager, as well as a Coterie as part of the Positive Rugby Foundation to help fund the new initiatives in area. Additional support has also been identified to support Pacific Islands and multicultural rugby tournaments in Western Sydney to deliver more structured competitions for players, volunteers and fans.

NSW Waratahs community engagement. The NSW Waratahs squad have continued to support community rugby right across the State, with players and coaches contributing to over 700 appearances. From coaching clinics, Waratahs camps, schools visits, charity commitments, coach the coach sessions, meet and greets – our players value the opportunity to engage with fans and rugby participants. With close to 80% of our squad hailing from New South Wales, our players recognise the importance of giving back to the grassroots that supported their career.

Schools Relationships Managers. Connecting to schools to unify our pathways programs was recognised a key priority and

thanks for funding through the Positive Rugby Foundation Primary and Secondary Schools Relationship Managers were appointed with new roles to focus on the retention and growth school rugby.

Redefining community priorities. Throughout 2018 NSWRU worked with Rugby Australia to redefine strategies New South Wales could implement across the State that would contribute to overall national objectives.

For the Love of Rugby. The brand campaign was launched in 2018 and was designed to celebrate all aspects of rugby that fans and participants love. It is a campaign that connects the whole game and is marketed through juniors, country, seniors, Waratahs and women's programs. To kick start the campaign a six-part content series was launched that profiled junior rugby players, a NSW Waratahs fan, NSW Waratah legend Tim Gavin, Camden volunteer group 'chain gang', NSW Waratahs women's players, NSW Waratah Ned Hanigan who is product of the NSWRU pathways program.

Growing the digital footprint. Increasing NSWRU digital footprint allows the sport to connect to current fans, players, participants as well as attract new audiences to the game. In 2018, we achieved the highest amount of pageviews on our website since the 2014 and 2015 seasons. With amore consistent content throughout the whole year, focused on all of rugby, we reached 380,000 users visiting our website with an average of 2 minutes and 23 seconds spent viewing each page.

Our social media accounts in Instagram and Twitter saw considerable increases of followers (72,505 and 52,525 respectively, while Facebook remained even in it's follower numbers.

The demographic engaged on our digital channels are:

	Female	Male
Web	29.6%	70.4%
Facebook	22%	78%
Instagram	22.0%	78%
Twitter	41%	59%

GOVERNANCE REFORM

A year on from the agreement to bring together the community and professional side of the sport into one operating model

The move towards Advisory Councils, country, metro and elite, are designed to serve as an intermediary between the Board and affiliates to provide the co-ordination of strategy and operational issues across all stakeholders.

The mix provides greater role clarity, encourages collaboration and allows the limited resources within the sport to come together in a more effective way to improve the whole game.

While there are still strides to be made, by having one Board to help drive whole of game solutions, has already started to see positive results achieved. The collaborative way in which the sport is able to be administered his helping to facilitate growth, development and success of rugby in New South Wales from the grassroots to the elite level.

CREATING STRONG DEVELOPMENT PATHWAYS

Creating strong pathways within New South Wales doesn't just apply to players, with NSWRU committed building development opportunities for coaches, clubs, volunteers and referees.

The NSW Waratahs Academy, continues to work with the next generation of rugby talent to deliver the 'Waratah Way' which has six pillars for player development including physical, technical, tactical, mental, leadership, and holistic.

Both Rugby Australia and NSW Rugby Union have recognised the importance of investing into our academies, to foster talent within the game. In New South Wales especially, where there is increased choice of sports for young people to participate in, rugby needs to have the strategies in place to not only identify talent but ensure that talent is developed and provided a clear pathway.

Some of the key initiatives delivered throughout the year across numerous areas:

Schools. Recognised as a vital part of the player develop pathways, NSWRU continues to work with primary and high schools to ensure talent is fostered and opportunities created for students. Throughout 2018 some of the new programs launched including a joint venture between the NSW Sports High Schools Association and NSW Rugby, introduction of the Inter-Association Schools model whereby GPS, CAS and ISA schools played each other prior to the traditional association matches and development of a Australian National Schools Strategy Elite Youth that will see a move towards State based Academy U18 teams.

Coaches. Coaches in any sport play an integral part in helping to lay the foundation and plotting the success of a team, and NSW Rugby is working around the clock to develop our coaching pathways further. Kick starting the regular season, 20 Level One Foundation courses across four weekends around the Sydney and country regions with close to 50 coaches attending the training. Additionally, NSW Waratahs Coaching team are committed to delivering 'coach the coach' sessions across the State designed to equip club coaches with the processes and skill development that are being coached at the high performance end of the sport and can be adapted at the Club level.

NRC. NSW Rugby announced in 2018 that the Sydney Rays and NSW Country represented the State in the NRC to align to the organisation's pathway development system. NSWRU managed licenses for both teams. The NRC is distinctly different to club rugby, it's an intense 9-week competition in a high performance environment, which is the best for development programme for players and support staff.

Women. The launch of the Super W competition for 2018 saw NSWRU deliver an open trials in bid to select a team that would represent the State in this national competition. The new elite competition provides NSWRU the opportunity to further work with players to provide additional high performance opportunities for elite players. The Super W competition complements other women's programs already on offer across New South Wales including the Jack Scott Cup as well as the Chikarovski Cup, which is aligned to the NRC competition.

Gen Blue: As part of the well established Gen Blue programs, in 2018 NSWRU launched a new initiative that looked to further build off-field support for NSW Rugby's Generation Blue players. Parents and guardians of the next generation athletes came together at NSWRU headquarters with the programme's strong emphasis on producing better players and people. The sessions brought together players aged 16, 17 and 18 to educate them in the high performance ways of the NSW Waratahs as part of our plan to produce future Waratahs players.

Under 19 Rugby Championships. The inaugural competition saw two New South Wales teams selected, NSW Country and Sydney with coaches, manages and support staff selected from Sydney Colts competition and school rugby teams.

ENSURE NSW WARATAHS ARE SUCCESSFUL

In 2018, New South Wales men's and women's teams impressed on the international and domestic stage.

Super Rugby: It was a stand out year for the NSW Waratahs in 2018, an impressive turn around from the previous year. The NSW Waratahs finished top of the Australian Conference and progressed through to the Super Rugby Semi Final, the first time since 2015. Statistically the team delivered impressive results and managed to finish out the year in fourth place.

The turn around from previous season is a testament to the players, coaches and support staff who were determined to ensure NSW Waratahs were back to their winning ways.

Super W: New South Wales Women's team took out the inaugural Buildcorp Super W title in a nail biting final against rivals Queensland at home at Allianz Stadium. Impressive the NSW team were undefeated throughout the season, dominating the the competition and showcasing the impressive talent and depth within the women's XV ranks.

GROW ATTENDANCE AT NSW WARATAHS HOME GAMES

Growing attendance at NSW Waratahs home games is of significant importance. We know across Super Rugby in Australia, and in fact across many markets of Super Rugby, attendance numbers are declining and efforts need to be made to reconnect to rugby fans.

Under the new governance model, NSW Rugby Union is aiming to take a whole of sport approach to getting more fans attending NSW Waratahs games, including boosting initiatives such as free Junior Membership for all NSW registered junior players, working directly with regions and affiliates to develop ticket incentives as well as national partnerships to drive public awareness.

During 2018 NSW Rugby Union started to put in place strategies for home games for the duration of the Allianz Stadium re-build. Working collaboratively with our proud partners at the SCG Trust, NSWRU looked at the re-build period as an opportunity to take Super Rugby matches around the State to connect with fans for 2019 and beyond. These strategies saw agreements developed with Brookvale Oval, Newcastle City Council and the new Western Sydney stadium.

DIVERSIFY REVENUE STREAMS

2018 was a historic year for NSW Rugby Union with the public launch of the Positive Rugby Foundation, which heralds a new avenue of funding for the game in the State. The NSWRU Board and management recognised the importance of being financially self-reliant while at the same time growing the game across the State, investing in community programmes and supporting the health and wellbeing of the community.

The creation of the Positive Rugby Foundation (PRF) provides a fantastic opportunity for NSWRU to explore fundraising opportunities through a range of different ways, including Government, Philanthropic, Corporate and Private.

The aim of the PRF is to generate additional income to fund community rugby activities. The key areas for funds to be invested in include Country and Regional development, Elite Youth Development, Indigenous Programmes and initiatives, Schools and Juniors, Western Sydney Development and Women's Rugby.

Thank you to all our Coterie Members who signed up to our Schools and Country coteries to kick start the Positive Rugby Foundation. Your contribution is already delivering outcomes in a positive way for rugby across our State.

SPONSORSHIP.

We are proud of the strong sponsorship portfolio we have been able to build and those partners that continue to support us over a number of years. We must acknowledge our Principal Partner Daikin, who's long standing partnership with the sport is valued.

Leading global financial services provider, CMC Markets, announced in 2018 its continued support of the NSW Waratahs, signing on as a major partner for the fifth consecutive year. The enduring partnership between CMC Markets and the NSW Waratahs is a valuable alignment for both brands, sharing similar core values such as heritage, teamwork, accountability and strategy.

NSWRU rounded out the year with an exciting announcement of Japanese giants NEC Networks and System Integration Corporation (NESIC) is on board for 2019 as Official Partner of the NSW Waratahs and NSW Rugby. Asia, and particularly Japan, is one of rugby's emerging markets and one of NSWRU key priorities is to expand the NSW Waratahs brand in that region, with the NESIC partnership helping to achieve this.

Iconic Australian food brand joined the NSW rugby family in 2018 with Four'N Twenty (announcing an exclusive partnership with the NSWRU as the Official Referee Partner of NSW Rugby.

In Super W NSWRU partners step up to the table. PM-Partners, a leading Australian project management consultancy, was proud to sponsor the New South Wales Women's rugby team in the Super W rugby competition. Principal partner and front of jersey sponsor Daikin and major partners Ray White, People & Culture Strategies and the University of NSW also supported the team throughout the competition.

Government Relations. The appointment of a Government Relations Manager has allowed for a dedicated resource to be working with not on State Government departments, but also to help Clubs and regions to lobby their local government agencies to increase funding into the community.

Most significantly in 2018 was the announcement of \$20-million investment from the New South Wales Government into the development of a new home/s for rugby and programmes to develop the sport in New South Wales. The facility will be the epicentre for the State’s rugby community and a hub for more than just the development of the game.

With a strong emphasis on providing services in health and wellbeing to the communities in NSW, the new facility is vital for the ongoing growth of rugby. The organisation’s official charity, the NSW Positive Rugby Foundation, will be based at the facility as part of a charity hub that will be key components of a new concept for rugby in the future.

The goal is to create a home for the whole of the game, from administrators, charity partners, rugby supporters, members and our NSW representative teams.

COMMERIAL

Stadiums deal. A new interim agreement between New South Wales Rugby Union and Sydney Cricket Grounds was negotiated during 2018 and it set to provide long term disruption support for the sport while the new stadium is being redeveloped. Not only does this provide a permanent home base for NSW Waratahs at the SCG in the short term, it also allows NSWRU to negotiate deals with other stadiums for games that are not played at the SCG to provide opportunities to connect with different marketplaces across the State.

Strategic partnerships. Japan continues to be an important market for NSWRU from a commercial standpoint. In 2018 NSWRU entered into a new partnership with NEC Networks & System Integration Corporation (NESIC), in addition to formalising a new student exchange program with Kwansei Gakuin University and UNSW to deliver a Japanese educational week for sports management students.

FINANCIAL

New South Wales Rugby Union & NSW Waratahs Ltd delivered a consolidated operating deficit of \$547k for reporting period ending 31 December 2018. Contributing factors include poor 2017 on field performances in Super Rugby, negative media sentiment around the Super Rugby changes including changes to the format and the cutting of a team within the Australian conference.

NSWRU is forecasting a positive net position of \$6k for 2019, thanks to initiatives taken during 2018 which will reduce the reliance on traditional revenue streams such as membership, ticketing and sponsorship and diversify income streams.

Some of the major initiatives that will help see NSWRU move back into a positive position includes the launch of the Positive Rugby Foundation to directly support grassroots programs; expanding the Government Relations portfolio to continue to maximise the funding grants available to rugby both at a State level as well as assisting Clubs/regions; savings will start to come to fruition from the new headquarters in Daceyville, with the bold decision to move saving on rental costs previously incurred by the sport; and the new stadium disruption agreement with the Sydney Cricket Ground will help minimise losses for the duration of the home ground rebuild

Long term strategies to diversify revenue streams around stadium deals, the Positive Rugby Foundation and new facilities funding, provide confidence in bringing NSWRU back to a positive financial position.

In closing, we want to thank the NSWRU Board and staff who passionately live our values and goals and work tireless to better the game of rugby in our State.

To the extended rugby family, our players, coaches, club administrators, referees, volunteers, parents and schools, thank you for your participation and contribution to rugby and we look forward to seeing you around the grounds in 2019.

ROGER DAVIS
CHAIRMAN

ANDREW HORE
CEO



3. RUGBY



JOHN FLITCROFT

3 A.
NSW WARATAHS

<div>MATCH 1</div> <div>24/02/2018</div> <div>34 - 27</div> <div>NSW WARATAHSvSTORMERS</div> <div><div>SCORERS</div><div>M Hooper, I Folau, D Fitzpatrick, N Hanigan tries; B Foley 4 goals, 2 pen.goals</div></div> <div><div>REFEREE</div><div>Angus Gardner</div></div> <div><div>VENUE</div><div>Allianz Stadium Sydney</div></div> <div><div>CROWD</div><div>11,087</div></div>	<div>NSW WARATAHS LINEUP</div> <div>1. TOM ROBERTSON</div> <div>2. DAMIEN FITZPATRICK</div> <div>3. PATRICK RYAN</div> <div>4. TOM STANIFORTH</div> <div>5. ROB SIMMONS</div> <div>6. NED HANIGAN</div> <div>7. MICHAEL HOOPER (C)</div> <div>8. MICHAEL WELLS</div> <div>9. JAKE GORDON</div> <div>10. BERNARD FOLEY (VC)</div> <div>11. ANDREW KELLAWAY</div> <div>12. KURTLEY BEALE</div> <div>13. LALAKAI FOKETI</div> <div>14. CURTIS RONA</div> <div>15. ISRAEL FOLAU</div>	<div>RESERVES</div> <div>16. HUGH ROACH</div> <div>17. HARRY JOHNSON-HOLMES</div> <div>18. SHAMBECKLER VUI</div> <div>19. NICK PALMER</div> <div>20. JED HOLLOWAY</div> <div>21. MITCH SHORT</div> <div>22. BRYCE HEGARTY</div> <div>23. ALEX NEWSOME</div>	<div>MATCH 3</div> <div>10/03/2018</div> <div>28 - 38</div> <div>NSW WARATAHSvJAGUARES</div> <div><div>SCORERS</div><div>J Holloway, C Rona, N Palmer, I Folau tries; B Foley 4 goals</div></div> <div><div>REFEREE</div><div>Mike Fraser</div></div> <div><div>VENUE</div><div>Estadio Jose Amalfitani, Buenos Aires</div></div> <div><div>CROWD</div><div>5,203</div></div>	<div>NSW WARATAHS LINEUP</div> <div>1. TOM ROBERTSON</div> <div>2. DAMIEN FITZPATRICK</div> <div>3. PATRICK RYAN</div> <div>4. NED HANIGAN</div> <div>5. TOM STANIFORTH</div> <div>6. MICHAEL WELLS</div> <div>7. MICHAEL HOOPER (C)</div> <div>8. JED HOLLOWAY</div> <div>9. JAKE GORDON</div> <div>10. BERNARD FOLEY (VC)</div> <div>11. CURTIS RONA</div> <div>12. KURTLEY BEALE</div> <div>13. LALAKAI FOKETI</div> <div>14. ALEX NEWSOME</div> <div>15. ISRAEL FOLAU</div>	<div>RESERVES</div> <div>17. HARRY JOHNSON-HOLMES</div> <div>18. KALIVATI TAWAKE</div> <div>19. NICK PALMER</div> <div>20. WILL MILLER</div> <div>21. NICK DUFFY</div> <div>22. BRYCE HEGARTY</div> <div>23. TAQELE NAIYARAVORO</div> <div>25. TOLU LATU</div>
<div>MATCH 2</div> <div>03/03/2018</div> <div>24 - 24</div> <div>NSW WARATAHSvSHARKS</div> <div><div>SCORERS</div><div>J Gordon, M Hooper, M Short tries; B Foley 3 goals, pen.goal</div></div> <div><div>REFEREE</div><div>Jaco Peyper</div></div> <div><div>VENUE</div><div>King's Park, Durban</div></div> <div><div>CROWD</div><div>14,143</div></div>	<div>NSW WARATAHS LINEUP</div> <div>1. TOM ROBERTSON</div> <div>2. DAMIEN FITZPATRICK</div> <div>3. PATRICK RYAN</div> <div>4. NED HANIGAN</div> <div>5. TOM STANIFORTH</div> <div>6. MICHAEL WELLS</div> <div>7. MICHAEL HOOPER (C)</div> <div>8. JED HOLLOWAY</div> <div>9. JAKE GORDON</div> <div>10. BERNARD FOLEY (VC)</div> <div>11. CURTIS RONA</div> <div>12. KURTLEY BEALE</div> <div>13. LALAKAI FOKETI</div> <div>14. ANDREW KELLAWAY</div> <div>15. ISRAEL FOLAU</div>	<div>RESERVES</div> <div>16. HUGH ROACH</div> <div>17. HARRY JOHNSON-HOLMES</div> <div>18. KALIVATI TAWAKE</div> <div>19. NICK PALMER</div> <div>20. WILL MILLER</div> <div>21. MITCH SHORT</div> <div>22. BRYCE HEGARTY</div> <div>23. ALEX NEWSOME</div>	<div>MATCH 4</div> <div>18/03/2018</div> <div>51 - 27</div> <div>NSW WARATAHSvMELBOURNE REBELS</div> <div><div>SCORERS</div><div>T Naiyaravoro 2, L Foketi, R Simmons, M Short, B Hegarty tries; B Foley 6 goals, 3 pen.goals</div></div> <div><div>REFEREE</div><div>Brendan Pickerill</div></div> <div><div>VENUE</div><div>Allianz Stadium Sydney</div></div> <div><div>CROWD</div><div>11,652</div></div>	<div>NSW WARATAHS LINEUP</div> <div>1. TOM ROBERTSON</div> <div>2. DAMIEN FITZPATRICK</div> <div>3. SEKOPE KEPU</div> <div>4. NED HANIGAN</div> <div>5. ROB SIMMONS</div> <div>6. MICHAEL WELLS</div> <div>7. MICHAEL HOOPER (C)</div> <div>8. JED HOLLOWAY</div> <div>9. MITCH SHORT</div> <div>10. BERNARD FOLEY (VC)</div> <div>11. CURTIS RONA</div> <div>12. KURTLEY BEALE</div> <div>13. LALAKAI FOKETI</div> <div>14. ISRAEL FOLAU</div> <div>15. BRYCE HEGARTY</div>	<div>RESERVES</div> <div>16. HUGH ROACH</div> <div>17. HARRY JOHNSON-HOLMES</div> <div>18. PATRICK RYAN</div> <div>19. TOM STANIFORTH</div> <div>20. WILL MILLER</div> <div>21. MICK SNOWDEN</div> <div>22. ALEX NEWSOME</div> <div>23. TAQELE NAIYARAVORO</div>

