

**RUGBY**  
**AU**

**RUGBY AUSTRALIA**

# annual report 2018



# who we are

## RUGBY AUSTRALIA EXECUTIVE & MEMBERS

### **PATRON**

Governor General,  
His Excellency General the Honourable  
Sir Peter Cosgrove AK MC (RetD)

### **CHAIRMAN**

Mr Cameron Clyne

### **DEPUTY CHAIRMAN**

Dr Brett Robinson

### **PRESIDENT**

Mr Tony Shaw

### **SENIOR VICE PRESIDENT**

Mr Tim Gavin

### **JUNIOR VICE PRESIDENT**

Mr Jeff Miller

### **MANAGING DIRECTOR AND CHIEF EXECUTIVE OFFICER**

Ms Raelene Castle

### **RUGBY AU BOARD**

Mr Cameron Clyne, Chairman  
Dr Brett Robinson, Deputy Chairman  
Ms Pip Marlow, Director  
Mr Paul McLean MBE, Director  
Ms Ann Sherry AO, Director  
Mr Hayden Rorke, Director  
Mr Phil Waugh, Director  
Mr John Wilson, Director  
Ms Raelene Castle, Rugby AU MD & CEO

### **VOTING MEMBERS**

ACT & Southern NSW Rugby Union  
New South Wales Rugby Union  
Northern Territory Rugby Union  
Queensland Rugby Union  
South Australian Rugby Union  
Tasmanian Rugby Union  
Victorian Rugby Union  
Rugby Western Australia  
Melbourne Rebels  
Waratahs Rugby  
Rugby Union Players' Association

### **NON VOTING MEMBERS**

Australian Barbarians Rugby Union  
Australian Junior Rugby Football Union  
Australian Schools Rugby Football Union  
Australian Services Rugby Union  
Australian Women's Rugby Union  
Classic Wallabies

### **WORLD RUGBY REPRESENTATIVES**

Mr Cameron Clyne,  
Dr Brett Robinson,  
Ms Raelene Castle

### **SANZAAR REPRESENTATIVES**

Mr Cameron Clyne,  
Ms Raelene Castle

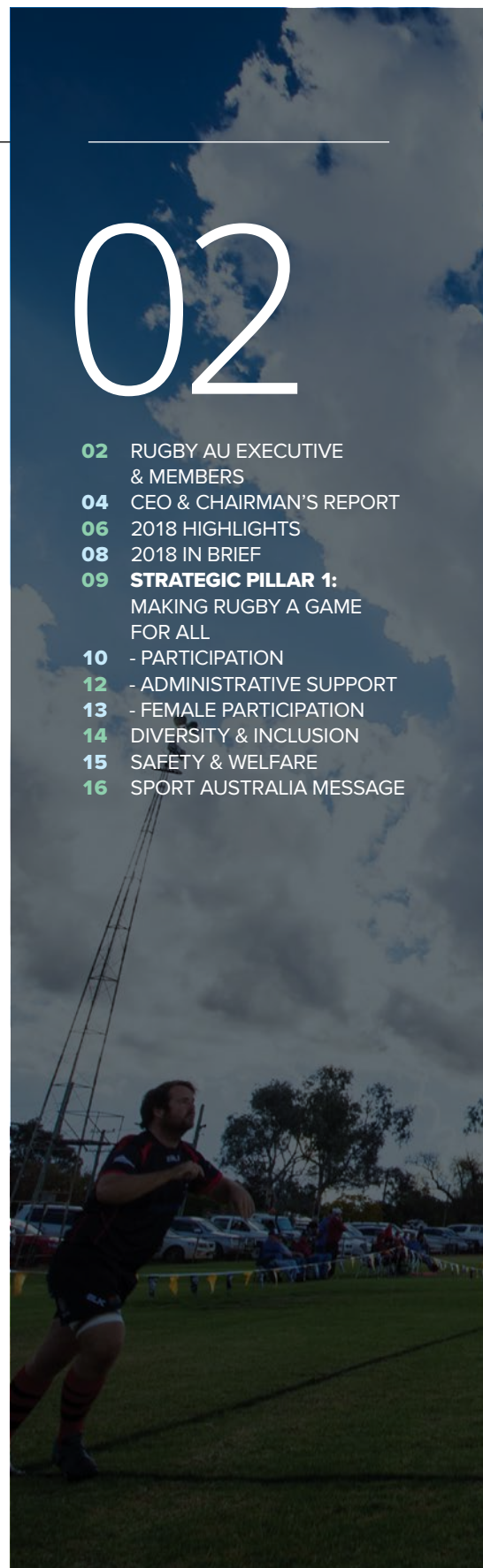
### **AUDITORS**

KPMG

Bill Pulver resigned as MD/CEO on 31 January 2018;  
John Eales resigned as Director on 8 June 2018.

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# 2018 in review



## CHAIRMAN & CEO's REPORT Cameron Clyne & Raelene Castle

**A**t Rugby AU we are committed to making Rugby a game for all. To do this, we need to ensure that current and prospective players, and their families, consider Rugby a safe game to play.

In Australian Rugby, we are proud of our world-leading player safety programs, including our size-for-age grading system, our blue card concussion management system, and our participation policies and guidelines that prioritise safety and welfare.