MATCH 5

31/03/2018

24 - 17

NSW WARATAHSvBRUMBIES

SCORERS

T Naiyaravoro 2 tries; B Foley goal, 4 pen.goals

REFEREE

Nic Berry

VENUE

GIO Stadium, Canberra

CROWD

13,515

NSW WARATAHS LINEUP
1. TOM ROBERTSON
2. DAMIEN FITZPATRICK
3. SEKOPE KEPU
4. NED HANIGAN
5. ROB SIMMONS
6. MICHAEL WELLS
7. MICHAEL HOOPER (C)
8. JED HOLLOWAY
9. JAKE GORDON
10. BERNARD FOLEY (VC)
11. TAQELE NAIYARAVORO
12. KURTLEY BEALE
13. CURTIS RONA
14. ISRAEL FOLAU
15. BRYCE HEGARTY

RESERVES
16. HUGH ROACH
17. HARRY JOHNSON-HOLMES
18. PATRICK RYAN
19. TOM STANIFORTH
20. WILL MILLER
21. MITCH SHORT
22. LALAKAI FOKETI
23. ALEX NEWSOME

MATCH 7		
14/04/2018		
37 - 16		
NSW WARATAHS	v	QUEENSLAND REDS
SCORERS T Naiyaravoro 2, J Gordon, H Johnson-Holmes tries; B Foley 4 goals, 3 pen.goals		
REFEREE Angus Gardner		
VENUE Sydney Cricket Ground		
CROWD 15,648		

NSW WARATAHS LINEUP
1. TOM ROBERTSON
2. DAMIEN FITZPATRICK
3. SEKOPE KEPU
4. NED HANIGAN
5. ROB SIMMONS
6. WILL MILLER
7. MICHAEL HOOPER (C)
8. MICHAEL WELLS
9. JAKE GORDON
10. BERNARD FOLEY (VC)
11. TAQELE NAIYARAVORO
12. KURTLEY BEALE
13. CURTIS RONA
14. ALEX NEWSOME
15. BRYCE HEGARTY

RESERVES
16. HUGH ROACH
17. HARRY JOHNSON-HOLMES
18. PATRICK RYAN
19. TOM STANIFORTH
20. JED HOLLOWAY
21. NICK PHIPPS
22. LALAKAI FOKETI
23. CAMERON CLARK

MATCH 6

07/04/2018

50 - 29

NSW WARATAHSvSUNWOLVES

SCORERS

J Gordon 2, C Rona, W Miller, B Hegarty, M Hooper, T Naiyaravoro tries; B Foley 6 goals, pen.goal

REFEREE

Angus Gardner

VENUE

Prince Chichibu Memorial Stadium, Tokyo

CROWD

9,707

NSW WARATAHS LINEUP
1. TOM ROBERTSON
2. DAMIEN FITZPATRICK
3. SEKOPE KEPU
4. NED HANIGAN
5. ROB SIMMONS
6. WILL MILLER
7. MICHAEL HOOPER (C)
8. MICHAEL WELLS
9. JAKE GORDON
10. BERNARD FOLEY (VC)
11. TAQELE NAIYARAVORO
12. KURTLEY BEALE
13. CURTIS RONA
14. ALEX NEWSOME
15. ISRAEL FOLAU

RESERVES
16. HUGH ROACH
17. HARRY JOHNSON-HOLMES
18. PATRICK RYAN
19. TOM STANIFORTH
20. JED HOLLOWAY
21. MITCH SHORT
22. LALAKAI FOKETI
23. CAMERON CLARK

MATCH 8		
20/04/2018		
0 - 29		
NSW WARATAHS	v	LIONS
SCORERS		
REFEREE Mike Fraser		
VENUE Allianz Stadium Sydney		
CROWD 10,614		

NSW WARATAHS LINEUP
1. TOM ROBERTSON
2. DAMIEN FITZPATRICK
3. SEKOPE KEPU
4. TOME STANIFORTH
5. ROB SIMMONS
6. NED HANIGAN
7. MICHAEL HOOPER (C)
8. MICHAEL WELLS
9. JAKE GORDON
10. BERNARD FOLEY (VC)
11. TAQELE NAIYARAVORO
12. KURTLEY BEALE
13. CURTIS RONA
14. ALEX NEWSOME
15. BRYCE HEGARTY

RESERVES
16. HUGH ROACH
17. HARRY JOHNSON-HOLMES
18. PATRICK RYAN
19. NICK PALMER
20. JED HOLLOWAY
21. WILL MILLER
22. NICK PHIPPS
23. LALAKAI FOKETI

MATCH 9		
05/05/2018		
21 - 24		
NSW WARATAHS	v	BLUES
SCORERS D Fitzpatrick, S Kepu, M Hooper tries; B Foley 3 goals		
REFEREE Jaco Peyper		
VENUE Brookvale Oval		
CROWD 13,013		

NSW WARATAHS LINEUP
1. TOM ROBERTSON
2. DAMIEN FITZPATRICK
3. SEKOPE KEPU
4. NED HANIGAN
5. ROB SIMMONS
6. WILL MILLER
7. MICHAEL HOOPER (C)
8. MICHAEL WELLS
9. JAKE GORDON
10. BERNARD FOLEY (VC)
11. TAQELE NAIYARAVORO
12. KURTLEY BEALE
13. LALAKAI FOKETI
14. CAMERON CLARK
15. ISRAEL FOLAU

RESERVES
16. HUGH ROACH
17. HARRY JOHNSON-HOLMES
18. PATRICK RYAN
19. TOM STANIFORTH
20. JED HOLLOWAY
21. NICK PHIPPS
22. CURTIS RONA
24. BRYCE HEGARTY

MATCH 11		
19/05/2018		
41 - 21		
NSW WARATAHS	v	HIGHLANDERS
SCORERS T Naiyaravoro 2, I Folau 2, L Foketi, C Rona tries; B Foley 4 goals, pen. goal		
REFEREE Brendan Pcikerill		
VENUE Allianz Stadium, Sydney		
CROWD 12,308		

NSW WARATAHS LINEUP
1. TOM ROBERTSON
2. DAMIEN FITZPATRICK
3. SEKOPE KEPU
4. TOM STANIFORTH
5. ROB SIMMONS
6. WILL MILLER
7. MICHAEL HOOPER (C)
8. MICHAEL WELLS
9. JAKE GORDON
10. BERNARD FOLEY (VC)
11. TAQELE NAIYARAVORO
12. KURTLEY BEALE
13. CURTIS RONA
14. CAMERON CLARK
15. ISRAEL FOLAU

RESERVES
16. TOLU LATU
17. HARRY JOHNSON-HOLMES
18. CHAMBECKLER VUI
19. RYAN MCCAULEY
20. JED HOLLOWAY
21. NICK PHIPPS
22. LALAKAI FOKETI
23. BRYCE HEGARTY

MATCH 10		
12/05/2018		
29 - 31		
NSW WARATAHS	v	CRUSADERS
SCORERS C Clark, T Naiyaravoro, I Folau, C Rona tries; B Foley 3 goals, pen.goal		
REFEREE Ben O’Keefe		
VENUE AMI Stadium, Christchurch		
CROWD 11,597		

NSW WARATAHS LINEUP
1. TOM ROBERTSON
2. DAMIEN FITZPATRICK
3. SEKOPE KEPU
4. NED HANIGAN
5. ROB SIMMONS
6. WILL MILLER
7. MICHAEL HOOPER (C)
8. MICHAEL WELLS
9. NICK PHIPPS
10. BERNARD FOLEY (VC)
11. TAQELE NAIYARAVORO
12. KURTLEY BEALE
13. CURTIS RONA
14. CAMERON CLARK
15. ISRAEL FOLAU

RESERVES
16. HUGH ROACH
17. HARRY JOHNSON-HOLMES
18. SHAMBECKLER VUI
19. TOM STANIFORTH
20. JED HOLLOWAY
21. JAKE GORDON
22. LALAKAI FOKETI
23. BRYCE HEGARTY

MATCH 12		
26/05/2018		
27 - 39		
NSW WARATAHS	v	CHIEFS
SCORERS C Clark, C Rona, K Beale tries; B Foley 3 goals, 2 pen.goals		
REFEREE Glen Jackson		
VENUE FMG Stadium, Hamilton		
CROWD 10,747		

NSW WARATAHS LINEUP
1. TOM ROBERTSON
2. DAMIEN FITZPATRICK
3. SEKOPE KEPU
4. TOM STANIFORTH
5. ROB SIMMONS
6. WILL MILLER
7. MICHAEL HOOPER (C)
8. MICHAEL WELLS
9. NICK PHIPPS
10. BERNARD FOLEY (VC)
11. TAQELE NAIYARAVORO
12. KURTLEY BEALE
13. CURTIS RONA
14. CAMERON CLARK
15. ISRAEL FOLAU

RESERVES
16. TOLU LATU
17. HARRY JOHNSON-HOLMES
18. PATRICK RYAN
19. JED HOLLOWAY
20. BRAD WILKIN
21. JAKE GORDON
22. LALAKAI FOKETI
23. BRYCE HEGARTY

MATCH 13		
02/06/2018		
52 - 41		
NSW WARATAHS	v	QUEENSLAND REDS
<p>SCORERS I Folau 2, C Rona, M Wells, T Naiyaravoro, N Phipps, J Gordon, C Clark tries; B Foley 6 goals</p> <p>REFEREE Angus Gardner</p> <p>VENUE Suncorp Stadium Brisbane</p> <p>CROWD 14,452</p>		

NSW WARATAHS LINEUP
1. TOM ROBERTSON
2. DAMIEN FITZPATRICK
3. SEKOPE KEPU
4. JED HOLLOWAY
5. ROB SIMMONS
6. WILL MILLER
7. MICHAEL HOOPER (C)
8. MICHAEL WELLS
9. NICK PHIPPS
10. BERNARD FOLEY (VC)
11. TAQELE NAIYARAVORO
12. KURTLEY BEALE
13. CURTIS RONA
14. CAMERON CLARK
15. ISRAEL FOLAU

RESERVES
16. TOLU LATU
17. HARRY JOHNSON-HOLMES
18. SHAMBECKLER VUI
19. TOM STANIFORTH
20. BRAD WILKIN
21. JAKE GORDON
22. LALAKAI FOKETI
23. BRYCE HEGARTY

MATCH 15		
29/06/2018		
31 - 26		
NSW WARATAHS	v	MELBOURNE REBELS
<p>SCORERS T Naiyaravoro, W Miller, N Hanigan, B Foley tries; B Foley 4 goals, pen. goal</p> <p>REFEREE Nic Berry</p> <p>VENUE Allianz Stadium Sydney</p> <p>CROWD 9,208</p>		

NSW WARATAHS LINEUP
1. TOM ROBERTSON
2. DAMIEN FITZPATRICK
3. SEKOPE KEPU
4. JED HOLLOWAY
5. ROB SIMMONS (VC)
6. NED HANIGAN
7. WILL MILLER
8. MICHAEL WELLS
9. NICK PHIPPS
10. BERNARD FOLEY (C)
11. TAQELE NAIYARAVORO
12. KURTLEY BEALE
13. CURTIS RONA
14. CAMERON CLARK
15. BRYCE HEGARTY

RESERVES
16. TOLU LATU
17. HARRY JOHNSON-HOLMES
18. PATRICK RYAN
19. TOM STANIFORTH
20. BRAD WILKIN
21. JAKE GORDON
22. IRAE SIMONE
23. ALEX NEWSOME

MATCH 14		
17/06/2018		
26 - 29		
NSW WARATAHS	v	NEC GREEN ROCKETS
<p>SCORERS J Gordon 2, B Hegarty, H Roach tries; M Mason 3 goals</p> <p>REFEREE</p> <p>VENUE Prince Chichibu Memorial Stadium, Tokyo</p> <p>CROWD</p>		

NSW WARATAHS LINEUP
1. HARRY JOHNSON-HOLMES
2. HUGH ROACH
3. CHAMBECKLER VUI
4. JED HOLLOWAY
5. RYAN MCCAULEY
6. LACHLAN SWINTON
7. MACLEAN JONES
8. BRAD WILKIN
9. JAKE GORDON
10. MACK MASON (C)
11. ALEX NEWSOME
12. IRAE SIMONE
13. LALAKAI FOKETI
14. CAMERON CLARK
15. BRYCE HEGARTY

RESERVES
16. DAMIEN FITZPATRICK
17. CODY WALKER
18. PATRICK RYAN
19. TOM STANIFORTH
20. MICHAEL WELLS
21. MITCH SHORT
22. WILL MILLER
23. WILL MCDONNELL
24. TAQELE NAIYARAVORO

MATCH 16		
07/07/2018		
77 - 25		
NSW WARATAHS	v	SUNWOLVES
<p>SCORERS I Folau 2, T Naiyaravoro 2, A Newsome 2, S Kepu, K Beale, N Hanigan, N Phipps, C Rona, M Wells tries; B Foley 7 goals, pen.goal</p> <p>REFEREE Federico Anselmi</p> <p>VENUE Allianz Stadium Sydney</p> <p>CROWD 18,059</p>		

NSW WARATAHS LINEUP
1. TOM ROBERTSON
2. DAMIEN FITZPATRICK
3. SEKOPE KEPU
4. JED HOLLOWAY
5. ROB SIMMONS (VC)
6. NED HANIGAN
7. WILL MILLER
8. MICHAEL WELLS
9. NICK PHIPPS
10. BERNARD FOLEY (C)
11. TAQELE NAIYARAVORO
12. KURTLEY BEALE
13. CURTIS RONA
14. CAMERON CLARK
15. ISRAEL FOLAU

RESERVES
16. TOLU LATU
17. HARRY JOHNSON-HOLMES
18. PATRICK RYAN
19. TOM STANIFORTH
20. BRAD WILKIN
21. JAKE GORDON
22. ALEX NEWSOME
23. BRYCE HEGARTY

MATCH 17

11/06/2018

31 - 40

NSW WARATAHS v BRUMBIES

SCORERS D Fitzpatrick, T Naiyaravoro, W Miller, B Wilkin tries; B Foley 4 goals, pen.goal

REFEREE Angus Gardner

VENUE Allianz Stadium Stadium

CROWD 17,155

NSW WARATAHS LINEUP

1. TOM ROBERTSON
2. DAMIEN FITZPATRICK
3. SEKOPE KEPU
4. JED HOLLOWAY
5. ROB SIMMONS (VC)
6. NED HANIGAN
7. WILL MILLER
8. MICHAEL WELLS
9. NICK PHIPPS
10. BERNARD FOLEY (C)
11. TAQELE NAIYARAVORO
12. KURTLEY BEALE
13. CURTIS RONA
14. CAMERON CLARK
15. ISRAEL FOLAU

RESERVES

16. TOLU LATU
17. HARRY JOHNSON-HOLMES
18. PATRICK RYAN
19. TOM STANIFORTH
20. BRAD WILKIN
21. JAKE GORDON
22. ALEX NEWSOME
23. BRYCE HEGARTY

MATCH 19 - SEMI FINAL

28/07/2018

26 - 44

NSW WARATAHS v LIONS

SCORERS N Hanigan, I Folau, T Robertson, J Gordon tries; B Foley 3 goals

REFEREE Glen Jackson

VENUE Emirate Airlines Park Johannesburg

CROWD

NSW WARATAHS LINEUP

1. TOM ROBERTSON
2. TOLU LATU
3. SEKOPE KEPU
4. JED HOLLOWAY
5. ROB SIMMONS (VC)
6. NED HANIGAN
7. WILL MILLER
8. MICHAEL WELLS
9. NICK PHIPPS
10. BERNARD FOLEY (C)
11. TAQELE NAIYARAVORO
12. KURTLEY BEALE
13. CURTIS RONA
14. ALEX NEWSOME
15. ISRAEL FOLAU

RESERVES

16. DAMIEN FITZPATRICK
17. HARRY JOHNSON-HOLMES
18. PATRICK RYAN
19. TOM STANIFORTH
20. BRAD WILKIN
21. JAKE GORDON
22. BRYCE HEGARTY
23. CAMERON CLARK

MATCH 18 - QUARTER FINAL

21/07/2018

30 - 23

NSW WARATAHS v HIGHLANDERS

SCORERS B Foley 2, I Folau tries; B Foley 3 goals, 3 pen.goals

REFEREE Angus Gardner

VENUE Allianz Stadium Sydney

CROWD 12,067

NSW WARATAHS LINEUP

1. TOM ROBERTSON
2. DAMIEN FITZPATRICK
3. SEKOPE KEPU
4. JED HOLLOWAY
5. ROB SIMMONS (VC)
6. NED HANIGAN
7. WILL MILLER
8. MICHAEL WELLS
9. NICK PHIPPS
10. BERNARD FOLEY (C)
11. TAQELE NAIYARAVORO
12. KURTLEY BEALE
13. CURTIS RONA
14. ALEX NEWSOME
15. ISRAEL FOLAU

RESERVES

16. TOLU LATU
17. HARRY JOHNSON-HOLMES
18. PATRICK RYAN
19. TOM STANIFORTH
20. BRAD WILKIN
21. JAKE GORDON
22. CAMERON CLARK
23. BRYCE HEGARTY



NSW WARATAHS

2018 NSW WARATAH AWARDS

NSW WARATAHS BEST BACK

ISRAEL FOLAU

NSW WARATAHS BEST FORWARD

MICHAEL WELLS

MATTHEW BURKE CUP FINAL STANDINGS

1	ISRAEL FOLAU	99
2	MICHAEL HOOPER	77
3	MICHAEL WELLS	71
4	KURTLEY BEALE	65
5	TAQELE NAIYARAVORO	64
6	BERNARD FOLEY	45
7	TOM ROBERTSON	44
8	DAMIEN FITZPATRICK	41
9	WILL MILLER	39
10	JAKE GORDON	37

DEBUTANTS
#1646 Lalakai Foketi v Stormers (Allianz Stadium)
#1647 Curtis Rona v Stormers (Allianz Stadium)
#1648 Rob Simmons v Stormers (Allianz Stadium)
#1649 Tom Staniforth v Stormers (Allianz Stadium)
#1650 Shambeckler Vui v Stormers (Allianz Stadium)
#1651 Harry Johnson-Holmes v Stormers (Allianz Stadium)
#1652 Alex Newsome v Stormers (Allianz Stadium)
#1653 Nick Palmer v Stormers (Allianz Stadium)
#1654 Kalivati Tawake v Sharks (King's Park)
#1655 Will Miller v Sharks (King's Park)
#1656 Mitch Short v Sharks (King's Park)
#1657 Mick Snowden v Melbourne Rebels (Allianz Stadium)
#1658 Brad Wilkin v Chiefs (FMG Stadium)
#1659 Lachlan Swinton v NEC Green Rockets (Prince Chichibu Memorial Stadium)
#1660 Will McDonnell v NEC Green Rockets (Prince Chichibu Memorial Stadium)
#1661 Cody Walker v NEC Green Rockets (Prince Chichibu Memorial Stadium)

50 NSW CAPS
Tolu Latu v Sunwolves (Allianz Stadium)
Taqele Naiyaravoro v Brumbies (Allianz Stadium)
Damien Fitzpatrick v Highlanders (Allianz Stadium – Quarter Final)

100 NSW CAPS
Patrick Ryan v Queensland (Sydney Cricket Ground)
Bernard Foley v Chiefs (FMG Stadium)

20 NSW Tries
Taqele Naiyaravoro v Sunwolves (Prince Chichibu Memorial Stadium)

50 NSW Tries
Israel Folau v Highlanders (Allianz Stadium – Regular Season)

200 NSW Conversions
Bernard Foley v Sunwolves (Allianz Stadium)

50 NSW Points
Jake Gordon v Queensland (Suncorp Stadium)
Bryce Hegarty v NEC Green Rockets (Prince Chichibu Memorial Stadium)

100 NSW Points
Taqele Naiyaravoro v Sunwolves (Prince Chichibu Memorial Stadium)

800 NSW Points
Bernard Foley v Brumbies (GIO Stadium)

900 NSW Points
Bernard Foley v Sunwolves (Allianz Stadium)

50 Waratah Super Rugby Caps
Tolu Latu v Sunwolves (Allianz Stadium)
Taqele Naiyaravoro v Lions (Ellis Park)

100 Waratah Super Rugby Caps
Patrick Ryan v Blues (Brookvale Oval)
Bernard Foley v Queensland (Suncorp Stadium)

50 Super Rugby Caps
Bryce Hegarty v Rebels (Allianz Stadium) (33 for Rebels)

200 Waratah Super Rugby Conversions
Bernard Foley v Sunwolves (Allianz Stadium)

800 Waratah Super Rugby Points
Bernard Foley v Brumbies (GIO Stadium)

900 Waratah Super Rugby Points
Bernard Foley v Sunwolves (Allianz Stadium)

Individual All-time Records set in 2018
Kurtley Beale equal 6th most NSW caps (128) with Dean Mumm
Sekope Kepu 8th most NSW caps (125)
Most NSW caps at Flyhalf: Bernard Foley (94)
Bernard Foley 2nd most NSW points (958)
Kurtley Beale 4th most NSW points (456)
Israel Folau 7th most NSW points (280)
Israel Folau most NSW tries (56)
Taqele Naiyaravoro 6th most NSW tries (30)

NSW WARATAHS MILESTONES

Bernard Foley equal 9th most NSW tries (26) with Eric Ford, Jack Ford & Charlie Eastes
Bernard Foley most NSW conversions (216)
Bernard Foley 2nd most NSW penalty goals (132)
Mack Mason 169th NSW captain v NEC Green Rockets (Prince Chichibu Memorial Stadium)
Bernard Foley 170th NSW captain v Rebels (AAMI Park)
Bernard Foley most conversions v Queensland (28)
Kurtley Beale most capped back (128)

Team All-time Records set in 2018
Highest Score v Jaguares: 28 (Estadio Jose Amalfitani)
Highest Score v Rebels: 51 (Allianz Stadium)
Highest Score v Queensland: 52 (Suncorp Stadium)
First-ever match v NEC Green Rockets (Prince Chichibu Memorial Stadium)
21,000 Points

Individual Super Rugby Records set in 2018
Kurtley Beale 5th most caps (128)
Sekope Kepu 6th most caps (125)
Most caps at Fullback: Israel Folau (70)
Most caps at Flyhalf: Bernard Foley (93)
Bernard Foley 2nd most points (958)
Kurtley Beale 4th most points (456)
Israel Folau 5th most points (280)
Israel Folau most tries (56)
Taqele Naiyaravoro 2nd most tries (30)
Bernard Foley 5th most tries (26)
Kurtley Beale equal 7th most tries (24) with Matt Burke
Bernard Foley most conversions (216)
Bernard Foley 2nd most penalty goals (132)
Taqele Naiyaravoro most tries in a season (15)
Bernard Foley most conversions in a season (68)
Most Caps v Brumbies: Kurtley Beale (15)
Equal Most Caps v Jaguares: Damien Fitzpatrick, Israel Folau, Bernard Foley, Jake Gordon, Ned Hanigan, Bryce Hegarty, Michael Hooper, Taqele Naiyaravoro, Tom Robertson, Paddy Ryan & Michael Wells (2)
Equal Most Caps v Sunwolves: Bernard Foley, Ned Hanigan, Taqele Naiyaravoro, Tom Robertson & Patrick Ryan (3)
Most Tries v Crusaders: Taqele Naiyaravoro (4)
Most Tries v Sunwolves: Taqele Naiyaravoro (4)
Most Tries v Highlanders: Israel Folau (5)
Equal Most Tries v Jaguares: Israel Folau (2) with Bernard Foley
Most Conversions v Queensland: Bernard Foley (28)
Most Conversions v Rebels: Bernard Foley (27)
Most Conversions v Blues: Bernard Foley (16)
Most Conversions v Crusaders: Bernard Foley (7)
Most Conversions v Sunwolves: Bernard Foley (18)
Most Conversions v Brumbies: Bernard Foley (17)
Equal Most Conversions v Stormers: Bernard Foley (9) with Matt Burke
Equal Most Conversions v Highlanders: Bernard Foley (17) with Matt Burke
Most Penalty Goals v Sunwolves: Bernard Foley (2)
Most Points v Sunwolves: Bernard Foley (42)
Most Conversions in a Match v Sunwolves: Bernard Foley (7) (Allianz Stadium)
Most Points in a match v Rebels: Bernard Foley (21) (Allianz Stadium)
Most Points in a match v Sunwolves: Bernard Foley (17) (Allianz Stadium)
Most Points in a match v Highlanders: Bernard Foley (25) (Allianz Stadium – Quarter Final)
Bernard Foley 20th captain v Rebels (AAMI Park)
Most Capped Back: Kurtley Beale (128)

Team Super Rugby Records set in 2018
Highest Score v Rebels: 51 (Allianz Stadium)
Highest Score v Queensland: 52 (Suncorp Stadium)
Highest Score v Sunwolves: 77 (Allianz Stadium)
Highest Score v Australian Opponent: 52 v Queensland (Suncorp Stadium)
Highest Score in Super Rugby: 77 v Sunwolves (Allianz Stadium)
Biggest win v Highlanders (41-12) (Allianz Stadium – Regular Season)
Biggest win v Sunwolves (77-25) (Allianz Stadium)
Most Tries in a match: 12 v Sunwolves (Allianz Stadium)
Most Tries in a season: 81
Most Conversions in a season: 68
Most Points in a season: 613
300 Matches
900 Tries
8000 Points

NSW WARATAHS

2018 SUPER RUGBY PLAYER APPEARANCE & SCORING STATISTICS

Player	Caps	Run On	Sub	Not Used	T	G	PG	DG	Pts
Kurtley Beale	18	18			2				10
Cameron Clark	11	8	3	1	3				15
Nick Duffy				1					
Damien Fitzpatrick	18	17	1		3				15
Lalakai Foketi	13	5	8		2				10
Israel Folau	14	14			11				55
Bernard Foley	18	18			3	68	24		223
Jake Gordon	17	9	8		6				30
Ned Hanigan	15	15			4				20
Bryce Hegarty	17	6	11	1	2				10
Jed Holloway	18	10	8		1				5
Michael Hooper	13	13			4				20
Harry Johnson-Holmes	17		17	1	1				5
Andrew Kellaway	2	2							
Sekope Kepu	15	15			2				10
Tolu Latu	9	1	8						
Ryan McCauley	1		1						
Will Miller	17	12	5		3				15
Taqele Naiyaravoro	16	14	2		15				75
Alex Newsome	13	6	7		2				10
Nick Palmer	4		4		1				5
Nick Phipps	12	8	4		2				10
Hugh Roach	9		9						
Tom Robertson	18	18			1				5
Curtis Rona	18	17	1		7				35
Patrick Ryan	15	3	12						
Mitch Short	3	1	2	2	2				10
Rob Simmons	16	16			1				5
Irae Simone				1					
Mick Snowden	1		1						
Tom Staniforth	18	6	12						
Kalivati Tawake	2		2						
Shambeckler Vui	3		3	1					
Michael Wells	18	18			2				10
Brad Wilkin	6		6	1	1				5
Penalty Try									



3 B.

NSW RUGBY WOMEN

MATCH 1

01/03/2018

18 - 0

NSW WOMEN v QLD WOMEN

SCORERS A. Lafai, C. Leapepe, A. Hewson
goal, 2 pen.goals

VENUE Suncorp Stadium
Brisbane

NSW WOMEN LINEUP

- 1. EMILY ROBINSON
- 2. TASMIN SHEPPARD
- 3. EVELYN HOROMIA
- 4. INGE VISSER (VC)
- 5. ANA-LISE SIO
- 6. ARIANA KAIWAI
- 7. GRACE HAMILTON
- 8. LAURA DEVEREUX
- 9. COBIE-JANE MORGON (VC)
- 10. CHLOE LEAUPEPE
- 11. SHANICE PARKER
- 12. KATRINA BARKER
- 13. CRYSTAL MAGUIRE
- 14. ATASI LAFAI
- 15. ASH HEWSON (C)

RESERVES

- ILISEVA BATIBASAGA
- FI JONES
- MELISSA FATU
- SARAH LAMAN
- NANCY VAIAKU
- NATALIE MACLARN
- KIRRILY LAWS
- JOSEPHINE FALESITA

MATCH 2

18/03/2018

32 - 10

NSW WOMEN v WESTERN FORCE WOMEN

SCORERS 2 S. Parker, G. Hamilton, A. Lafai
Tries
A. Hewson 2 goals, pen goal

VENUE Allianz Stadium
Sydney

NSW WOMEN LINEUP

- 1. EMILY ROBINSON
- 2. TASMIN SHEPPARD
- 3. EVELYN HOROMIA
- 4. INGE VISSER (VC)
- 5. ANA-LISE SIO
- 6. GRACE HAMILTON
- 7. ARIANA KAIWAI
- 8. LAURA DEVEREUX
- 9. COBIE-JANE MORGON (VC)
- 10. CHLOE LEAUPEPE
- 11. SHANICE PARKER
- 12. KATRINA BARKER
- 13. ATASI LAFAI
- 14. KIRRILY LAWS
- 15. ASH HEWSON (C)

RESERVES

- KENNEDY CHERRINGTON
- MELISSA FATU
- SARAH LAMAN
- NANCY VAIAKU
- NATALIE MACLARN
- FI JONES
- JOSEPHINE FALASITA
- ILISEVA BATIBASAGA



SPORTOGRAPHY

MATCH 3

24/03/2018

24 - 5

NSW WOMEN v BRUMBIES WOMEN

SCORERS 2 C. Leaupepe, S. Parker Tries
C Leaupepe 3 goals, pen.

VENUE Warringah Rugby Park

NSW WARATAHS LINEUP

1. EMILY ROBINSON
2. TASMIN SHEPPARD
3. EVELYN HOROMIA
4. INGE VISSER (C)
5. ANA-LISE SIO
6. GRACE HAMILTON
7. ARIANA KAIWAI
8. LAURA DEVEREUX
9. ILISEVA BATIBASAGA (VC)
10. CHLOE LEAUPEPE
11. SHANICE PARKER
12. COBIE-JANE MORGON (VC)
13. CRYSTAL MAGUIRE
14. JOSEPHINE FALESITA
15. ATASI LAFAI

RESERVES

- MELISSA FATU
FI JONES
SARAH LAMAN
NATALIE MACLARN
KENNEDY CHERRINGTON
NANCY VAIAKU
KIRRILY LAWS
ALAFU FATU

MATCH 4

07/04/2018

57 - 0

NSW WOMEN v MELBOURNE REBELS WOMEN

SCORERS 2 S. Parker, 2 C. Maguire, I. Batibasaga, F. Jones, P O'Biren, K. Cherrington, G. Hamilton, Tries
A. Hewson 6 goals

VENUE Box Hill Rugby Club

NSW WARATAHS LINEUP

1. MELISSA FATU
2. SARAH LAMAN
3. EVELYN HOROMIA
4. INGE VISSER (VC)
5. NATALIE MACLARN
6. PAREAKE O'BRIEN
7. FI JONES
8. LAURA DEVEREUX
9. ILISEVA BATIBASAGA
10. CHLOE LEAUPEPE
11. ATASI LAFAI
12. COBIE-JANE MORGON
13. CRYSTAL MAGUIRE
14. SHANICE PARKER
15. ASH HEWSON (C)

RESERVES

- KENNEDY CHERRINGTON
GRACE HAMILTON
EMILY ROBINSON
ANA-LISE SIO
NANCY VAIAKU
JOSEPHINE FALASITA
KIRRILY LAWS
TASMIN SHEPPARD

MATCH 5 - GRAND FINAL

20/04/2018 (AFTER EXTRA-TIME)

16 - 13

NSW WOMEN v QLD WOMEN

SCORERS M. Fatu Try,
A. Hewson goal, 2 pen goals.

VENUE Allianz Stadium
Sydney

NSW WARATAHS LINEUP

1. EMILY ROBINSON
2. TASMIN SHEPPARD
3. EVELYN HOROMIA
4. ANA-LISE SIO
5. INGE VISSER (VC)
6. GRACE HAMILTON
7. ARIANA KAIWAI
8. LAURA DEVEREUX
9. COBIE-JANE MORGON (VC)
10. CHLOE LEAUPEPE
11. ATASI LAFAI
12. KENNEDY CHERRINGTON
13. CRYSTAL MAGUIRE
14. SHANICE PARKER
15. ASH HEWSON (C)

RESERVES

- FI JONES
MELISSA FATU
SARAH LAMAN
KATRINA BARKER
NATALIE MACLARN
NANCY VAIAKU
ILISEVA BATIBASAGA
JOSEPHINE FALESITA



NSW RUGBY WOMEN

2018 SUPER W PLAYER APPEARANCE & SCORING STATISTICS

Name	Career	Caps	T	C	P	DG	Total
Barker KA (Katrina)	2018	3					
Batibasaga IC (Iliseva)	2018	4	1				5
Cherrington KKB (Kennedy)	2018	4	1				5
Devereux AF (Laura)	2018	5					
Falesita JP (Josephine)	2018	3					
Fatu M (Melissa)	2018	5	1				5
Hamilton GJ (Grace)	2018	5	2				10
Hewson A (Ash)	2018	4		10	6		38
Horomia ER (Evelyn)	2018	5					
Jones FE (Fi)	2018	5	1				5
Kaiwai AM (Ariana)	2018	4					
Lafai A (Atasi)	2018	5	2				10
Laman SF (Sarah)	2018	5	1				5
Laws KM (Kirrily)	2018	3					
Leapepe CTT (Chloe)	2018	5	3	3	1		24
Maclarn NJ (Natalia)	2018	4					
Maguire CT (Crystal)	2018	4	2				10
Morgan C (Cobie-Jane)	2018	5					
O'Brien PM (Pareake)	2018	1	1				5
Parker SM (Shanice)	2018	5	5				25
Robinson EG (Emily)	2018	5					
Sheppard TL (Tasmin)	2018	5					
Sio A (Ana-Lise)	2018	5					
Vaiaku NMKN (Nancy)	2018	4					
Visser IP (Inge)	2018	5					
Penalty Try	2018		0				0
Tally		101	20	13	7	0	
Total Points			100	26	21	0	147



GLENN NICHOLLS

3 c.
GRADE & COLTS



JESSICA READING

GRADE
RESULTS

GRADE GRAND FINALS	
1ST SEPTEMBER 2018	NORTH SYDNEY OVAL
Intrust Shute Shield	*Sydney Uni 45 v Warringah 12
Colin Caird Shield	*Eastern Suburbs 36 v Eastwood 17
JR Henderson Shield	Norths 20 v Easts 17
Henderson Cup	*Warringah 15 v Norths 12
GRADE SEMI FINALS	
25TH AUGUST 2018	SYDNEY UNI FOOTBALL FIELD
Intrust Shute Shield	Sydney Uni 41 v Manly 3
Colin Caird Shield	Easts 29 v Sydney Uni 29
JR Henderson Shield	Easts 26 v *Warringah 10
Henderson Cup	Warringah 36 v Sydney Uni 10
26TH AUGUST 2018	NORTH SYDNEY OVAL
Intrust Shute Shield	Warringah 25 v Norths 22
Colin Caird Shield	Eastwood 31 v Manly 10
JR Henderson Shield	Norths 42 v Sydney Uni 20
Henderson Cup	Norths 23 v Eastwood 15
GRADE QUALIFYING FINALS	
18TH AUGUST 2018	SYDNEY UNI FOOTBALL FIELD
Intrust Shute Shield	Sydney Uni 21 v Easts 13
Colin Caird Shield	Sydney Uni 58 v Norths 30
JR Henderson Shield	Manly 7 v Sydney Uni 29
Henderson Cup	Easts 10 Eastwood 21
18TH AUGUST 2018	PITTWATER RUGBY PARK
Intrust Shute Shield	Warringah 34 v Manly 28
Colin Caird Shield	Warringah 25 v Eastwood 31
JR Henderson Shield	Warringah 29 v Norths 33
Henderson Cup	Warringah 23 v Parramatta 7
19TH AUGUST 2018	NORTH SYDNEY OVAL
Intrust Shute Shield	Norths 16 v Eastwood 10
Colin Caird Shield	Easts 28 v Manly 35
JR Henderson Shield	Easts 27 v Randwick 10
Henderson Cup	Sydney Uni 11 v Norths 15