However, despite these strong foundations, we know that tragic accidents can happen. Last year, four serious spinal injuries occurred in four unrelated and dissimilar incidents during the Queensland Great Public Schools' (GPS) competition, which was highly distressing for the whole Rugby community, especially the injured young men and their families.

This year, following recommendations from the independent review on these four incidents, Rugby AU will implement a Best Practice Safe Rugby Framework that incorporates existing player safety guidelines and introduces trial safety initiatives, such as the 'Front Row Passport' program. We will also continue to provide support to all those affected by serious Rugby injuries.

While the issues above lend some perspective to what is truly important in our game, it is undeniable that the performance of the Qantas Wallabies in 2018, both on and off the field, created issues that rightly or wrongly overshadowed some of the other successes of our code.

To achieve our ambitions for the game we need winning teams that can galvanise support from millions of Australians and inspire generations of future players. When this happens, the financial benefits follow, which means there is more money

available to invest across the game.

In 2018, an extra \$1 million was invested into community Rugby, which saw participation increase across all three of our formats - XV's, Sevens and Foxtel Touch 7s.

In 2019 we hope to see more positive results from the implementation of the National High Performance Plan, after improved performance across the board from our Vodafone Super Rugby teams in the 2018 season. With our teams performing better, we will see more opportunities to inspire future players, attract new fans to the game and boost community Rugby funding.

### MAJOR HIGHLIGHTS

Community Rugby recorded some big gains across the country this year with growth across all formats of the game in clubs and schools. Rugby Australia along with the Member Unions delivered Rugby programs to more than 69,000 students, representing an 8.3% increase from 2017. A record 657 schools signed up to programs including Get into Rugby, Foxtel Touch 7s, Sevens and Deadly 7s. Of those, 61% were Government-run schools and 46% of participants were female. Rugby is now the third-most played sport in secondary schools through the Australian Government Sporting Schools program. Encouragingly, we also saw growth in the traditional XV's format for the first time in several years, with Queensland (11%), Tasmania (10%), ACT (7%) and South Australia (2%) recording the highest growth in Club Rugby XV's across the country.

The 2018 HSBC Sydney 7s was another major highlight of the year, with both Australian teams taking out the Cup Finals to become the first nation to ever win both the women's and men's

titles at the same event. The event was also significant as it was the first to fully integrate the men's and women's competitions over three days, providing a clear demonstration to the global Rugby community of our commitment to promoting equality in our game.

In women's Rugby, the advent of the ten-team Aon University 7s Series and Buildcorp Super W completed the development pathways for women. The number of females playing Rugby has more than doubled over the past three years, with this growth particularly evident in schools. In 2018, more than 60,000 females played Rugby, with females now making up around 23% of the total playing population in Australia - a figure projected to rise 20-25% by 2021. To cap things off, our Buildcorp Wallaroos were able to share the spotlight with their Qantas Wallabies counterparts in an historic Trans-Tasman double-header at ANZ Stadium in Sydney.

The collective implementation of the collaborative National High Performance Plan was another example of meaningful progress that will sustain our future. In 2018, Rugby AU and the four Australian Super Rugby organisations agreed to principles on an aligned National High Performance model, supported by a new National Talent Management structure and a revised Qantas Wallabies program, helmed by new Director of Rugby, Scott Johnson.

This aligned plan has a focus from grassroots to international level, and will give us the best platform to build sustainable success for our men's and women's Vodafone Super Rugby and Buildcorp Super W teams and provide a clear pathway into the Qantas Wallabies, Buildcorp Wallaroos and Qantas Australian Sevens teams.



## THANKS

Without our players, coaches, referees, administrators and volunteers, the game we know and love would not exist, so we thank the wider Rugby community for the time and energy they continue to invest in our game. It is their passion, professionalism and respect that attracts and retains new boys, girls, mums and dads in Rugby.

Special recognition must be made of the contributions of members of our Wallabies community who passed away in 2018. They include: Geoffrey Vaughan (9 April 1933 – 4 January 2018); Leonard Dielt (17 Aug 1939 - 13 January 2018); Sir Nicholas Shehadie AC, OBE (15 November 1926 – 11 February 2018); Bruce Taaffe (13 August 1944 - 29 April 2018); Jack Carroll (14 September 1925 - 27 June 2018); and Bob Thompson (8 March 1947 - 18 November 2018).

We also thank our major partners Qantas, Mitsubishi Estate, Fox Sports, ASICS and all other commercial, broadcast and government partners who are vital to the fabric of Rugby in this country.

Finally, we want to provide special acknowledgement to all staff members, CEOs and Directors from each of Rugby AU's State and Territory Member Unions for their contribution and dedication to advancing the game in 2018.

## 2018 SCORECARD PERFORMANCE

### Making Rugby a game for all (24% / 25%)

An extra \$1m investment into community Rugby saw XVs Rugby growth, bolstered by the establishment of new competitions and clubs. Sevens and Foxtel Touch 7s participation also continued to increase, with females now making up 13% of all Rugby participants and 61% of school programs delivered in Government schools. Deadly 7s participation declined as the program was put on hold in 2018, but looks to return to 2017 levels when the program is relaunched in 2019.