* denotes minor premiers

COLT
RESULTS

COLTS GRAND FINALS	
2ND SEPTEMBER 2018	CONCORD OVAL
W. McMahon Memorial Shield	*Randwick 36 v Gordon 20
Shell Trophy	*Randwick 50 v Gordon 24
Bill Simpson Shield	Easts 27 v Gordon 24
COLTS SEMI FINALS	
25TH AUGUST 2018	COOGEE OVAL
W. McMahon Memorial Shield	Randwick 64 v Souths 14
Shell Trophy	Randwick 56 v Easts 12
Bill Simpson Shield	Sydney Uni 17 v Easts 20
26TH AUGUST 2018	CHATSWOOD OVAL
W. McMahon Memorial Shield	Gordon 24 v Sydney Uni 13
Shell Trophy	Gordon 31 v Sydney Uni 11
Bill Simpson Shield	*Eastwood 19 v Gordon 24
COLTS QUALIFYING FINALS	
18th August 2018	COOGEE OVAL
W. McMahon Memorial Shield	Souths 14 v Sydney Uni 34
W. McMahon Memorial Shield	Randwick 28 v Manly 21
Shell Trophy	Randwick 59 v Norths 10
Bill Simpson Shield	Sydney Uni 39 v Easts 19
Bill Simpson Shield	Eastwood 42 v Warringah 24
19TH AUGUST 2018	CHATSWOOD OVAL
W. McMahon Memorial Shield	Gordon 52 v Easts 17
Shell Trophy	Sydney Uni 39 v Easts 19
Shell Trophy	Gordon 52 v Eastwood 10
Bill Simpson Shield	Easts 22 v Gordon 12

* denotes minor premiers

GRADE
STANDINGS

SHUTE SHIELD - FIRST GRADE								
TEAM	P	W	D	L	F	A	BP	PTS
Sydney University	18	14	0	4	688	295	20	76
Nonrthern Suburbs	18	14	1	3	609	335	13	71
Warringah	18	14	1	3	588	340	11	69
Manly	18	12	3	3	543	384	13	67
Eastwood	18	11	1	6	594	395	17	63
Eastern Suburbs	18	11	0	7	525	375	16	60
Southern Districts	18	9	1	8	581	487	16	52
West Harbour	18	9	1	8	531	466	13	51
Randwick	18	6	1	11	421	466	8	34
Parramatta	18	3	0	15	340	695	4	16
Gordon	18	1	0	17	330	1008	5	9

COLIN CAIRD SHIELD - SECOND GRADE								
TEAM	P	W	D	L	F	A	BP	PTS
Eastern Suburbs	18	15	0	3	639	286	15	75
Sydney University	18	14	1	3	740	299	16	74
Warringah	18	13	1	4	565	381	16	70
Eastwood	18	12	0	6	639	433	19	67
Northern Suburbs	18	13	0	5	633	356	13	65
Manly	18	12	1	6	555	416	15	63
Randwick	18	9	0	9	471	498	12	48
West Harbour	18	6	0	12	468	629	12	36
Southern Dlistricts	18	5	0	13	468	541	12	32
Gordon	18	4	0	14	335	675	9	25
Parramatta	18	4	0	14	295	790	5	21

J.R. HENDERSON SHIELD - THIRD GRADE								
TEAM	P	W	D	L	F	A	BP	PTS
Warringah	18	14	1	1	516	215	13	79
Eastern Suburbs	18	13	2	3	577	325	13	69
Manly	18	12	1	5	308	283	16	66
Sydney University	18	13	1	4	610	208	11	65
Randwick	18	12	0	6	511	368	10	58
Northern Suburbs	18	11	0	7	538	310	11	55
Eastwood	18	10	0	3	606	315	14	54
Southern Districts	18	6	1	11	386	474	10	36
Gordon	18	6	0	12	357	561	10	34
Parramatta	18	4	0	14	219	816	4	20
West Harbour	18	2	0	16	210	759	5	13

HENDERSON CUP - FOURTH GRADE								
TEAM	P	W	D	L	F	A	BP	PTS
Warringah	18	16	1	1	516	215	13	79
Eastern Suburbs	18	13	2	3	577	325	13	69
Manly	18	12	1	5	608	283	16	66
Sydney University	18	13	1	4	610	208	11	65
Randwick	18	12	0	6	511	368	10	58
Northern Suburbs	18	11	0	7	538	310	11	55
Eastwood	18	10	0	8	606	315	14	54
Southern Districts	18	6	1	11	386	474	10	36
Gordon	18	6	0	12	357	561	10	34
Parramatta	18	4	0	14	219	816	4	20
West Harbour	18	2	0	16	210	759	5	13

SYDNEY RUGBY UNION STANDINGS

W.MCMAHON MEMORIAL SHIELD - COLTS 1

TEAM	P	W	D	L	F	A	BP	PTS
Randwick	18	18	0	0	939	205	18	90
Southern Districts	18	14	0	4	708	376	16	72
Gordon	18	13	0	5	593	446	17	69
Eastern Suburbs	18	11	0	7	655	388	17	61
Sydney Univeristy	18	10	0	8	625	472	17	57
Manly	18	10	0	8	527	370	16	56
Warringah	18	10	0	8	478	578	13	53
Eastwood	18	9	0	9	574	420	15	51
Northern Suburbs	18	8	0	10	405	468	7	39
Parramatta	18	3	0	15	378	812	9	21
West Harbour	18	2	0	16	296	1139	9	13

SHELL TROPHY - COLTS 2

TEAM	P	W	D	L	F	A	BP	PTS
Randwick	18	18	0	0	811	145	17	84
Gordon	18	14	1	3	744	270	17	75
Sydney Uni	18	14	0	4	823	293	16	72
Eastern Suburbs	18	12	0	6	634	311	16	64
Eastwood	18	12	0	6	587	380	15	63
Nothern Suburbs	18	10	0	8	576	343	11	51
Southern Districts	18	9	0	9	438	495	9	45
Manly	18	8	1	9	467	579	11	45
Parramatta	18	5	0	13	304	718	6	26
Warringah	18	4	0	14	311	778	9	25
West Harbour	18	1	0	17	222	1101	7	11

BILL SIMPSON SHIELD - COLTS 3

TEAM	P	W	D	L	F	A	BP	PTS
Eastwood	18	15	1	2	575	193	16	78
Sydney University	18	14	3	1	601	184	14	76
Eastern Suburbs	18	13	2	3	551	222	13	69
Gordon	18	13	0	5	208	236	12	64
Randwick	18	11	2	5	486	197	13	61
Warringah	18	12	0	6	465	299	11	59
Northern Suburbs	18	7	0	11	277	393	11	39
Souther Districts	18	7	0	11	236	429	6	34
Western Sydney Barbarians	14	6	0	8	252	287	10	34
Manly	18	5	0	13	248	616	5	25
West Harbour	18	1	0	17	57	584	1	5

GREGOR GEORGE CUP CLUB CHAMPIONSHIP

Sydney University	2807
Warringah	2624
Eastern Suburbs	2617
Eastwood	2448
Northern Suburbs	2377
Manly	2315
Randwick	2201
Southern Districts	1758
Gordon	1396
West Harbour	1167
Parramatta Rugby	891

ERIC SPILSTED SHIELD COLTS CLUB CHAMPIONSHIP

Randwick	914
Gordon	767
Sydney University	710
Eastern Suburbs	696
Eastwood	651
Southern Districts	635
Manly	521
Warringah	511
Northern Suburbs	465
Parramatta	204
West Harbour Colts	145

KEN CATCHPOLE DINNER - AWARDS PRESENTED

2018 Ken Catchpole Medal	Adrian Musico (Parramatta)
David Brockhoff Medal - Coach of the Year	Pauli Taumoepeau (Eastern Suburbs)
Dick Byers Medal - Referee of the Year	Michael Hogan
2018 Rookie of the Year	Will McDonnell (Sydney University)
Roscoe Fay Trophy - Highest Points Scorer	Christian Kagiassis (Southern Districts)
2018 Highest Try Scorer	Richard Woolf (Northern Suburbs)
E S Marks Shield Shute Shield Minor Premiers	Sydney University RUFC
Sir Roden Cutler Shield	Sydney University RUFC
Gregor George Trophy Club Championship	Sydney University RUFC
Eric Spilstead Shield - Colts Club Championship	Randwick RUFC



JOHN FLITCROFT

3 D. NSW SUBURBAN RUGBY

SUBURBAN RUGBY RESULTS

DIVISION 1

GRAND FINALS

Kentwell	Petersham 32 bt Drummoyne 17
Burke	Mosman 21 bt Waverley 3
Barbour (Colts)	Mosman 48 bt Hunters Hill 17
Whiddon	Knox 20 bt Mosman 5
Judd	Colleagues 14 bt Mosman 10
Sutherland	Mosman 19 bt Colleagues 0

DIVISION 2

GRAND FINALS

Barraclough	Blue Mtns 29 bt St Patrick's 5
Stockdale	Forest 15 bt Blue Mtns 12
Robertson (Colts)	St Patrick's 22 bt Forest 15
Blunt	Blue Mtns 17 bt Lindfield 12
Richardson	St Patrick's 21 bt UNSW 5

DIVISION 3

GRAND FINALS

Clark	HAC 29 bt Barker Old Boys 22
Farrant	HAC 24 bt Redfield 21
Nicholson (Colts)	Barker 29 bt Newport 14
Campbell	Barker 27 bt Old Ignatians 8

DIVISION 4

GRAND FINALS

McLean	Syd Harlequins 37 bt Syd Irish 19
Grose	Canterbury 25 bt Syd Irish 18
Walker	Canterbury 15 bt Oatley 8

DIVISION 5

GRAND FINAL

Jeffrey	Menai 38 bt Manly Savers 26
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DIVISION 6

GRAND FINAL

Meldrum	North Cronulla 31 bt Engadine 12
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RADFORD CUP

GRAND FINAL

Radford (Colts)	Eastern Suburbs 24 bt Mosman 0
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3 E. NSW COUNTRY RUGBY UNION

STANDINGS & RESULTS

ZONE	GRADE	WINNERS
Mid North Coast	1st Grade	Coffs Harbour Snappers
	2nd Grade	Hasting Valley Vikings
	W7s	Port Macquarie Pirates
	U18	Kempsey Cannonballs
	U16	Port Macquarie Pirates
	U14	SCU Marlins
Lower Mid North Coast	1st Grade	Wallamba Bulls
	W7s	Gloucester Cockies
Central West - Blowes Cup (Tier 1)	1st Grade	Orange Emus
	2nd Grade	Bathurst Bulldogs
	3rd Grade	Orange Emus
	Colts	Orange City
	W7s	Bathurst Bulldogs
Central West - New Holland Cup (Tier 2)	1st Grade	Narromine Gorillas
	2nd Grade	Narromine Gorillas
Central West - Graincorp Cup North	1st Grade	Guerie Goats
Central West - Graincorp Cup South	1st Grade	Harden Red Devils
Central West Women's Cup	W10s	Bathurst Bulldogs
Central North	1st Grade	Tamworth Pirates
	2nd Grade	Narrabri Blue Boars
	Colts	Farrer MAHS
	W7s	Inverell Highlanders

Central Coast	1st Grade	Ourimbah Razorbacks
	2nd Grade	The Lakes
	3rd Grade	Ourimbah Razorbacks
	Colts	Avoca Beach Sharks
	W7s	Avoca Beach Sharks
Illawarra	1st Grade	Bowral Blacks
	2nd Grade	Bowral Blacks
	3rd Grade	Camden Rams
Far North Coast	1st Grade	Wollongbar Alstonville
	2nd Grade	Ballina Seahorses
	3rd Grade	Yamba Buccaneers
Western Plains	1st Grade	Warren Pumas
	2nd Grade	Walgett Rams
Newcastle Hunter	1st Grade	Hamilton Hawks
	2nd Grade	Merewether Carlton
	3rd Grade	Hamilton Hawks
	Women's XVs	The Waratahs
	Divisional	Muswellbrook Heelers
	Colts	Hamilton Hawks
	4th Grade	Maitland Blacks
New England	1st Grade	Robb College
	2nd Grade	Barbarians
	3rd Grade	Armidale Blues
	4th Grade	Armidale Blues
	W7s	Robb College

3 F. NSW WOMEN'S RUGBY

JACK SCOTT CUP

GRAND FINALS

Sydney University 38 bt Warringah 17

SEVENS

PREMIERS

Randwick Magic



KAREN WATSON

4. NSW COMMUNITY RUGBY

REPORT

New South Wales Rugby Union commitment to developing the game as the grassroots has seen the many new programs and initiatives delivered right across the State. Under the new governance model, NSW Rugby Union has been able to further streamline programs and further build on existing initiatives.

While a key focus remains getting more people involved in rugby, the focus remains on building stronger relationships with rugby stakeholders, delivering quality competitions at all levels of the game as well as develop people from coaches to referees to volunteers and administrators.

Key results:

Get Into Rugby Schools Program. 16,965 children participated in the Get Into Rugby program which is the national five week non-contract primary school rugby program delivered by development staff and funded by the federal government. Next steps with this program and a focus for NSWRU for the future is converting participants into regular rugby competitors and working more collaboratively on schools getting involved.

Registered Players. 36,711 registered club XVs players across NSW. While 2017 figures saw a small two per cent decrease in individual registration, largely due to Sydney metropolitan moving to per player self registration, the number of teams registered increased and Country Rugby registrations also increased by two percent.

Women's Rugby. Across XV and 7s competitions, there was an increase of women's and girls players from five to nine per cent of the overall player participation base.



JESSICA READING

STRATEGIC PILLARS

As part of New South Wales Rugby Union’s strategic pillars, the Community Department has worked tirelessly to deliver against the organisational strategic pillars.

ACTIVATE & INTEGRATE IN THE COMMUNITY

- **Northern Beaches Hub.** Since launched in 2017, the Northern Beaches Hub continues to deliver strong results galvanising local volunteers to focus on particular projects important to the area. This included increasing teams in the Peninsula Cup as well as improving and increasing coach development opportunities and activities. A key result during the reporting period was increased junior club registration.
- **Schools Relationships Managers.** From the funding through the Positive Rugby Foundation (refer to PRF report) Primary and Secondary Schools Relationship Managers were appointed with new roles to focus on the retention and growth of school rugby. The initial focus was with 50 rugby playing schools (public and private), in areas such as coach development and education for teachers and old boys and safety practices. Additional focus areas will be expanded on throughout 2019.
- **Camp Waratah.** 2018 saw a record number of participants take part across the State (see below).
- **Waratahs Virtual Schools Visits.** A popular initiative during 2018 was the introduction of Skype visits whereby NSW Waratahs squad members would be beamed into remote and regional classrooms around the State to talk all things rugby and meet their young fans.
- **Online registration and competition management system.** The system underwent upgrades which included a shift towards online payments as well as a Match Day APP for results and live scoring.

CREATING STRONG DEVELOPMENT PATHWAYS

NSW Schools Trials & Championships. NSW Rugby Union Headquarters at Daceyville hosted, for the first time, the NSW Schools Trials and Championships. As part of NSWRU commitment to have a high performance facility that can work more collaboratively with the rugby community, hosting these Trials and Championships allowed NSWRU staff to better integrate with NSW Schools and Association Teams as well as allow all stakeholders to maximise the NSWRU facilities.

Chikarovski Cup. As part of NSWRU commitment to growing women’s rugby and as a selection tool for NSW Women’s Super W team, a Sydney and Country Women’s NRC was selected to play a home and away game for the Chikarovski Cup.

Inter-Association Schools Model. Throughout 2018 the Inter-Association Schools model was implemented whereby GPS, CAS and ISA schools played each other prior to the traditional association matches. These Inter-Association games matched schools of like size and standard to play. Following the successful delivery in 2018, the format will be refined for the 2019 season.

NSW Junior U18 Invitational. For the first time a NSW Junior U18 team was invited to participate at the Division Two Schools Championship in Queensland, going through the tournament undefeated.

NSW 7s Teams. Six teams represented New South Wales at the National 7s tournament in Queensland with the two NSW Girls teams playing against each other in the final, NSW 1 prevailing as the champions. The NSW Boys team delivered a convincing win over QLD in their final whilst the men’s team had their best ever performance finishing runners-up.

Women’s Foundation Coaching & Refereeing Course. A women’s only Foundation Coaching and Refereeing Course was held with 20 participants attending, once again highlighting the positive interest in the women’s game across all levels.

IMPLEMENT NEXT PHASE OF GOVERNANCE MODEL

From a community side of the business, the governance changes saw an immediate focus to work with the Metropolitan Advisory Committee to review the Western Sydney regional area as well as U18s competition model.

It was agreed that an U18s competition was to be introduced for 2019 to compliment the Shute Shield Colts competition.

Additionally, several Western Sydney meetings were held with stakeholder groups to review previous reports and identify key initiatives and opportunities, including the establishment of the Western Sydney Hub, the formation of a Western Sydney coterie and through the Ramsay Foundation the development of a schools’ competition.

NSWRU also worked collaboratively with NSW Schools and Sydney Rugby Union to undertake strategic planning process with a view to align state-wide including developing a three year ‘picture of success’. The results included immediate changes at NSW Schools with the inclusion of female representation in playing as well as at a committee level.

Sydney Rugby Union also identified the importance of conducting a strategic planning process. Key outcomes included updating their constitution, as well as the introduction of participation agreements and the future structure of their competition as strategic imperatives.

ENSURE WARATAHS ARE SUCCESSFUL

Community department continued to contribute to this strategic pillar as part of the long term strategy, by increasing the quantity and quality of participants in New South Wales.

This can be achieved by increasing the base through high standards of competitions, volunteer support and coach development and education.

GROW ATTENDANCE

- **Free Junior Memberships.** NSW Rugby Union once again offered all junior registered players free NSW Waratahs memberships upon registration with their local club, which offers them free entry to all NSW Waratahs home games.
- **Schools engagement.** NSWRU engaged rugby schools to provide students and families with the opportunity to attend NSW Waratahs home games.
- **Junior March Past.** Over 3000 players representing 41 clubs participated in the Junior March at Allianz Stadium, providing junior rugby club members the opportunity to get a behind the scenes, unique experience at at NSW Waratahs home game.