### Igniting Australia's passion for the game (20% / 25%)

In 2018 there was a renewed marketing approach to highlight Rugby's strengths at all levels of the game and a further push to boost fan engagement through Rugby AU's digital platforms, including through the new Rugby app, Rugby Xplorer. While it was disappointing that Australia was not awarded the Women's Rugby World Cup 2021, engagement in the women's game was boosted by the success of our Qantas Australian Women's Sevens team,

the launch of the Buildcorp Super W and the Wallaroos' double-header with the Wallabies.

### Building sustainable success in professional Rugby (11% / 25%)

To address the underperformance of our men's XVs teams, Rugby AU and the four Super Rugby organisations worked hard in 2018 to generate more consistent performances through a collaborative approach to administration, coaching, and player development, with agreed benchmarks for sports science and skill development. In 2018 every Australian Super Rugby team recorded more wins than the previous year, with the Waratahs advancing to the semi-finals. While the HSBC Sydney 7s was a highlight, the performance of our Sevens teams at the Commonwealth Games and Rugby Sevens World Cup fell below expectations.

An extra \$1m  
into community  
Rugby saw XVs  
Rugby growth,  
bolstered by the  
establishment of  
new competitions  
and clubs

### Creating excellence in how the game is run (21% / 25%)

Rugby AU achieved its financial targets in 2018, which is significant considering it was a period of leadership change and below-par performance from major teams. The Super Rugby competition review was an area of focus as broadcast negotiations began in late 2018. As part of this process, extensive work was done to ensure Rugby AU could maximise the available opportunities to bring new revenue into the game to deliver greater investment into the community game.

## FINANCIAL POSITION

Rugby AU had a net surplus of \$5.2m for the 12-month period ended 31 December 2018. The operating surplus of the consolidated entity for the financial year

before allocations and other payments to Member Unions was \$9.1m.

Net expenditure decreased \$14.9m in 2018, mainly due to reduced funding allocated to Super Rugby, player costs decreasing, and a reduction in administrative staffing and overhead costs. While the financial results from 2018 are generally positive, Rugby AU will operate at a loss in 2019 due to the Rugby World Cup.

## THE FUTURE

Australian Rugby is driven by passionate Rugby people all over Australia including players, officials, volunteers, administrators, former players, coaches and fans who all want to see Rugby thrive.

In 2019 we will continue our focus on delivering an aligned and integrated National High Performance Plan with our Member Unions to drive more consistent performance across our professional teams.

In community Rugby we will focus on two major areas of the game – coaching; and encouraging more new entrants into our Rugby clubs across the country. Our coach education strategy will be driven from the ground up, from the community level through to the professional game. To encourage more people through the doors at our Rugby clubs, we have expanded our 'Get Into Rugby' offering with a program tailored for Rugby clubs to provide new participants with a "come and try" option that exposes them to both non-contact and contact versions of the game.

2019 is also a significant year for the code with the next round of commercial broadcast negotiations to come to a head during the year. We have engaged a broad range of stakeholders, including fans, as we head towards these negotiations, which will be vital in ensuring the financial future of our game.

We will also continue to search both at home and abroad to open new commercial revenue streams to enable us to invest further in the game.

The challenges Rugby faces are well documented and widely debated but we believe there is much to be positive about and many of the building blocks are in place to take these challenges head on.

It is also a year when the lights shine the brightest on our sport with the Rugby World Cup to be played in Japan from September, and we will do everything to ensure that our Qantas Wallabies are well placed to do the country proud on the game's biggest stage.

# highlights of 2018



**FEBRUARY:** The Qantas Australian Women's team soar to a 31-0 victory over New Zealand in the HSBC Sydney 7s final, and the Qantas Australian Men's team follow up with a 29-0 triumph over South Africa in the men's final. It is the first time any nation has won both the men's and women's tournaments together.



**MARCH:** The inaugural Buildcorp Super W kicks off with 150 women playing across the five state-based sides. The final in April sees NSW snatch victory over QLD in the most dramatic fashion, with Ash Hewson's boot sealing a 16-13 win in extra-time.



**JUNE:** The Qantas Australian Women's Sevens side are crowned overall series champions of the HSBC Sevens World Series, after triumphing at Dubai 7s and HSBC Sydney 7s, and finishing all other tournaments in the top three.

January February March April May June July August



**FEBRUARY:** Rugby Australia introduces new national Size for Age guidelines and the national roll out of the Blue Card concussion management system to ensure maximum safety and enjoyment for all participants.

**APRIL:** The Qantas Australian Women's Sevens team claim the silver medal at the Gold Coast Commonwealth Games, while the Men's team finish fifth.



**MAY:** Japanese real estate developer Mitsubishi Estate is announced as the Qantas Wallabies Test match naming rights partner for the next two years.



**JUNE:** Huge crowds flock to the June Mitsubishi Estate Ireland Series, with 46,273 fans attending Brisbane's Suncorp Stadium, 29,012 fans at AAMI Park in Melbourne, and a then-record crowd of 44,085 at Allianz Stadium in Sydney. Ireland win the Series with two narrow victories in Melbourne and Sydney.



**JULY:**

Australian Conference winners, the NSW Waratahs beat the Highlanders in Sydney to reach the Super Rugby semi-finals.

**JULY:**

The Qantas Australian Women's Sevens side finish third to claim the bronze medal at the Rugby World Cup Sevens in San Francisco. The Men's team finish 10th.



**AUGUST:** An expanded 2018 Aon University 7s Series kicks off with ten universities, featuring newcomers, the University of Melbourne and the University of Sydney. Griffith University ultimately wins the 2018 title, topping the ladder on 94 points.



**NOVEMBER:** Australian Referee Angus Gardner wins the World Rugby Referee of the Year Award for his exceptional performances over 2018, which include the 2018 Vodafone Super Rugby Final as well as major Test matches.

# August September October November December

**AUGUST:** Sydney's ANZ Stadium hosts a historic double-header with the Buildcorp Wallaroos taking on New Zealand's Black Ferns before the opening Bledisloe Cup match between the Qantas Wallabies and New Zealand's All Blacks.

**SEPTEMBER:**

Rugby Australia announces changes to its national talent management model and pathways for men's Rugby aimed at retaining and developing the best young talent in the game.

**OCTOBER:**

Rugby Australia announces a six-year extension of its partnership with ASICS, which will see the partnership extend to the end of 2025.

**OCTOBER:** The Fijian Drua win the 2018 National Rugby Championship after defeating Queensland Country 36-26 at Churchill Park in Lautoka, Fiji, in front of a packed crowd of 6,523.

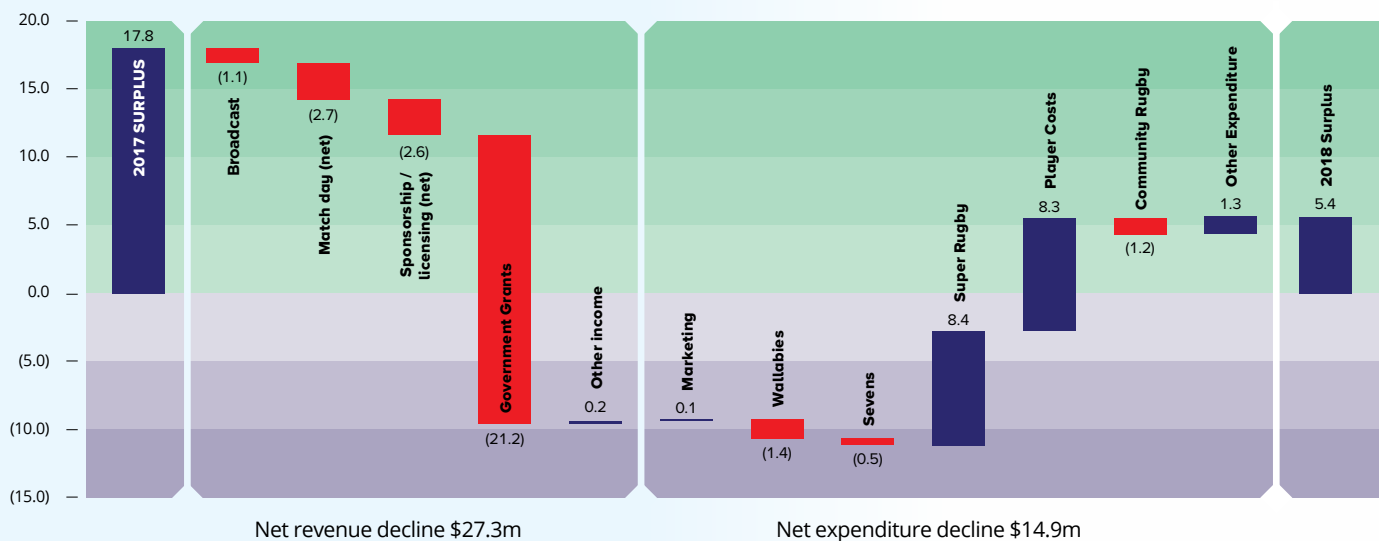
# 2018 in brief

VISION “To inspire all Australians to enjoy our great global game”

## financials

SURPLUS/(DEFICIT) 2018 v 2017 \$'m

This graph shows changes in net revenue and expenditure from 2017 to 2018. It does not reflect total revenue or total expenditure.