PROGRAMS		
PROGRAMS	NUMBER PARTICIPANTS	RESULTS
Camp Waratah	1,195 participants	Held across the State, Camp Waratahs was delivered across the school holidays, providing young children with rugby clinics featuring visits from NSW Waratahs squad members.
Active Kids Voucher: \$100 voucher from NSW Government towards sports registrations	15,315 rugby participants used the vouchers	75% of the junior rugby participants used their voucher for rugby redeeming in excess of \$1.5M. Pleasingly the programs has been extended for 2019.
Size for Age & Blue Card	Over 150 assessments were undertaken in Sydney Juniors in Size of Age.	<p>Following a year of trials Size for Age policy for youth rugby was introduced. The policy sees players that fall over or under height and weight bandings to be assessed to ensure the individual, their team and the opposition feel safe and have a fair playing environment.</p> <p>Successful implementation on the Blue Card system was introduced for all players who show signs and symptoms of concussion which saw their removal from the field and a rigid return to play protocol implemented.</p>
NESA Teacher Coaching Course	More than 50 primary and secondary teachers	NSWRU was given NESA approval which allowed us to deliver coaching courses to school teachers which is recognised towards a teacher's ongoing professional development.
Junior Club Blitz	35 Sydney Junior Clubs	NSW Waratahs squad visited the Clubs to deliver clinics and meet and greets with junior rugby players.
NSW Referees	13 Referee Associations 928 active referees	NSW Referee Angus Gardner was awarded World Rugby Referee of the Year. Four'n'Twenty Pies became a sponsor of Referees.

COMPETITIONS		
COMPETITION	BY THE NUMBERS	RESULTS
Primary School 7s	213 school teams participated	The finals day held at Daceyville with 16 teams participating representing their regional hubs. Teams had the opportunity to play finals at Allianz Stadium as a curtain raiser to the Waratahs.
Secondary School 7s	351 school teams participated	Held in Newcastle, the competition once again was a feature on the community calendar
State 7s Championships	85 teams participated	<p>The State Championships in Forster.</p> <p>WINNERS: Girls competition was won by Burraneer Boys competition was won by Manly</p>
Waratah Cup	130 teams participated	WINNER: Patrician Brothers Blacktown (Waratah Cup)
Suburban Finals	23 finals held A record 32 colts teams participated.	WINNERS: Kentwell Cup: Petersham Bruce Graham Shield (Division One Club Champions): Mosman
Country Rugby Championships	More than 500 participants hosted by Western Plains in Warren.	WINNERS: Caldwell Cup: Illawarra Richardson Cup: Central Coast Colts: Newcastle/Hunter Women's 7s: Hunter XV's: Illawarra
NSW Junior Rugby Union State Championships	2,500 players 140 teams	WINNERS: U12 and U13: Parramatta U14: Penrith U15 Boys: Northern Suburbs U15 Girls: Randwick/Parramatta U16 Boys: Gordon U16 Girls: Gordon U17 Girls: West Harbour Open: Manly (Open)
NSW Women's Rugby	330 Players	WINNERS: Country Women's XVs Championship winners: Illawarra Jack Scott Cup winners: Sydney University 7's Series: Randwick
Sydney Rugby Union	2,632 players	WINNERS: Shute Shield: Warringah Colts 1: Randwick Club Championship: Sydney University Catchpole Medal (player of the year): Adrian Musico (Parramatta) Brockhoff Medal (coach of the year): Pauli Taumoepeau (Eastern Suburbs) Dick Byres Medal (referee of the year: Michael Hogan

5. BY THE NUMBERS

COMMUNITY



16,284

SCHOOL
XVs PLAYERS

9%

FEMALE
PARTICIPATION
NOW ACCOUNTS
FOR 9% OF
THE PLAYING
POPULATION



421

NUMBER OF
WARATAH
APPEARANCES

637

HOURS IN THE
COMMUNITY

36,711

REGISTERED
REGULAR CLUB
XVs PLAYERS



TICKETING, MEMBERSHIP & DIGITAL

MEMBERSHIP
REVENUE TARGET

\$1,400,000

MEMBERSHIP
REVENUE ACTUAL

\$1,417,005



22,000

TOTAL NUMBER OF
FREE U16 JUNIOR
SEASON PASSES
GIVEN OUT



3,000+
JUNIORS

41 CLUBS

PARTICIPATED
IN THE JNR
MARCH PAST



TICKET REVENUE
\$793,132



DEMOGRAPHICS

	Female	Male
Web	29.6%	70.4%
Facebook	22%	78%
Instagram	22.0%	78%
Twitter	41%	59%

SUBSCRIBERS



170,512



72,505



52,525



23,286



1,400,00
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THE HIGHEST NUMBER OF
PAGEVIEWS SINCE THE
2015 & 2015 SEASONS.
380,000 USERS VISITED
WITH AN AVERAGE
VIEWTIME OF 2MINS AND
23 SEC PER PAGE.

6. POSITIVE RUGBY FOUNDATION

REPORT

At the end of 2017, New South Wales Rugby Union officially launched the NSW Positive Rugby Foundation which is designed to raise funds to support key programs and initiatives to support the growth of rugby across the State.

The Positive Rugby Foundation is part of NSWRU commitment to diversifying revenue streams as well as bring to life the organisation's vision of care, connect and unify.

There are six community areas of the game that have been targeted by the NSW Positive Rugby Foundation to raise funding for. These include Schools and Juniors Rugby, Country Rugby, Women's Rugby, Western Sydney Rugby, Indigenous Rugby and Elite Youth Development

An ambitious plan to raise \$6 million for investment in grassroots rugby has been set with the goal of extending the ability of NSW Rugby to invest in and support the growth of the game.

Since launched, the NSW Positive Rugby Foundation has received great support from Coterie members with the first two Coterie programs focused on Schools and Country rugby.

It's not just about raising money but rather making a positive difference to the health and wellbeing of communities, funding high quality grassroots resources and programs and enabling more people to experience the core values, life skills and opportunities unique to rugby.

Some of the key programs delivered throughout 2018 include:

Get Talkin Tour. This program delivered Mental Health workshops to schools and rugby communities in these 13 locations; trained development officers in the Positive coaching framework and delivered on-field rugby clinics in each location using. The program worked with partners batyr and also received funding from Macquarie Foundation. NSW Waratahs players, coaches, NSWRU staff visited 13 drought affected country centres in the Central West and Western Plains regions including; Bathurst, Orange, Dubbo, Narrabri, Moree, Cowra, Nygen, Walgett.

Appointment of two schools Relationship Managers. Providing more resources to support schools programs was identified as a key priority which in turn saw the appointment Christian Mayo and Greg Mumm as Primary and Secondary Schools Relationships Managers. Face to face meetings and needs analysis completed with all 90 per cent of the top 50 Rugby Schools in NSW, identifying Safety Messaging, Coach Education, as vital in all schools and specifically program presence in the primary environment.

Coach & Captain functions. Delivered on a promise to provide 'inner circle' experiences for Foundation members and offered a means for meaningful feedback and discussion with these key stakeholders. The Mothers safety focus group was a direct outcome out of these discussions. The private function for Foundation coterie members where they received an inner circle experience with Andrew Hore, Michael Hooper and Daryl Gibson.

Thank you to all our founding Coterie members and those who have renewed to continue their commitment to our programs. Our vision is to grow the Coteries part of the program and provide that connection to those who love rugby to be able to have a meaningful connection to rugby.



7. OBITUARIES

NSW Rugby Waratahs would like to acknowledge the following players who represented NSW Waratahs, and sadly passed away in 2018:

- | | | |
|-------------------------|---------|---------|
| • Len Diett | 5 caps | 1959-60 |
| • Sir Nicholas Shehadie | 37 caps | 1946-57 |
| • Allan Edgar | 1 cap | 1947 |
| • Bruce Taafe | 7 caps | 1970-72 |
| • Jack Carroll | 6 caps | 1950-54 |
| • Alan Dennett | 3 caps | 1946 |
| • Ian Miles | 4 caps | 1950-52 |
| • Brian Moffat | 1 cap | 1950 |

8. FINANCES

MANAGEMENT REPORT - CONSOLIDATED INCOME STATEMENT SUMMARY

FY2018 - Profit and Loss Statement

	Actual FY2018	Budget FY2018	Variances (\$'s)	Actual FY2018	Actual FY2017	Variances (\$'s)
INCOME						
<u>Rugby</u>						
Super Rugby participation fee	4,550,000	4,500,000	50,000	4,550,000	4,500,000	50,000
HP funding	1,055,000	900,000	155,000	1,055,000	900,001	154,999
Development funding	299,000	285,000	14,000	299,000	277,498	21,502
<u>Commercial</u>						
Matchday			0			0
General tickets	793,132	1,101,000	(307,868)	793,132	789,252	3,880
Memberships & Subscriptions	1,417,005	1,690,000	(272,995)	1,417,005	2,074,344	(657,339)
Sponsorship	3,024,577	3,268,700	(244,122)	3,024,577	3,866,018	(841,441)
Duco 10's	82,576	80,000	2,576	82,576	152,561	(69,985)
Hospitality	219,026	225,000	(5,974)	219,026	214,691	4,336
Licensing	149,277	203,000	(53,723)	149,277	164,732	(15,455)
Venue rebates	2,477,416	2,715,000	(237,584)	2,477,416	2,491,424	(14,008)
<u>Corporate</u>						
Other Income	144,336	210,000	(65,664)	144,336	54,371	89,964
Interest	228,720	150,000	78,720	228,720	218,274	10,446
<u>Community</u>						
	3,740,379	3,371,488	368,891	3,740,379	4,896,344	(1,155,966)
TOTAL INCOME	18,180,446	18,699,187	(518,742)	18,180,446	20,599,511	(2,419,065)
EXPENDITURE						
<u>Rugby</u>						
Player Payments	5,848,064	5,868,072	20,008	5,848,064	5,592,498	(255,566)
Team travel	101,355	90,000	(11,355)	101,355	69,046	(32,309)
Team servicing	1,106,499	1,034,329	(72,170)	1,106,499	918,952	(187,547)
Staff costs	1,956,613	1,805,016	(151,597)	1,956,613	1,905,914	(50,699)
Other team	89,374	102,920	13,546	89,374	80,424	(8,950)
Total Team costs	9,101,905	8,900,337	(201,568)	9,101,905	8,566,833	(535,072)
<u>Commercial</u>						
Matchday						
Venue costs	853,181	1,010,000	156,819	853,181	729,411	(123,770)
Hospitality costs	234,239	171,334	(62,905)	234,239	150,797	(83,441)
Other matchday	377,501	366,475	(11,026)	377,501	326,546	(50,956)
Sponsorship servicing	660,822	650,538	(10,284)	660,822	758,504	97,682
Membership servicing	234,346	316,875	82,529	234,346	285,318	50,972
Marketing	292,311	352,000	59,689	292,311	681,723	389,411
Staff costs	1,014,141	1,163,120	148,979	1,014,141	1,015,739	1,598
Other commercial	101,037	145,560	44,523	101,037	134,209	33,172
Total commercial costs	3,767,580	4,175,902	408,323	3,767,580	4,082,248	314,668
<u>Corporate</u>						
Staff costs	548,186	532,416	(15,770)	548,186	535,104	(13,081)
Property	463,516	517,086	53,570	463,516	1,305,455	841,938
Other corporate	416,887	402,276	(14,611)	416,887	353,591	(63,296)
Total	1,428,589	1,451,778	23,189	1,428,589	2,194,150	765,561
<u>Community</u>						
	4,500,158	4,174,466	(325,692)	4,500,158	5,742,050	1,241,892
TOTAL EXPENDITURE	18,798,232	18,702,484	(95,748)	18,798,232	20,585,281	1,787,049
FINALS - NET SURPLUS	71,077	0	(71,077)	71,077	0	(71,077)
NET SURPLUS / (DEFICIT)	(546,709)	(3,296)	(543,412)	(546,709)	14,230	(560,939)

MANAGEMENT REPORT - CONSOLIDATED BALANCE SHEET SUMMARY

BALANCE SHEET AS AT 31 DECEMBER 2018

ASSETS

Cash	9,571,144	7,129,463	9,571,144	(2,441,681)
Receivables	499,402	584,707	499,402	85,305
Prepayments	20,814	34,700	20,814	13,886
Fixed assets (net wdv)	301,075	247,447	301,075	(53,628)

TOTAL ASSETS

LIABILITIES

Trade and sundry creditors	(857,693)	(626,931)	(857,693)	230,762
Accruals	(519,436)	(527,629)	(519,436)	(8,194)
Provisions	(427,835)	(436,418)	(427,835)	(8,584)
Deferred revenue	(7,457,571)	(5,822,145)	(7,457,571)	1,635,425

TOTAL LIABILITIES

EQUITY

Prior year retained profits/(deficit)	1,129,902	1,129,902	1,115,670	14,232
Current year profits/(deficit)	0	(546,710)	14,231	(560,941)

TOTAL EQUITY/(DEFICIT)

O/Balance Dec-17	Actual Dec-18	Prior Year Dec-17	Variance
10,392,436	7,996,317	10,392,436	(2,396,118)
(9,262,534)	(7,413,125)	(9,262,534)	1,849,409
1,129,902	583,192	1,129,901	(546,709)

New South Wales Rugby Union Ltd ABN 70 000 222 711
Special purpose annual report - 31 December 2018

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New South Wales Rugby Union Ltd
ABN 70 000 222 711

**Special purpose
annual report
for the year ended
31 December 2018**

Directors' report

Your directors present their report on New South Wales Rugby Union Ltd for the year ended 31 December 2018.

Directors

The directors of the Company at any time during or since the end of the financial year are:

Roger Davis (Chairman)
Kerry Chikarovski
John Morrison
Barry Ruddy
David Begg
Benjamin Gregory (appointed on 01/03/18)
Anthony Crawford (appointed on 06/12/18)
Arthur Laundry (resigned on 28/02/18)
John Ardron (resigned on 28/02/18)

Principal activities

The principal continuing activities of the Company during the course of the year ended 31 December 2018 were the organisation, development and promotion of the game of rugby union in the State of New South Wales.

Review of operations

The operating loss for the year ending 31 December 2018 for the Company amounted to \$259,779 (2017: \$254,295 profit).

Significant changes in state of affairs

There were no significant changes in the state of affairs of the Company during the financial year.

Limited by guarantee

The Company is a company limited by guarantee. In the event of the Company being wound up each member is liable to contribute to the debts of the Company incurred whilst they were a member or within one year from them ceasing to be a member, or for the purpose of adjusting the rights of the contributors amongst themselves, such amount as may be required not exceeding \$10.

Likely developments and expected results of operations

Further information on likely developments in the operations of the Company and the expected results of operations have not been included in this financial report because the directors believe it would be likely to result in unreasonable prejudice to the Company.

Insurance of officers

During the financial year the Company has paid premiums in respect of directors' and officers' liability for legal expenses and insurance contracts for the year ended 31 December 2018. Such insurance contracts insure against certain liability (subject to specific exclusions) persons who are or have been directors or executive officers of the Company.

The directors have not included details of the nature of the liabilities covered or the amount of the premiums paid in respect of the directors' and officers' liability and legal expenses insurance contracts, as such disclosure is prohibited under the terms of the contract.

Proceedings on behalf of the company

No person has applied to the Court under section 237 of the *Corporations Act 2001* for leave to bring proceedings on behalf of the company, or to intervene in any proceedings to which the company is a party, for the purpose of taking responsibility on behalf of the company for all or part of those proceedings for the year ended 31 December 2018.

No proceedings have been brought or intervened in on behalf of the Company with leave of the Court under section 237 of the *Corporations Act 2001*.

Matters subsequent to the end of the financial year

There has not arisen in the interval between the end of the financial year and the date of this report any item, transaction or event of a material and unusual nature likely, in the opinion of the directors of the Company, to affect significantly the operations of the Company, the results of those operations, or the state of affairs of the Company, in future financial years.

Auditor's Independence declaration

A copy of the auditor's independence declaration as required under section 307C of the *Corporations Act 2001* is set out on page 3.

Auditor

PwC continues in office in accordance with section 325 of the *Corporations Act 2001*.

This report is made in accordance with a resolution of directors.



Roger Davis

Director

Sydney
16 April 2019



Auditor's Independence Declaration

As lead auditor for the audit of New South Wales Rugby Union Ltd for the year ended 31 December 2018, I declare that to the best of my knowledge and belief, there have been:

- (a) no contraventions of the auditor independence requirements of the *Corporations Act 2001* in relation to the audit; and
- (b) no contraventions of any applicable code of professional conduct in relation to the audit.

James McIlvogue
Partner
PricewaterhouseCoopers

Sydney
16 April 2019

New South Wales Rugby Union Ltd ABN 70 000 222 711 Special purpose annual report – year ended 31 December 2018

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These financial statements cover New South Wales Rugby Union Ltd as an individual entity. The financial statements are presented in the Australian currency.

New South Wales Rugby Union Ltd is a company limited by guarantee, incorporated and domiciled in Australia. Its registered office and principal place of business is:

New South Wales Rugby Union Ltd
David Phillips Sports Complex
Banks Avenue
DACEYVILLE NSW 2032

A description of the nature of the Company's operations and its principal activities is included in the directors' report on pages 1-2, which is not part of these financial statements.

The financial statements were authorised for issue by the directors on 5 April 2019. The company has the power to amend and reissue the financial statements.

New South Wales Rugby Union Ltd
Statement of comprehensive income
For the year ended 31 December 2018

	Notes	2018 \$	2017 \$
Revenue from continuing operations	3	4,331,565	6,032,394
Expenses	4		
Premiership Rugby		(413,424)	(455,837)
Community Rugby		(3,110,280)	(3,098,721)
Corporate		(930,483)	(2,207,289)
Positive Rugby Foundation		(137,177)	-
Finance costs	4	-	(16,252)
Profit / (Loss) for the year		(259,779)	254,295
Other comprehensive income for the year		-	-
Total comprehensive income / (loss) for the year		(259,779)	254,295

The above statement of comprehensive income should be read in conjunction with the accompanying notes.