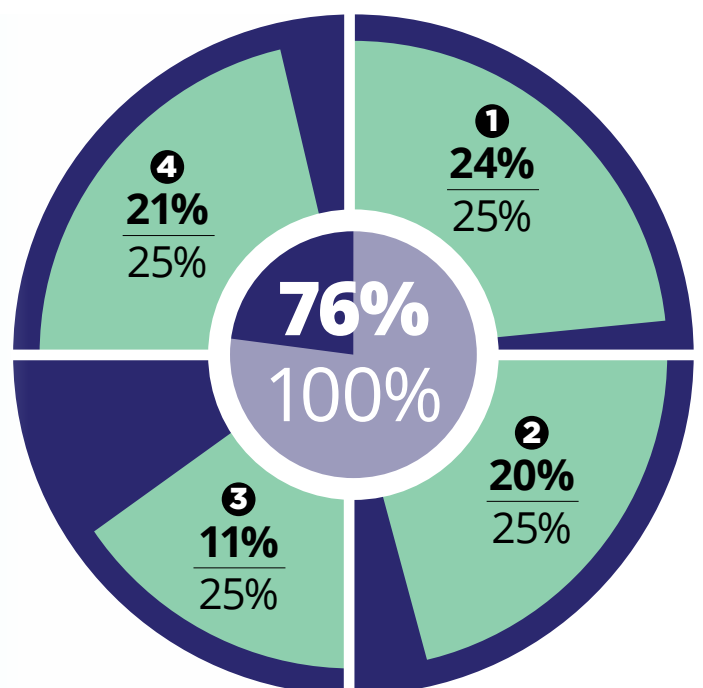


## scorecard

IN 2018 WE FOCUSED ON:

- ❶ Making Rugby a game for all  
(24% / 25%)
- ❷ Igniting Australia's passion for the game  
(20% / 25%)
- ❸ Building sustainable success in professional Rugby  
(11% / 25%)
- ❹ Creating excellence in how the game is run  
(21% / 25%)

We achieved: (76% / 100%)





A photograph of two young boys in green rugby jerseys. The boy on the left is wearing a pink and orange helmet and holding a blue water bottle. The boy on the right is adjusting the helmet. Both jerseys feature the 'zylem DINING COMMERCIAL' logo and a crest with a kangaroo. The background is blurred, showing other people.

Make Rugby  
a game for all-

**our community**



# objectives

**F**or Rugby to continue to be a sport of choice in a rapidly changing society, it is important to offer multiple ways for people to engage with the game and options for new entrants picking up a rugby ball for the first time. It is also important that community coaches are supported in their roles, as they are crucial to the quality of the players' experience and responsible for creating fun, safe and inclusive environments.

In 2018, Rugby AU focused on

bolstering its investment in community Rugby to expand the footprint of the sport and improve the quality of experiences for all involved. As a result, an additional \$1 million was invested into community Rugby to assist with development officers, coach and match official education and competition staff.

This investment led to results, with XVs, Sevens and Foxtel Touch 7s all recording growth in 2018. A total of 270,699 people played rugby regularly in 2018 (five or more games or structured sessions).

Sevens recorded enormous growth in 2018 with more than 70,000 participants from schools and clubs hitting the field, which is a 25% increase from 2017. Furthermore, the number of females playing Club 7s rose 57%.

A major factor for this growth was the record number of tournaments held throughout the year and the expansion of existing tournaments to include junior and / or women's competitions.

Traditional XVs Rugby participation exceeded 2017 figures, with almost



Traditional XVs  
Rugby participation  
exceeded 2017 figures





## OBJECTIVE 1

### Consolidate participation numbers

PRIORITIES INCLUDED	RESULT/ PROGRESS
MORE THAN 300,000 PARTICIPANTS PLAYING RUGBY, INCLUDING:	
• INCREASE CLUB 7S BY 20%	ACHIEVED
• 35,000 PLAYING CLUB 7S	ACHIEVED
• 15,000 PLAYING FOXTTEL TOUCH 7S	ACHIEVED
• 53,000 PLAYING GET INTO RUGBY IN SCHOOLS	ACHIEVED
• 8,000 PLAYING DEADLY 7S	*PROGRAM PUT ON HOLD IN 2018
<b>Weighting: 14% of Corporate Scorecard</b>	<b>14% / 15% Completed</b>

81,000 people playing XVs Rugby in clubs and more than 34,000 students playing XVs Rugby in schools. Female Club XVs also increased a staggering 50%. While these results are positive, the ongoing challenge for the future will be to convert school participation into club participation.

The states which recorded the highest XVs Club Rugby growth were Queensland (11%), Tasmania (10%), ACT (7%) and South Australia (2%). The establishment of new clubs including the Perth Irish Rugby Football Club, the Tamar Valley Vixens Rugby Club in Launceston and the MacKillop Saints Rugby Club in Darwin contributed to the boost in Club XVs numbers.

New competitions, such as the Moreton Bay Super 6 competition,

which involved six state high schools in Queensland, led to a significant growth in Queensland's school XVs participation. Following this success, another seven school-based XVs competitions will launch in 2019 with the support of the Australian Rugby Foundation.

Rugby AU along with the Member Unions also delivered school Rugby programs to more than 69,000 school students, reflecting an 8% increase from 2017. This growth was directly attributable to the growth of Sevens and Foxtel Touch 7s.

The three main programs - Get into Rugby, Foxtel Touch 7s and Sevens - were rolled out at 657 schools. Importantly, 61% of the schools that delivered Rugby programs in 2018 were government

schools, allowing Rugby AU to make vital inroads into the public school system to build awareness of the game and club participation opportunities.

Foxtel Touch 7s was run in almost 200 schools and clubs across the country and approximately 80% of participants were new to the game.

A total of 56,330 students took part in Get Into Rugby - an inclusive, fun skills program introducing children to the base skills of the game and all participants start by playing our non-contact version of rugby, Touch 7s.