New South Wales Rugby Union Ltd
Balance sheet
As at 31 December 2018

	Notes	2018 \$	2017 \$
ASSETS			
Current assets			
Cash and cash equivalents	5	367,809	77,031
Trade and other receivables	6	442,204	127,344
Related party receivables	7	1,446,896	2,156,981
Total current assets		2,256,709	2,361,356
Non-current assets			
Property, plant and equipment	8	58,474	25,408
Intangible assets	9	43,095	47,219
Total non-current assets		101,569	72,627
Total assets		2,358,278	2,433,983
LIABILITIES			
Current liabilities			
Trade and other payables	10	389,096	599,468
Deferred revenue	11	437,281	71,958
Provisions	12	155,860	136,737
Total current liabilities		982,237	808,163
Non-current liabilities			
Provisions	13	50,000	50,000
Total non-current liabilities		50,000	50,000
Total liabilities		1,042,237	858,163
Net assets		1,316,041	1,575,820
EQUITY			
Accumulated surplus	14	1,316,041	1,575,820
Total equity		1,316,041	1,575,820

The above balance sheet should be read in conjunction with the accompanying notes.

New South Wales Rugby Union Ltd
Statement of changes in equity
For the year ended 31 December 2018

Notes	Accumulated surplus \$	Total equity \$
Balance at 1 January 2017	1,321,525	1,321,525
Profit / (loss) for the year	254,295	254,295
Other comprehensive income / (loss)	-	-
Total comprehensive income / (loss) for the year	254,295	254,295
Balance at 31 December 2017	1,575,820	1,575,820
Balance at 1 January 2018	1,575,820	1,575,820
Profit / (loss) for the year	(259,779)	(259,779)
Other comprehensive income / (loss)	-	-
Total comprehensive income / (loss) for the year	(259,779)	(259,779)
Balance at 31 December 2018	1,316,041	1,316,041

The above statement of changes in equity should be read in conjunction with the accompanying notes.

New South Wales Rugby Union Ltd
Statement of cash flows
For the year ended 31 December 2018

Notes	2018 \$	2017 \$
Cash flows from operating activities		
Cash receipts from matches supporters, sponsors, members, (inclusive of GST)	5,041,548	4,444,940
Cash payments to suppliers and employees (inclusive of GST)	(4,695,680)	(6,534,092)
Net cash inflow / (outflow) from operating activities	345,868	(2,089,152)
Cash flows from investing activities		
Payments for property, plant and equipment and intangibles	(57,624)	(36,529)
Net cash inflow / (outflow) from investing activities	(57,624)	(36,529)
Cash flows from financing activities		
Finance income received	2,334	501
Finance costs paid	-	(16,252)
Net cash inflow / (outflow) from financing activities	2,334	(15,751)
Net increase / (decrease) in cash and cash equivalents	290,578	(2,141,432)
Cash and cash equivalents at the beginning of the financial year	77,031	2,218,463
Cash and cash equivalents at end of year	367,609	77,031

The above statement of cash flows should be read in conjunction with the accompanying notes.

Notes to the financial statements

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1 Summary of significant accounting policies

The principal accounting policies adopted in the preparation of the financial statements are set out below. These policies have been consistently applied to all the years presented, unless otherwise stated.

(a) Basis of preparation

In the directors' opinion, the Company is not a reporting entity because there are no users dependent on general purpose financial statements.

This is a special purpose financial statement that has been prepared for the sole purpose of complying with the *Corporations Act 2001* requirements to prepare and distribute financial statements to the members and must not be used for any other purpose. The directors have determined that the accounting policies adopted are appropriate to meet the needs of the members.

The financial statements have been prepared in accordance with the recognition and measurement principles of Australian Accounting Standards and Interpretations issued by the Australian Accounting Standards Board and the *Corporations Act 2001*. It contains only those disclosures considered necessary by the directors to meet the needs of the members. New South Wales Rugby Union Ltd is a not-for-profit entity for the purpose of preparing the financial statements.

Historical cost convention

The financial statements have been prepared in accordance with the historical cost convention.

Critical accounting estimates

The preparation of financial statements requires the use of certain critical accounting estimates. It also requires management to exercise its judgement in the process of applying the company's accounting policies. The areas involving a higher degree of judgement or complexity, or areas where assumptions and estimates are significant to the financial statements, are disclosed in note 2.

The expenditure in the statement of comprehensive income has been classified to better present the functional nature of the Company's activities.

(b) Revenue recognition

Revenue from match day tickets and grants is measured at fair value and taken to income in the period to which it relates.

Revenue from sponsorship is measured at fair value and recognised evenly on a monthly basis within the financial year to which it relates. Sponsorship advances are deferred until earned pursuant to the sponsorship agreement.

Interest income is recognised on a time proportion basis using the effective interest method.

(c) Income tax

The Company is exempt from income tax in accordance with the provisions of section 23(g) of the *Income Tax Assessment Act*.

1 Summary of significant accounting policies (continued)

(d) Leases

Leases of property, plant and equipment where the Company has substantially all the risks and rewards of ownership are classified as finance leases. Finance leases are capitalised at the lease's inception at the lower of the fair value of the leased property and the present value of the minimum lease payments. The corresponding rental obligations, net of finance charges, are included in other long-term payables. Each lease payment is allocated between the liability and finance cost. The finance cost is charged to the statement of comprehensive income over the lease period so as to produce a constant periodic rate of interest on the remaining balance of the liability for each period. The property, plant and equipment acquired under finance leases are depreciated over the shorter of the asset's useful life and the lease term.

Leases in which a significant portion of the risks and rewards of ownership are retained by the lessor are classified as operating leases. Payments made under operating leases (net of any incentives received from the lessor) are charged to the statement of comprehensive income on a straight-line basis over the period of the lease.

(e) Property, plant and equipment

All property, plant and equipment are stated at historical cost less depreciation. Historical cost includes expenditure that is directly attributable to the acquisition of the items.

Depreciation is calculated using the straight line method to allocate its cost or revalued amounts, net of its residual values over its estimated useful lives, as follows:

- Leasehold improvements	Over the lease term (i)
- Office equipment	5 years
- Leased motor vehicles	5 years
- Plant and equipment	10 years

- (i) The cost of other leasehold improvements to or on leasehold properties is amortised over the unexpired period of the lease or the estimated useful life of the improvement to the Company, whichever is the shorter.

The assets' residual values and useful lives are reviewed, and adjusted if appropriate, at each reporting period.

(f) Intangible assets

Trademarks, licences and website costs

Trademarks, licences and website costs have a finite useful life and are carried at cost less accumulated amortisation and impaired losses. Amortisation is calculated using the straight line method to allocate the cost of trademarks, licences and website costs over its estimated useful lives, which is 10 years.

(g) Impairment of assets

Intangible assets that have an indefinite useful life are not subject to amortisation and are tested annually for impairment, or more frequently if events or changes in circumstances indicate that they might be impaired. Other assets are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount may not be recoverable. An impairment loss is recognised for the amount by which the asset's carrying amount exceeds its recoverable amount. Non-financial assets other than goodwill that suffered impairment are reviewed for possible reversal of the impairment at each reporting date.

(h) Trade and other payables

These amounts represent liabilities for goods and services provided to the Company prior to the end of the financial year and which are unpaid. The amounts are unsecured.

(i) Borrowings

Borrowings are initially recognised at fair value, net of transaction costs incurred.

Borrowings are classified as current liabilities unless the Company has an unconditional right to defer settlement of the liability for at least 12 months after the balance sheet date.

1 Summary of significant accounting policies (continued)

(j) Borrowing costs

Borrowing costs incurred for the construction of any qualifying asset are capitalised during the period of time that is required to complete and prepare the asset for its intended use or sale. Other borrowing costs are expensed.

(k) Provisions

Provisions for legal claims are recognised when: the Company has a present legal or constructive obligation as a result of past events; it is probable that an outflow of resources will be required to settle the obligation; and the amount has been reliably estimated. Provisions are not recognised for future operating losses.

Where there are a number of similar obligations, the likelihood that an outflow will be required in settlement is determined by considering the class of obligations as a whole. A provision is recognised even if the likelihood of an outflow with respect to any one item included in the same class of obligations may be small.

Provisions are measured at the present value of management's best estimate of the expenditure required to settle the present obligation at the balance sheet date. The discount rate used to determine the present value reflects current market assessments of the time value of money and the risks specific to the liability.

(l) Employee benefits

(i) Wages and salaries, annual leave and sick leave

Liabilities for wages and salaries, including non-monetary benefits, annual leave and accumulating sick leave expected to be settled within 12 months of the reporting date are recognised in other payables in respect of employees' services up to the reporting date and are measured at the amounts expected to be paid when the liabilities are settled.

(ii) Long service leave

The liability for long service leave is recognised in the provision for employee benefits and measured as the present value of expected future payments to be made in respect of services provided by employees up to the reporting date using the projected unit credit method. Consideration is given to expected future wage and salary levels, experience of employee departures and periods of service. Expected future payments are discounted using market yields at the reporting date on corporate bond rates with terms to maturity and currency that match, as closely as possible, the estimated future cash outflows.

(iii) Retirement benefit obligations

All employees of the Company are entitled to benefits on retirement, disability or death from BT Lifetime Super Employer Plan or other nominated funds of those employees. The BT Lifetime Super Employer Plan is an accumulation fund, contributions being made by the Company at a rate of 9.5% (2017: 9.5%) (up to the maximum contribution base) of wages and salaries on behalf of the employees. The entities contributions are legally enforceable.

(m) Cash and cash equivalents

For cash flow statement presentation purposes, cash and cash equivalents includes cash on hand, deposits held at call with financial institutions, other short-term, highly liquid investments with original maturities of three months or less that are readily convertible to known amounts of cash and which are subject to an insignificant risk of changes in value, and bank overdrafts. Bank overdrafts are shown within borrowings in current liabilities on the statement of financial position.

(n) Trade receivables

Trade receivables are recognised initially at fair value and subsequently measured at amortised cost, less provision for doubtful debts. Trade receivables are due for settlement no more than 30 days from the date of recognition.

Collectability of trade receivables is reviewed on an ongoing basis. Debts which are known to be uncollectible are written off. A provision for doubtful receivables is established when there is objective evidence that the Company will not be able to collect all amounts due according to the original terms of receivables. The amount of the provision is the difference between the asset's carrying amount and the present value of estimated future cash flows, discounted at the original effective interest rate. The amount of the provision is recognised in the statement of comprehensive income.

1 Summary of significant accounting policies (continued)

(o) Goods and services tax (GST)

Revenues, expenses and assets are recognised net of the amount of associated GST, unless the GST incurred is not recoverable from the taxation authority. In this case it is recognised as part of the cost of acquisition of the asset or as part of the expense.

Receivables and payables are stated inclusive of the amount of GST receivable or payable. The net amount of GST recoverable from, or payable to, the taxation authority is included with other receivables or payables in the statement of financial position.

Cash flows are presented on a gross basis. The GST components of cash flows arising from investing or financing activities which are recoverable from, or payable to the taxation authority, are presented as operating cash flow.

(p) Deferred income

Income is deferred on the statement of financial position until it has been earned, at which point the deferred income is recognised as income.

(q) New accounting standards and interpretations

The company has applied the following standards and amendments for the first time for the year ended 31 December 2018:

- AASB 9 Financial Instruments
- AASB 15 Revenue from Contracts with Customers

The company had to change its accounting policies and determined that they did not have any impact on the amounts recognised in the current year as well as the prior year and do not expect to be significantly affected for future years following the adoption of AASB 9 and AASB 15.

(r) Impact of standards issued but not yet applied

AASB 16 was issued in February 2016. It will result in almost all leases being recognised on the balance sheet, as the distinction between operating and finance leases is removed. Under the new standard, an asset (the right to use the leased item) and a financial liability to pay rentals are recognised. The only exceptions are short-term and low-value leases. The accounting for lessors will not significantly change.

The standard will affect primarily the accounting for company's operating leases. As at the reporting date, the company has non-cancellable operating lease commitments of \$47,730. However, the company has not yet determined to what extent these commitments will result in the recognition of an asset and a liability for future payments and how this will affect the company's profit and classification of cash flows.

Some of the commitments may be covered by the exception for short-term and low-value leases and some commitments may relate to arrangements that will not qualify as leases under AASB 16.

The standard is mandatory for annual reporting years beginning on or after 1 January 2019. The company does not intend to adopt the standard before its effective date.

2 Critical accounting estimates and judgements

Estimates and judgements are continually evaluated and are based on historical experience and other factors, including expectations of future events that may have a financial impact on the Company and that are believed to be reasonable under the circumstances.

Management believes that there are no areas involving a higher degree of judgement or complexity, or where assumptions and estimates are significant to the financial statements.

3 Revenue

	2018 \$	2017 \$
From continuing operations		
Sponsorship	69,686	135,713
Match day proceeds - Premier rugby	285,084	324,393
NSW Waratahs Limited Licensing fee	500,000	1,100,000
RA Funding	1,408,322	1,316,603
Participation Fees	1,302,985	964,078
Positive Rugby Foundation	137,177	-
Other Development Income	-	404,901
	3,703,254	4,245,688
Other revenue		
Rental income	-	1,151,121
Other income	625,977	635,084
Interest	2,334	501
	4,331,565	6,032,394

4 Expenses

	2018 \$	2017 \$
Loss from continuing operations includes the following specific expenses:		
Depreciation and amortisation		
Buildings - Centre of excellence	-	218,187
Plant and equipment	21,282	8,591
Intangible Assets - Trademarks	7,400	6,742
Total depreciation and amortisation	28,682	233,520
Finance costs		
Interest and finance charges	-	16,252
Total finance costs	-	16,252
Rental expense relating to operating leases		
Minimum lease payments	-	957,406
Total rental expense relating to operating leases	-	957,406
Defined contribution superannuation expense	183,390	139,708
Total defined contribution superannuation expenses	183,390	139,708

5 Current assets - Cash and cash equivalents

	2018 \$	2017 \$
Cash at bank and in hand	367,609	77,031
	367,609	77,031

6 Current assets - Trade and other receivables

Current assets

	2018 \$	2017 \$
Trade receivables	391,945	93,460
Other assets (a)	46,056	29,410
Prepayments	4,203	4,474
	<u>442,204</u>	<u>127,344</u>

(a) Other receivables

These amounts relate to sundry debtors and unused contra sponsorship.

7 Current assets - Related party Receivables

	2018 \$	2017 \$
Receivables from NSW Waratahs Limited	1,446,896	2,156,981
Total other receivables	<u>1,446,896</u>	<u>2,156,981</u>

8 Non-current assets - Property, plant & equipment

	Centre of Excellence \$	Plant and equipment \$	Total \$
Year ended 31 December 2017			
Opening net book amount	246,051	7,449	253,500
Additions	-	26,551	26,551
Written down value of disposals	(27,864)	-	(27,864)
Depreciation and amortisation	(218,187)	(8,592)	(226,779)
Closing net book amount	-	25,408	25,408
At 1 January 2018			
Cost	-	272,821	272,821
Accumulated depreciation and amortisation	-	(247,413)	(247,413)
Net book amount	-	25,408	25,408
Year ended 31 December 2018			
Opening net book amount	-	25,408	25,408
Additions	-	54,348	54,348
Written down value of disposals	-	-	-
Depreciation and amortisation	-	(21,282)	(21,282)
Closing net book amount	-	58,474	58,474
At 31 December 2018			
Cost	-	249,285	249,285
Accumulated depreciation and amortisation	-	(190,811)	(190,811)
Net book amount	-	58,474	58,474

9 Non-current assets - Intangible assets

	Intangible Trademarks \$	Total \$
Year ended 31 December 2017		
Opening net book amount	43,983	43,983
Additions	9,978	9,978
Written down value of disposals	-	-
Depreciation and amortisation	(6,742)	(6,742)
Closing net book amount	<u>47,219</u>	<u>47,219</u>
At 1 January 2018		
Cost	71,957	71,957
Accumulated depreciation and amortisation	(24,738)	(24,738)
Net book amount	<u>47,219</u>	<u>47,219</u>
Year ended 31 December 2018		
Opening net book amount	47,219	47,219
Additions	3,276	3,276
Written down value of disposals	-	-
Depreciation and amortisation	(7,400)	(7,400)
Closing net book amount	<u>43,095</u>	<u>43,095</u>
At 31 December 2018		
Cost	75,232	75,232
Accumulated depreciation and amortisation	(32,137)	(32,137)
Net book amount	<u>43,095</u>	<u>43,095</u>

10 Current liabilities - Trade and other payables

	2018 \$	2017 \$
Trade payables	148,323	256,544
Other payables	260,773	342,924
	<u>399,096</u>	<u>599,468</u>

11 Current liabilities - Deferred revenue

	2018 \$	2017 \$
Donations received in advance	268,056	32,190
Other	169,225	39,768
	<u>437,281</u>	<u>71,958</u>

12 Current liabilities - Provisions

	2018 \$	2017 \$
Employee benefits	155,860	136,737
	<u>155,860</u>	<u>136,737</u>

13 Non-current liabilities – Provisions

	2018 \$	2017 \$
Make-good on rental premises	50,000	50,000
	<u>50,000</u>	<u>50,000</u>

14 Accumulated funds

	2018 \$	2017 \$
Opening accumulated surplus	1,575,820	1,321,525
Total comprehensive profit/(loss) for the year	(259,779)	254,295
Balance 31 December	<u>1,316,041</u>	<u>1,575,820</u>

15 Remuneration of auditors

During the year the following fees were paid or payable for services provided by the auditor of the Company.

	2018 \$	2017 \$
PwC Australia Audit of financial statements	12,600	12,500
PwC Australia Other assurance services	-	-
Total remuneration	<u>12,600</u>	<u>12,500</u>

16 Commitments

Lease commitments

	2018 \$	2017 \$
Commitments for minimum lease payments in relation to non-cancellable operating leases are payable as follows:		
Within one year	47,730	87,890
Later than one year but not later than five years	-	50,773
Later than five years	-	-
Commitments not recognised in the financial statements	<u>47,730</u>	<u>138,663</u>

17 Related party transactions

(a) Rugby Australia Limited ("RA")

The Company conducts numerous transactions with RA in the normal course of the administration of the game of Rugby Union in the State of New South Wales. Under an agreement with RA the annual grants to the Company were \$1,408,322 in the period to 31 December 2018 (2017: \$1,316,803).

(b) NSW Waratahs Limited ("WL")

Total income during the period to 31 December 2018 from NSW Waratahs Limited was \$500,000 (2017: \$2,099,266). This total includes an annual licence fee of \$500,000 (2017: \$1,100,000) to New South Wales Rugby Union Ltd for granting them the license to operate the Waratahs professional rugby team.

18 Contingences

The entity had no contingent liabilities as at 31 December 2018 (2017: \$nil)

19 Events occurring after the reporting period

No matter or circumstances have occurred subsequent to year end that has significantly affected, or may significantly affect, the operations of the company, the results of those operations or the state of affairs of the company in subsequent financial years.