While overall school participation grew, changes to a Government funding program resulted in a pause in the rollout of Deadly 7s outside of schools. Deadly 7s had previously been delivered extensively throughout the country (in 2017, 12,702 primary school students participated in the Deadly 7s program, whereas only 1,078 participated in 2018).



# objectives



**T**o be as efficient and effective as possible, the national Rugby workforce needs to be supported by effective systems and processes that distribute funding to where it's needed most. In 2018, 100% of the National Participant Fee was collected by Rugby AU and retained by the Member Unions to ensure it could be reinvested in the community game.

The Rugby AU Insurance Plan consists of four coverage areas: Sports Personal Injury; Sports Public and Products Liability policy; Sports Professional Indemnity policy; and Club Management Liability

## OBJECTIVE 2

### Administrative support for community Rugby

PRIORITIES INCLUDED	RESULT/PROGRESS
100% NATIONAL PARTICIPANT FEE COLLECTED AND RETAINED BY MEMBER UNIONS	ACHIEVED
100% NATIONAL INSURANCE POOL COLLECTED	99.8% ACHIEVED
Weighting: 4% of Corporate Scorecard	2% / 2% Completed

policy for clubs. While it was collected almost universally in 2018, there remains room for improvement in terms of processing and communication to ensure clubs know how and when to pay, and understand the importance of this.

Rugby Xplorer, the official app and digital network of Rugby AU, was launched in 2018 to facilitate the above processes. It features administrative

functions such as player registration and competition management, alongside engaging fan content such as live streaming, radio broadcasts and news. Importantly, the app contains easy-to-access information and resources to help Rugby administrators and volunteers with the administrative and operational tasks required to run a Rugby organisation.



**T**he number of females playing Rugby has more than doubled over the past three years, with this growth particularly evident in schools.

In 2018, a total of 63,443 females played Rugby, from non-contact sevens (Foxtel Touch 7s) through to the Sevens and XVs formats. Females now make up around 23% of the total playing population in Australia - a figure that is projected to rise 20-25% by 2021.

Driving further awareness of the women's game was the launch of the Buildcorp Super W, the first national competition for women's XVs. The prominence of our female teams on the international stage also increased awareness of Australian women's Rugby. In 2018 this included the success of our Qantas Australian Women's Sevens team at the HSBC Sydney 7s which led them to the HSBC Women's Sevens World Series title, and the first ever double-header featuring the Buildcorp Wallaroos and Qantas Wallabies at ANZ Stadium in August.

## OBJECTIVE 3

### Women's Focus

PRIORITIES INCLUDED	RESULT/ PROGRESS
FEMALE PARTICIPATION:	
• INCREASE TOTAL FEMALE PARTICIPANTS BY 20%	ACHIEVED
• INCREASE FEMALE CLUB XVs BY 20%	ACHIEVED
• INCREASE FEMALE CLUB 7s BY 35%	ACHIEVED
• 50% FEMALE PARTICIPATION FOR FOXTEL TOUCH 7s	ACHIEVED
<b>Weighting: 6% of Corporate Scorecard</b>	<b>8% / 8% Completed</b>

Driving further awareness of the women's game was the launch of the Buildcorp Super W



## DIVERSITY & INCLUSION

**D**uring 2018 Rugby AU continued working to improve diversity and inclusion so that Rugby better reflects the communities in which we live.

### OUR WATCH PARTNERSHIP

Rugby AU renewed its partnership with Our Watch in 2018, commencing the Sports Engagement Program Phase Two with three other national sporting codes, the National Rugby League (NRL), Football Federation Australia (FFA) and Australian Football League (AFL). This program helps sporting organisations embed gender equality and respectful relationships into their workplace as well as create cultures that help prevent violence against women and their children.

In 2018 Rugby AU continued to educate their professional players on the drivers of violence against women via face to face training and also developed a rugby specific online bystander training module to be rolled out in 2019. Also part of the partnership, Qantas Wallabies representative, Allan Allalatoa renewed his role as ambassador for The Line and Rugby Australia participated in a joint social media campaign for the 16 Days of Activism with the NRL and FFA.



Above: An Our Watch poster featuring Australian sevens player, Ellia Green. Right: 2018 was a big year for Australian wheelchair rugby with the World Championships and Invictus Games both held in Sydney

### RUGBY AUSTRALIA'S PACIFIC SPORTS PARTNERSHIP PROGRAM

As part of the Australian Government's Pacific Sports Partnership program, Rugby AU partnered with World Rugby and Oceania Rugby to get 75,525 boys and girls (35 per cent of all participants were girls) across Fiji, Samoa and the Solomon Islands involved in the Get into Rugby program. The aim of the program is to encourage players of all ages to Try, Play and Stay in Rugby. Get Into Rugby will promote the values of the game and ensure children are encouraged to try Rugby in a safe and progressive environment.

### OTHER PROGRAMS

- Rugby AU continued its work with Male Champions of Change to promote gender equality in the workplace.
- The Australian Deaf Rugby team took centre stage at the World Deaf Rugby 7s Tournament at the David Phillips Sport Complex in Sydney.
- 350 international athletes and officials converged in Sydney for the 2018 Wheelchair Rugby World Championship, where the number one ranked Australian Steelers finished runners-up to Japan.
- The Australian Invictus Wheelchair Rugby team defeated the UK in the gold medal match to win their first Invictus gold.
- In 2018, GingerCloud Foundation's Modified Rugby Program (MRP) supported more than 230 girls, boys and young adults with learning and perceptual disabilities and their Player Mentors to experience rugby. Rugby AU continues to support awareness about the MRP as part of its partnership with GingerCloud Foundation through a range of community and promotional activities.





# SAFETY & WELFARE

## BLUE CARD

Player safety is paramount to rugby. It's crucial that players of all ages feel safe on the field and that parents feel assured their child is in safe hands.

In 2017 Rugby AU introduced the Blue Card at two trial matches in the ACT and Newcastle/Hunter region. The Blue Card gives referees authority to remove players who show signs of concussion from the field.

Following a positive response, the Blue Card was rolled out nationally in 2018 at matches from U13s to the National Rugby Championship.

In line with the national launch, an educational video was launched online, and more than three thousand Blue Cards were delivered to referees around the country.

Rugby AU also hosted six online webinars and ran 13 seminars Australia-wide with referee groups, competition managers, coaches, players and parents.

As a result, 0.98% of registered players were identified as showing signs of concussion and were removed from the field to recover.

## SIZE FOR AGE

The Size for Age guidelines were also rolled out nationally in 2018 which aimed to ensure maximum safety for all participants.

The guidelines meant individual players could be moved into a different age group following an assessment of physical and personal development factors including height, weight, playing experience, fitness and maturity.

Furthermore, all U10 to U15 players deemed to be below or above an accepted height and weight range were subject to mandatory assessment by a qualified, independent coach to determine which age grade they were suitable for.

As a result, more than 200 players were assessed in 2018 which saw them move up or down a grade or in some instances remain in the same age grade.

## SERIOUS INJURY REVIEW

In 2018 four young men from Queensland GPS schools suffered serious spinal injuries whilst engaging



in rugby activities. An independent Serious Injury Review Panel was appointed to review these incidents and a Final Report has been published with recommendations to the GPS schools. The four incidents which resulted in these injuries were unrelated and dissimilar.

Following this, Rugby AU developed a Best Practice Safe Rugby Framework ahead of the 2019 season, which incorporates its existing player safety guidelines and participation policy, as well as introducing new safety initiatives to be trialed this year.

In addition to this, the below recommendations were made to the Queensland GPS Schools in November 2018:

- Together as one, consider and, where appropriate, change the way rugby is offered to the young men of the GPS schools so that "best practice" is followed as recommended by Rugby AU and QRU;
- Each school review the insurance maintained by them to cover the risk of the young men of the GPS schools suffering serious injury;
- Each school devise and resolve upon a protocol to follow should any

other young man of the GPS schools suffer serious injury so that his family may be relieved of the administrative burdens involved while supporting their son through the tragedy.

In October 2018 a fifth player suffered a serious spinal injury whilst playing in a state trial match in Sydney NSW.

## SPORTS CHAPLAINCY AUSTRALIA

Rugby AU formalised its relationship with Sports Chaplaincy Australia (SCA) in 2018 to continue to offer pastoral care in the Rugby community. SCA provide a critical response to any Rugby participant affected by a serious incident, including debrief delivery following a serious injury.

## CHILD SAFETY

In 2018 Rugby AU introduced a new Child Safety Framework and Safeguarding Children Guidelines to better protect children and young people from harm. The framework and guidelines underpin Rugby AU's existing Member Protection Policy and outline best practice behaviours as well as clear roles and responsibilities when working with children and young people in Rugby.

## MESSAGE FROM SPORT AUSTRALIA

It has been a watershed year for the Australian Sports Commission. We've launched a new public-facing brand - Sport Australia – with a renewed vision for Australia to be the world's most active sporting nation, known for its integrity, sporting success and world-leading sports industry.

This aligns with the Australian Government's long-term vision for sport in this country, outlined in Sport 2030, released in August 2018 by Minister for Sport Bridget McKenzie. Sport Australia will be central to delivering the priorities outlined in this national sport plan.

At the fundamental level, Sport Australia's focus will be on getting Australians moving through sport and, more broadly, physical activity. We want to inspire and activating people across every age, race, gender, cultural background and physical ability. We will continue to build partnerships in the health and education sectors to ensure physical activity is a national priority.

We need to ensure sporting organisations are equipped to make the most of a renewed interest in physical activity, and so we will continue working with sports to improve the workforce capability, governance and partnerships. We want to help sports innovate, connect with existing and new participants in

the digital era and provide products that meet current expectations.

The AIS is redefining its role too, leading a united and collaborative high performance system for Australian sport. Success will be measured by Australians consistently winning medals at major international events, but also in the national pride and inspiration generated by our athletes.

Working in partnerships, the AIS will be focused on doing the big system-level things on the frontiers of ethical sporting performance that no other body is naturally positioned to do.

The AIS has launched a new Athlete Wellbeing and Engagement team, focused on supporting athletes to transition through their sporting careers and connect with their communities. We want sporting champions to be positive influences.

Australia enjoyed genuine sporting success in 2017-18. In challenging times, the Gold Coast Commonwealth Games helped restore Australia's faith in our sports and athletes.