20 Reconciliation of profit/(loss) to net cash flow from operating activities

	2018 \$	2017 \$
Profit / (loss) for the year	(259,779)	254,295
Depreciation and amortisation	28,682	233,520
Loss on sale of assets	-	27,865
Change in operating assets and liabilities		
Decrease / (increase) in receivables	392,891	(2,206,444)
Increase / (decrease) in creditors & other liabilities	164,951	(83,249)
Increase / (decrease) in provisions	19,123	(315,139)
Net cash inflow / (outflow) from operating activities	<u>345,868</u>	<u>(2,089,152)</u>

Directors Declaration

As stated in Note 1(a) to the financial statements, in the directors' opinion, the Company is not a reporting entity because there are no users dependent on general purpose financial statements. These are a special purpose financial statements that have been prepared to meet *Corporations Act 2001* requirements.

The financial statements have been prepared in accordance with Accounting Standards and mandatory professional reporting requirements to the extent described in Note 1.

In the directors' opinion:

- (a) the financial statements and notes set out on pages 5 to 18 are in accordance with the *Corporations Act 2001*, including:
- (i) complying with Accounting Standards and other mandatory professional reporting requirements as detailed above, and the *Corporations Regulations 2001*; and
 - (ii) giving a true and fair view of the Company's financial position as at 31 December 2018 and of its performance for the financial period ended on that date; and
- (b) there are reasonable grounds to believe that the Company will be able to pay its debts as and when they become due and payable.

This declaration is made in accordance with a resolution of the directors.



Roger Davis
Director

Sydney
16 April 2019



Independent auditor's report

To the members of New South Wales Rugby Union Ltd

Our opinion

In our opinion:

The accompanying financial report of New South Wales Rugby Union Ltd (the Company) is in accordance with the *Corporations Act 2001*, including:

- (a) giving a true and fair view of the Company's financial position as at 31 December 2018 and of its financial performance for the year then ended
- (b) complying with Australian Accounting Standards to the extent described in Note 1 and the *Corporations Regulations 2001*.

What we have audited

The financial report comprises:

- the balance sheet as at 31 December 2018
- the statement of comprehensive income for the year then ended
- the statement of changes in equity for the year then ended
- the statement of cash flows for the year then ended
- the notes to the financial statements, which include a summary of significant accounting policies
- the directors' declaration.

Basis for opinion

We conducted our audit in accordance with Australian Auditing Standards. Our responsibilities under those standards are further described in the *Auditor's responsibilities for the audit of the financial report* section of our report.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Independence

We are independent of the Company in accordance with the auditor independence requirements of the *Corporations Act 2001* and the ethical requirements of the Accounting Professional and Ethical Standards Board's *APES 110 Code of Ethics for Professional Accountants* (the Code) that are relevant to our audit of the financial report in Australia. We have also fulfilled our other ethical responsibilities in accordance with the Code.

Emphasis of matter - basis of accounting and restriction on use

We draw attention to Note 1 in the financial report, which describes the basis of accounting. The financial report has been prepared for the purpose of fulfilling the directors' financial reporting responsibilities under the *Corporations Act 2001* to prepare and distribute financial statements to the members. As a result, the financial report may not be suitable for another purpose. Our report is

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intended solely for New South Wales Rugby Union Ltd and its members and should not be used by parties other than New South Wales Rugby Union Ltd and its members. Our opinion is not modified in respect of this matter.

Other information

The directors are responsible for the other information. The other information comprises the information included in the Annual report for the year ended 31 December 2018, but does not include the financial report and our auditor's report thereon. Prior to the date of this auditor's report, the other information we obtained included the Directors' report.

Our opinion on the financial report does not cover the other information and accordingly we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial report, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial report or our knowledge obtained in the audit, or otherwise appears to be materially misstated.

If, based on the work we have performed on the other information obtained prior to the date of this auditor's report, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

Responsibilities of the directors for the financial report

The directors of the Company are responsible for the preparation of the financial report that gives a true and fair view and have determined that the basis of preparation described in Note 1 to the financial report is appropriate to meet the requirements of the *Corporations Act 2001* and is appropriate to meet the needs of the members. The directors' responsibility also includes such internal control as the directors determine is necessary to enable the preparation of the financial report that gives a true and fair view and is free from material misstatement, whether due to fraud or error.

In preparing the financial report, the directors are responsible for assessing the ability of the Company to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the directors either intend to liquidate the Company or to cease operations, or have no realistic alternative but to do so.

Auditor's responsibilities for the audit of the financial report

Our objectives are to obtain reasonable assurance about whether the financial report as a whole is free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with the Australian Auditing Standards will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of the financial report.

A further description of our responsibilities for the audit of the financial report is located at the Auditing and Assurance Standards Board website at:



http://www.auasb.gov.au/auditors_responsibilities/ar4.pdf. This description forms part of our auditor's report.

PricewaterhouseCoopers

James McElvogue
Partner

Sydney
16 April 2019

NSW Waratahs Limited

ABN: 99 141 002 904

Special Purpose Consolidated Financial Report

31 December 2018

NSW Waratahs Limited

Special Purpose Consolidated Financial Report

For the year ended 31 December 2018

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These financial statements are the consolidated financial statements of the consolidated entity consisting of NSW Waratahs Limited and its subsidiaries. The financial statements are presented in the Australian currency.

NSW Waratahs Limited is a company limited by guarantee, incorporated and domiciled in Australia. NSW Waratahs Limited was incorporated on 17 December 2009. Its registered office and principal place of business is

David Phillips Sports Complex
Banks Avenue
Daceyville
NSW 2032

A description of the nature of the Company's operations and its principal activities is included in the directors' report on pages 1-2, which is not part of these financial statements.

The financial statements were authorised for issue by the directors on 5 April 2019. The Company has the power to amend and reissue the financial statements.

NSW Waratahs Limited

Directors' Report

For the year ended 31 December 2018

Your directors present their report on the consolidated entity (referred to hereafter as the Company) consisting of NSW Waratahs Limited and the entities it controlled for the year ended 31 December 2018.

1. Directors

The directors of the Company at any time during or since the end of the financial year are:

Roger Davis (Chairman)
Ross Alan Grant
Kerry Chikarovski
David Terry Giffin
Nicholas James Phipps (appointed on 21/03/18)
Anthony Crawford (appointed on 06/12/18)
Arthur Laundry (appointed on 01/03/18 & resigned on 06/12/18)
Paul Timmins (resigned on 06/12/18)
Damien Fitzpatrick (resigned on 21/03/18)

2. Principal activities

The principal continuing activities of the Company during the course of the year ended 31 December 2018 were the business operations and management of a professional rugby union team. There were no significant changes in the nature of the activities of the Company during the year.

3. Review of operations

The operating loss for the year ending 31 December 2018 for the Company amounted to \$286,930 (2017: \$240,062 loss).

4. Significant changes in state of affairs

There were no significant changes in the state of affairs of the Company during the financial year.

5. Limited by guarantee

The Company is a company limited by guarantee. In the event of the Company being wound up each member is liable to contribute to the debts of the Company incurred whilst they were a member or within one year from them ceasing to be a member, or for the purpose of adjusting the rights of the contributors amongst themselves, such amount as may be required not exceeding \$10.

6. Proceedings on behalf of the Company

No person has applied to the Court under section 237 of the *Corporations Act 2001* for leave to bring proceedings on behalf of the company, or to intervene in any proceedings to which the company is a party, for the purpose of taking responsibility on behalf of the company for all or part of those proceedings.

No proceedings have been brought or intervened in on behalf of the Company with leave of the Court under section 237 of the *Corporations Act 2001*.

7. Matters subsequent to the end of the financial year

There has not arisen in the interval between the end of the financial year and the date of this report any item, transaction or event of a material and unusual nature likely, in the opinion of the directors of the Company, to affect significantly the operations of the Company, the results of those operations, or the state of affairs of the Company, in future financial years.

NSW Waratahs Limited

Directors' Report

For the year ended 31 December 2018

8. Likely developments

The Company will continue to pursue its strategic plans, develop its business base and ensure the strengthening of its business share resulting in continued profitability.

Further information about likely developments in the operations of the Company and the expected results of those operations in future financial years has not been included in this report because disclosure of the information would be likely to result in unreasonable prejudice to the Company.

9. Indemnification and insurance of officers and auditors

Indemnification

Since the end of the previous financial year, the Company has not indemnified or made a relevant agreement for indemnifying against a liability any person who is or has been an officer or auditor of the Company.

Insurance premiums

During the financial year the Company has paid premiums in respect of directors' and officers' liability for legal expenses and insurance contracts for the year ended 31 December 2018. Such insurance contracts insure against certain liability (subject to specific exclusions) persons who are or have been directors or executive officers of the Company.

The directors have not included details of the nature of the liabilities covered or the amount of the premiums paid in respect of the directors' and officers' liability and legal expenses insurance contracts, as such disclosure is prohibited under the terms of the contract.

10. Auditor's independence declaration

A copy of the auditor's independence declaration as required under section 307C of the *Corporations Act 2001* is set out on page 3.

11. Auditor

PricewaterhouseCoopers continues in office in accordance with section 326 of the *Corporations Act 2001*.

This report is made in accordance with a resolution of directors.



Roger Davis
Director
Sydney
16 April 2019



Auditor's Independence Declaration

As lead auditor for the audit of NSW Waratahs Limited for the year ended 31 December 2018, I declare that to the best of my knowledge and belief, there have been:

- (a) no contraventions of the auditor independence requirements of the *Corporations Act 2001* in relation to the audit; and
- (b) no contraventions of any applicable code of professional conduct in relation to the audit.

This declaration is in respect of NSW Waratahs Limited and the entities it controlled during the period.

James McElvogue
Partner
PricewaterhouseCoopers

Sydney
16 April 2019

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NSW Waratahs Limited

Consolidated Statement of Comprehensive Income

For the year ended 31 December 2018

	Note	2018 \$	2017 \$
Revenue from continuing operations	3	14,316,447	15,277,961
Other income		609,155	478,746
Professional rugby expenses	4	(13,043,790)	(12,506,743)
Corporate expenses	4	(1,893,761)	(2,596,247)
New South Wales Rugby Union Ltd Licence fee and other Grants	4,15	(500,000)	(1,100,000)
Results from operating activities		(511,949)	(446,283)
Finance income	5	228,720	218,274
Finance expense	5	(3,701)	(12,050)
Net finance income		225,019	206,221
Net profit / (loss) for the year		(286,930)	(240,062)
Other comprehensive income for the year		-	-
Total Comprehensive Income/(Loss) for the year		(286,930)	(240,062)

The above consolidated statement of comprehensive income should be read in conjunction with the accompanying notes.

NSW Waratahs Limited

Consolidated Balance Sheet

As at 31 December 2018

	Note	2018 \$	2017 \$
ASSETS			
Current assets			
Cash and cash equivalents	6	2,011,731	2,793,992
Cash in Term Deposits	6	4,750,123	4,200,121
Trade and other receivables	7	146,707	376,533
Prepayments		30,497	16,340
Total current assets		6,939,058	7,386,986
Non-Current assets			
Cash in Term Deposits	6	-	2,500,000
Property, plant and equipment	8	145,878	228,448
Total non-current assets		145,878	2,728,448
Total assets		7,084,936	10,115,434
LIABILITIES			
Current liabilities			
Trade and other payables	9	2,202,361	2,934,643
Provisions – Employee Entitlements	13	171,837	159,245
Deferred revenue	10	2,083,127	2,835,613
Total current liabilities		4,457,325	5,929,501
Non-Current liabilities			
Provisions – Employee Entitlements	13	58,722	81,851
Deferred revenue	10	3,301,737	4,550,000
Total non-current liabilities		3,360,459	6,631,851
Total liabilities		7,817,784	10,561,352
Net assets		(732,848)	(445,918)
EQUITY			
Accumulated surplus / (losses)	14	(732,848)	(445,918)
Total Equity		(732,848)	(445,918)

The above consolidated balance sheet should be read in conjunction with the accompanying notes.

NSW Waratahs Limited

Consolidated Statement of Changes in Equity

For the year ended 31 December 2018

	Note	Accumulated surplus / (losses) \$	Total equity \$
Balance at 1 January 2017		(205,856)	(205,856)
Profit / (loss) for the year		(240,062)	(240,062)
Total comprehensive income / (loss) for the year		(240,062)	(240,062)
Balance at 31 December 2017	14	(445,918)	(445,918)
Balance at 1 January 2018		(445,918)	(445,918)
Profit / (loss) for the year		(286,930)	(286,930)
Total comprehensive income / (loss) for the year		(286,930)	(286,930)
Balance at 31 December 2018	14	(732,848)	(732,848)

The above consolidated statement of changes in equity should be read in conjunction with the accompanying notes.

NSW Waratahs Limited

Consolidated Statement of Cash Flows

For the year ended 31 December 2018

	Note	2018 \$	2017 \$
Cash flows from operating activities			
Cash receipts from customers		14,628,457	18,846,203
Cash paid to suppliers and employees		(17,576,779)	(15,557,557)
		(2,948,322)	3,288,646
Interest received		228,720	218,274
Finance costs (paid)		(3,701)	(12,053)
Net cash inflow / (outflow) from operating activities	18	(2,723,303)	3,494,867
Cash flows from investing activities			
Acquisition of property, plant and equipment		(8,956)	(193,057)
Withdrawal / (Investment) in term deposits		1,949,998	(6,700,121)
Net cash inflow / (outflow) from investing activities		1,941,042	(6,893,178)
Cash flows from financing activities		-	-
Net cash inflow / (outflow) financing activities		-	-
Net increase / (decrease) in cash and cash equivalents		(782,261)	(3,398,311)
Cash and cash equivalents at the beginning of the year		2,793,992	6,192,303
Cash and cash equivalents at the end of the year	6	2,011,731	2,793,992

The above consolidated statement of cash flows should be read in conjunction with the accompanying notes.

NSW Waratahs Limited

Notes to the Consolidated Financial Statements

For the year ended 31 December 2018

1. Basis of preparation

(a) Statement of compliance

In the directors' opinion, the Company is not a reporting entity because there are no users dependent on general purpose consolidated financial statements.

These are special purpose consolidated financial statements that have been prepared for the sole purpose of complying with the *Corporations Act 2001* requirements to prepare and distribute consolidated financial statements to the members and must not be used for any other purpose. The directors have determined that the accounting policies adopted are appropriate to meet the needs of the members.

The consolidated financial statements have been prepared in accordance with the recognition and measurement principles of Australian Accounting Standards and Interpretations issued by the Australian Accounting Standards Board and the *Corporations Act 2001*. It contains only those disclosures considered necessary by the directors to meet the needs of the members. NSW Waratahs Limited is a not-for-profit entity for the purpose of preparing the consolidated financial statements.

The Company is a company limited by guarantee, incorporated and domiciled in Australia. The address of the Company's registered office and principal place of business is David Phillips Sports Complex, Banks Avenue, Daceyville, NSW 2032.

The consolidated financial statements of NSW Waratahs Limited ("the company") for the year ended 31 December 2018 were authorised for issue in accordance with a resolution of the directors on 5 April 2019 and cover NSW Waratahs Limited as a consolidated entity as required by the *Corporations Act 2001*.

NSW Waratahs Limited is the parent and ultimate parent entity of the group.

(b) Basis of measurement

The consolidated financial statements have been prepared in accordance with the historical cost convention. The concept of accruals accounting has been adopted in the preparation of the consolidated financial statements. The accounting policies have been consistently applied to all years presented, unless otherwise stated.

(c) Principles of consolidation

The consolidated financial statements incorporate the assets and liabilities of all subsidiaries of NSW Waratahs Limited ("Company" or "parent entity") as at 31 December 2018 and the results of all subsidiaries for the year then ended. NSW Waratahs Limited and its subsidiaries together are referred to in these consolidated financial statements as the Company or the consolidated entity.

Subsidiaries are all entities (including special purpose entities) over which the Company has the power to govern the financial and operating policies, generally accompanying a shareholding of more than one-half of the voting rights. The existence and effect of potential voting rights that are currently exercisable or convertible are considered when assessing whether the Company controls another entity.

Subsidiaries are fully consolidated from the date on which control is transferred to the Company. They are de-consolidated from the date that control ceases. The acquisition method of accounting is used to account for business combinations by the Company.

NSW Waratahs Limited

Notes to the Consolidated Financial Statements

For the year ended 31 December 2018

1. Basis of preparation (continued)

(c) Principles of consolidation

Intercompany transactions, balances and unrealised gains on transactions between Group companies are eliminated. Unrealised losses are also eliminated unless the transaction provides evidence of the impairment of the asset transferred. Accounting policies of subsidiaries have been changed where necessary to ensure consistency with the policies adopted by the Company.

(d) Functional and presentation currency

These financial statements are presented in Australian dollars, which is the Company's functional currency.

(e) Use of estimates and judgements

The preparation of financial statements requires management to make judgements, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets, liabilities, income and expenses. Actual results may differ from these estimates.

The estimates and associated assumptions are based on historical experience and various other factors that are believed to be reasonable under the circumstances, the results of which form the basis of making the judgements about carrying values of assets and liabilities that are not readily apparent from other sources.

Estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised and in any future periods affected.

Management believes that there are no areas involving a higher degree of judgement or complexity, or where assumptions and estimates are significant to the financial statements.

(f) Going concern

As at 31 December 2018, the Company has negative equity of \$732,848 (2017: negative equity of \$445,918), and a working capital surplus of \$2,481,733 (2017: surplus of \$1,457,485). The Company has also experienced operating losses of \$286,930 and negative operating cash flows of \$2,723,303 during the financial year ending on that date. We note the total liabilities of the company includes \$5,384,864 of deferred revenue, which will be recognised as revenue in subsequent financial periods. The cash and term deposits on hand at the end of the financial year total \$6,761,854 which is sufficient to meet the current liabilities of the company.

As a result of these matters, the directors believe that the Company will be successful in meeting its debts and commitments as they fall due and, accordingly, have prepared the financial report on a going concern basis.

NSW Waratahs Limited

Notes to the Consolidated Financial Statements

For the year ended 31 December 2018

2. Significant accounting policies

The principal accounting policies adopted in the preparation of the consolidated financial statements are set out below. These policies have been consistently applied to all the years presented, unless otherwise stated.

(a) Cash and cash equivalents

For cash flow statement presentation purposes, cash and cash equivalents includes cash on hand, deposits held at call with financial institutions, other short-term, highly liquid investments with original maturities of three months or less that are readily convertible to known amounts of cash and which are subject to an insignificant risk of changes in value, and bank overdrafts. Bank overdrafts are shown within borrowings in current liabilities on the statement of financial position.

(b) Trade receivables

Trade receivables are recognised at original invoice amount and do not bear interest. Trade receivables are due for settlement no more than 30 days from the date of recognition.

Collectability of trade receivables is reviewed on an ongoing basis. Debts which are known to be uncollectible are written off. A provision for doubtful receivables is established when there is objective evidence that the Company will not be able to collect all amounts due according to the original terms of receivables. The amount of the provision is the difference between the asset's carrying amount and the present value of estimated future cash flows, discounted at the original effective interest rate. The amount of the provision is recognised in the statement of comprehensive income.

(c) Property, plant and equipment

(i) Recognition and measurement

Items of property, plant and equipment are measured at cost less accumulated depreciation and accumulated impairment losses except for owner occupied office building.

When parts of an item of property, plant and equipment have different useful lives, they are accounted for as separate items of property, plant and equipment.

Gains and losses on disposal of an item of property, plant and equipment are determined by comparing the proceeds from disposal with the carrying amount of property, plant and equipment and are recognised net within "other income" in profit or loss.

(ii) Depreciation

Depreciation is recognised in profit or loss on a straight-line basis over the estimated useful lives of each part of an item of property, plant and equipment. Land is not depreciated. The estimated useful lives for the Company are:

• Team and office equipment	4 years
• Motor vehicles	5 years
• Computer and IT equipment	3-4 years

Depreciation methods, useful lives and residual values are reviewed at each reporting period.

NSW Waratahs Limited

Notes to the Consolidated Financial Statements

For the year ended 31 December 2018

2. Significant accounting policies (continued)

(d) Impairment of assets

At each reporting period the entity assesses whether there is any indication that individual assets are impaired. Where impairment indicators exist, recoverable amount is determined and impairment losses are recognised in the statement of comprehensive income where the asset's carrying value exceeds its recoverable amount. Recoverable amount is the higher of an asset's fair value less costs to sell and value in use. For the purpose of assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset.

(e) Employee benefits

(i) Other long-term employee benefits

The Company's net obligation in respect of long-term employee benefits is the amount of future benefit that employees have earned in return for their service in the current and prior periods plus related on costs.

(ii) Short-term benefits

Liabilities for employee benefits for wages, salaries, annual leave and sick leave represent present obligations resulting from employees' services provided to reporting date and are calculated at undiscounted amounts based on remuneration wage and salary rates that the Company expects to pay as at reporting date including related oncost, such as workers compensation insurance and payroll tax.

(f) Provisions

A provision is recognised if, as a result of a past event, the Company has a present legal or constructive obligation that can be estimated reliably, and it is probable that an outflow of economic benefits will be required to settle the obligation. Provisions are determined by discounting the expected future cash flows at a pre-tax rate that reflects current market assessments of the time value of money and the risks specific to the liability.

(g) Revenue

(i) Memberships, match day tickets and grants

Revenue from memberships, match day tickets and grants is measured at fair value and taken to income in the period to which it relates.

NSW Waratahs Limited

Notes to the Consolidated Financial Statements

For the year ended 31 December 2018

2. Significant accounting policies (continued)

(g) Revenue (continued)

(ii) Stadium Revenue

Incentives received from host stadiums for matches played are measured at fair value and taken to income in the period in which it relates.

(iii) Sponsorships

Revenue from sponsorship is measured at fair value and recognised evenly on a monthly basis within the financial year to which it relates. Sponsorship advances are deferred until earned pursuant to the sponsorship agreement.

(iv) Interest income

Interest income is recognised in the profit or loss as it accrues using the effective interest method.

(h) Finance income

Finance income comprises interest income on funds invested (included available-for-sale financial assets) and gains on the disposal of available-for-sale financial assets. Interest income is recognised as it accrues in profit or loss, using the effective interest method.

(i) Income tax

The company is exempt from income tax in accordance with the provisions of section 23(g) of the *Income Tax Assessment Act*.

(j) Parent entity financial information

The financial information for the parent entity, NSW Waratahs Limited, disclosed in note 12 has been prepared on the same basis as the consolidated financial statements, except as set out below:

(i) Investments in subsidiaries

Investments in subsidiaries are accounted for at cost in the financial statements of NSW Waratahs Limited. Dividends received from associates are recognised in the parent entity's profit or loss, rather than being deducted from the carrying amount of these investments.

(ii) Financial guarantees

Where the parent entity has provided financial guarantees in relation to loans and payables of subsidiaries for no compensation, the fair values of these guarantees are accounted for as contributions and recognised as part of the cost of the investment.

NSW Waratahs Limited

Notes to the Consolidated Financial Statements

For the year ended 31 December 2018

2. Significant accounting policies (continued)

(k) Goods and services tax

Revenue, expenses and assets are recognised net of the amount of goods and services tax (GST), except where the amount of GST incurred is not recoverable from the taxation authority. In these circumstances, the GST is recognised as part of the cost of acquisition of the asset or as part of the expense.

Receivables and payables are stated with the amount of GST included. The net amount of GST recoverable from, or payable to, the ATO is included as a current asset or liability in the balance sheet.

Cash flows are included in the statement of cash flows on a gross basis. The GST components of cash flows arising from investing and financing activities which are recoverable from, or payable to, the ATO are classified as operating cash flows.

(k) Deferred revenue

Income is deferred on the balance sheet until it has been earned, at which point the deferred income is recognised as income.

(l) New accounting standards and interpretations

The company has applied the following standards and amendments for the first time for the year ended 31 December 2018.

- AASB 9 Financial Instruments
- AASB 15 Revenue from Contracts with Customers

The company had to change its accounting policies and determined that they did not have any impact on the amounts recognised in the current year as well as the prior year and do not expect to be significantly affected for future years following the adoption of AASB 9 and AASB 15.

(m) Impact of standards issued but not yet applied

AASB 16 was issued in February 2016. It will result in almost all leases being recognised on the balance sheet, as the distinction between operating and finance leases is removed. Under the new standard, an asset (the right to use the leased item) and a financial liability to pay rentals are recognised. The only exceptions are short-term and low-value leases. The accounting for lessors will not significantly change.

The standard will affect primarily the accounting for company's operating leases. As at the reporting date, the company has non-cancellable operating lease commitments of \$1,981,116. However, the company has not yet determined to what extent these commitments will result in the recognition of an asset and a liability for future payments and how this will affect the company's profit and classification of cash flows.

Some of the commitments may be covered by the exception for short-term and low-value leases and some commitments may relate to arrangements that will not qualify as leases under AASB 16.

The standard is mandatory for annual reporting years beginning on or after 1 January 2019. The company does not intend to adopt the standard before its effective date.

NSW Waratahs Limited

Notes to the Consolidated Financial Statements

For the year ended 31 December 2018

3. Revenue

	2018 \$	2017 \$
From continuing operations		
Sponsorship income	3,099,577	3,866,018
Corporate hospitality	231,701	214,691
Matchday membership and ticketing proceeds	2,165,416	2,542,862
Stadium rebates	2,493,742	2,491,424
Membership subscriptions	270,862	320,735
Licensing revenue	151,351	164,732
ARU funding	5,903,998	5,677,499
Total revenue from continuing operations	14,318,447	15,277,961

4. Expenses

	2018 \$	2017 \$
Auditor remuneration	46,518	45,338
Depreciation	91,526	61,026
Employee expenses	3,776,455	3,719,999
Legal fees	61,492	36,797
Marketing costs	311,306	685,253
Match day expenditure	1,772,160	1,255,072
Membership servicing costs	236,096	285,318
NSWRU Licence fee	500,000	1,100,000
Overheads – other	291,821	295,294
Property charges	463,516	1,305,455
Sponsorship servicing costs	675,384	758,504
Waratahs team costs	7,211,277	6,666,984
Total expenses	15,437,551	16,215,040

5. Finance income and expense

	2018 \$	2017 \$
Finance income	228,720	218,274
Finance charges	(3,701)	(12,053)
Net finance income	225,019	206,221

NSW Waratahs Limited

Notes to the Consolidated Financial Statements

For the year ended 31 December 2018

6. Cash and cash equivalents

	2018 \$	2017 \$
Current		
Bank and cash balances	2,011,731	2,793,992
Current – Term deposits	4,750,123	4,200,121
	<u>6,761,854</u>	<u>6,994,113</u>
Non - Current		
Term deposits	-	2,500,000
Cash and cash equivalents	<u>-</u>	<u>2,500,000</u>

7. Trade and other receivables

	2018 \$	2017 \$
Current		
Trade receivables	161,070	390,897
Provision for bad debts	(14,363)	(14,364)
	<u>146,707</u>	<u>376,533</u>
Trade and other receivables	<u>146,707</u>	<u>376,533</u>

8. Property, plant and equipment

	2018 \$	2017 \$
Team and office equipment at cost	249,710	245,856
Accumulated depreciation	(161,604)	(113,663)
	<u>88,106</u>	<u>132,193</u>
Computer equipment at cost	176,235	175,155
Accumulated depreciation	(118,463)	(78,900)
	<u>57,772</u>	<u>96,255</u>
Total property, plant and equipment	<u>145,878</u>	<u>228,448</u>

NSW Waratahs Limited

Notes to the Consolidated Financial Statements

For the year ended 31 December 2018

9. Trade and other payables

	2018 \$	2017 \$
Current		
Trade payables	351,883	440,057
Related party payables		
-NSWRU	1,446,895	2,156,980
-RA	11,045	-
Non-trade payables and accrued expenses	266,985	198,207
Employment liabilities	125,553	139,399
Total trade and other payables	<u>2,202,361</u>	<u>2,934,643</u>

10. Deferred revenue

	2018 \$	2017 \$
Current		
Membership revenue	555,446	1,111,600
Other	1,527,681	1,724,013
	<u>2,083,127</u>	<u>2,835,613</u>
Non-current		
Income received in advance	3,301,737	4,550,000
	<u>3,301,737</u>	<u>4,550,000</u>

Income received in advance relates to upfront payments received from contractual arrangements with sponsors.

11. Contractual commitments

Player remuneration commitments

Commitments for the payment of salaries and other remuneration under long-term player contracts in existence at the reporting date but not recognised as liabilities is as follows:

	2018 \$	2017 \$
Within one year	5,893,650	5,251,345
Between one and five years	4,015,742	2,695,000
Total commitments	<u>9,909,392</u>	<u>7,946,345</u>

NSW Waratahs Limited

Notes to the Consolidated Financial Statements

For the year ended 31 December 2018

11. Contractual commitments (continued)

Lease commitments

Commitments for minimum lease payments in relation to non-cancellable operating leases are payable as follows:

	2018 \$	2017 \$
Within one year	515,308	613,077
Between one and five years	1,465,808	1,981,116
Total commitments	1,981,116	2,594,193

License Fee to New South Wales Rugby Union Ltd

NSW Waratahs Limited pays an annual licence fee to NSWRU for granting them the licence to use Waratahs intellectual property. The minimum annual licence fee payable under the agreement is \$500,000 for the year ending 31 December 2018 and for the duration of the Trade mark agreement, which expires on 31 December 2020 with an option to extend

12. Parent entity financial information

(a) Summary financial information

The individual financial statements for the parent entity show the following aggregate amounts:

	2018 \$	2017 \$
Current assets	6,511,135	9,369,327
Total assets	6,511,235	9,369,428
Current liabilities	(9,888,453)	(12,691,738)
Total liabilities	(9,888,453)	(12,691,738)
Retained earnings	(3,377,318)	(3,322,311)
Profit or (loss) for the year	(2,931,399)	(3,116,455)

NSW Waratahs Limited owns 100% of the shares in Waratahs Rugby Pty Ltd, acting as agent for NSW Waratahs Limited, managing the professional Waratahs rugby team in New South Wales.

(b) Contingent liabilities of the parent entity

The parent entity did not have any contingent liabilities as at 31 December 2018.

NSW Waratahs Limited

Notes to the Consolidated Financial Statements

For the year ended 31 December 2018

13. Provisions

	2018 \$	2017 \$
Current		
Annual leave	171,837	159,245
	171,837	159,245
Non-Current		
Long service leave	58,722	81,851
	58,722	81,851

14. Accumulated surplus / (losses)

	2018 \$	2017 \$
Opening balance	(445,918)	(205,856)
Net profit/(loss) for the year	(286,930)	(240,062)
Closing balance	(732,848)	(445,918)

15. Related party transactions

(a) Rugby Australia "RA"

The Company conducts transactions with RA in the normal course of managing Waratahs rugby in the State of New South Wales. NSW Waratahs Limited received \$5,605,000 in funding during 2018 (2017: \$5,400,000) from RA under the Super Rugby participation deed. This amount excludes any Wallaby player payments.

(b) New South Wales Rugby Union Ltd "NSWRU"

NSW Waratahs Limited pays an annual licence fee to NSWRU for granting them the licence to use the Waratahs and other related trademarks. In 2018 NSW Waratahs Limited paid NSWRU \$500,000 (2017: \$1,100,000) in licence fees under the licensing agreement.

NSW Waratahs Limited

Notes to the Consolidated Financial Statements

For the year ended 31 December 2018

16. Contingencies

The entity had no contingent liabilities as at 31 December 2018 (2017: \$nil)

17. Events occurring after the reporting period

No matter or circumstances have occurred subsequent to year end that has significantly affected, or may significantly affect, the operations of the company, the results of those operations or the state of affairs of the company in subsequent financial years.

18. Reconciliation of cash flows from operating activities

	2018 \$	2017 \$
Cash flows from operating activities		
Profit/(loss) for the year	(266,930)	(240,062)
Adjustments for:		
Depreciation	91,526	61,026
Operating profit before changes in working capital and provisions	(195,404)	(179,036)
(Increase) / decrease in trade and other receivables	215,669	503,452
Increase / (decrease) in trade and other payables	(732,282)	2,175,114
Increase / (decrease) in deferred revenue	(2,000,749)	1,010,373
Increase / (decrease) in provisions	(10,537)	(15,036)
Net cash inflow / (outflow) from operating activities	(2,723,303)	3,494,867

NSW Waratahs Limited

Directors' Declaration

As stated in Note 1(a) to the consolidated financial statements, in the directors' opinion, the Company is not a reporting entity because there are no users dependent on general purpose consolidated financial statements. These are special purpose consolidated financial statements that have been prepared to meet *Corporations Act 2001* requirements.

The consolidated financial statements have been prepared in accordance with Accounting Standards and mandatory professional reporting requirements to the extent described in Note 1.

In the directors' opinion:

- The consolidated financial statements and notes set out on pages 4 to 19 are in accordance with the *Corporations Act 2001*, including:
 - complying with Accounting Standards and other mandatory professional reporting requirements as detailed above, and the *Corporations Regulations 2001*; and
 - giving a true and fair view of the Company's financial position as at 31 December 2018 and of its performance for the financial period ended on that date; and.
- There are reasonable grounds to believe that the Company will be able to pay its debts as and when they become due and payable.

This declaration is made in accordance with a resolution of the Board of Directors and is signed for and on behalf of the directors by:



Roger Davis
Director (Chairman)
Sydney
16 April 2019

Independent auditor's report

To the members of NSW Waratahs Limited

Our opinion

In our opinion:

The accompanying financial report of NSW Waratahs Limited (the Company) and its controlled entities (together the Group) is in accordance with the *Corporations Act 2001*, including:

- (a) giving a true and fair view of the Group's financial position as at 31 December 2018 and of its financial performance for the year then ended
- (b) complying with Australian Accounting Standards to the extent described in Note 1 and the *Corporations Regulations 2001*.

What we have audited

The Group financial report comprises:

- the consolidated balance sheet as at 31 December 2018
- the consolidated statement of comprehensive income for the year then ended
- the consolidated statement of changes in equity for the year then ended
- the consolidated statement of cash flows for the year then ended
- the notes to the consolidated financial statements, which include a summary of significant accounting policies
- the directors' declaration.

Basis for opinion

We conducted our audit in accordance with Australian Auditing Standards. Our responsibilities under those standards are further described in the *Auditor's responsibilities for the audit of the financial report* section of our report.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Independence

We are independent of the Group in accordance with the auditor independence requirements of the *Corporations Act 2001* and the ethical requirements of the Accounting Professional and Ethical Standards Board's APES 110 *Code of Ethics for Professional Accountants* (the Code) that are relevant to our audit of the financial report in Australia. We have also fulfilled our other ethical responsibilities in accordance with the Code.

Emphasis of matter - basis of accounting and restriction on use

We draw attention to Note 1 in the financial report, which describes the basis of accounting. The financial report has been prepared for the purpose of fulfilling the directors' financial reporting responsibilities under the *Corporations Act 2001* to prepare and distribute financial statements to the

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members. As a result, the financial report may not be suitable for another purpose. Our report is intended solely for NSW Waratahs Limited and its members and should not be used by parties other than NSW Waratahs Limited and its members. Our opinion is not modified in respect of this matter.

Other information

The directors are responsible for the other information. The other information comprises the information included in the Annual report for the year ended 31 December 2018, but does not include the financial report and our auditor's report thereon. Prior to the date of this auditor's report, the other information we obtained included the Directors' report.

Our opinion on the financial report does not cover the other information and accordingly we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial report, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial report or our knowledge obtained in the audit, or otherwise appears to be materially misstated.

If, based on the work we have performed on the other information obtained prior to the date of this auditor's report, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

Responsibilities of the directors for the financial report

The directors of the Company are responsible for the preparation of the financial report that gives a true and fair view and have determined that the basis of preparation described in Note 1 to the financial report is appropriate to meet the requirements of the *Corporations Act 2001* and is appropriate to meet the needs of the members. The directors' responsibility also includes such internal control as the directors determine is necessary to enable the preparation of the financial report that gives a true and fair view and is free from material misstatement, whether due to fraud or error.

In preparing the financial report, the directors are responsible for assessing the ability of the Group to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the directors either intend to liquidate the Group or to cease operations, or have no realistic alternative but to do so.

Auditor's responsibilities for the audit of the financial report

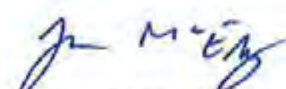
Our objectives are to obtain reasonable assurance about whether the financial report as a whole is free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with the Australian Auditing Standards will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of the financial report.

A further description of our responsibilities for the audit of the financial report is located at the Auditing and Assurance Standards Board website at:



http://www.auasb.gov.au/auditors_responsibilities/ar3.pdf. This description forms part of our auditor's report.


PricewaterhouseCoopers


James McElvogue
Partner

Sydney
16 April 2019



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