Positions on the podium are wonderful to celebrate, but the narrative is incomplete without humility, generosity of spirit, confidence in what our athletes stand for and how they carry themselves. At the Gold Coast Games, we saw the very best in our

athletes, and this display of spirit and integrity is sure to give them the best start to their preparation for the Tokyo 2020 Olympic and Paralympic Games.

We also had some outstanding performances at the PyeongChang Winter Olympic and Paralympic Games. Australia equalled its most successful Winter Olympics haul of three medals in PyeongChang, two silvers and one bronze medal matching the result in Sochi 2014. It was also our best result at a Paralympic Winter Games in 16 years.

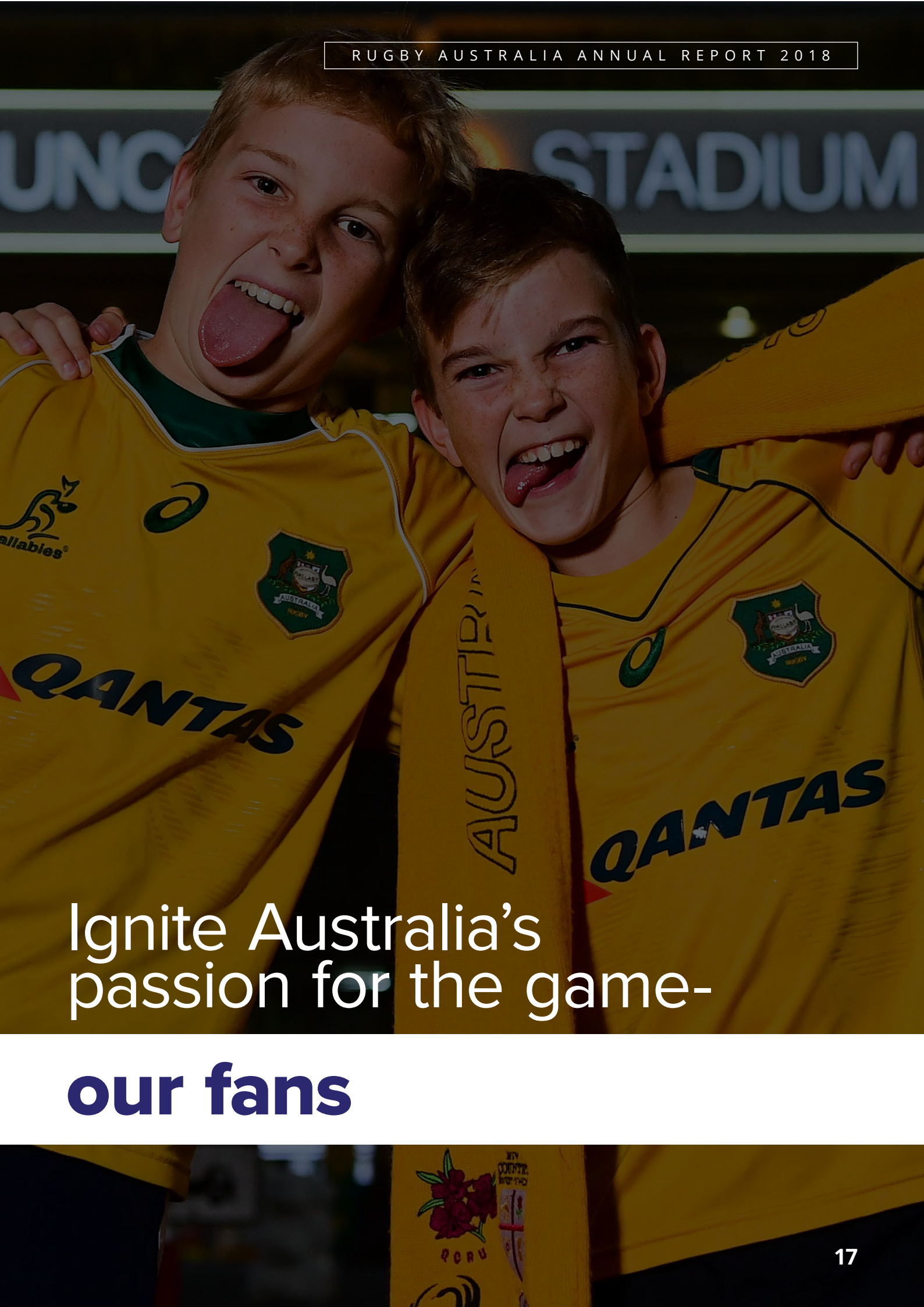
Sport integrity has justifiably gained additional focus in the past year, and is a very important priority for Sport Australia and for Australian sport more generally. We, and everyone involved in sport, owe it to the athletes, coaches, officials, volunteers, fans and the public at large to ensure that Australian sport is fair and clean, and is seen to be fair and clean.

We thank all of our partners – including athletes, coaches, board members and administrators – for your effort and contribution to Australian sport, and your enthusiasm for building a more active Australia. We look forward to continued success and progress together.

**John Wylie AM**  
Chair, Sport Australia







Ignite Australia's  
passion for the game-

**our fans**





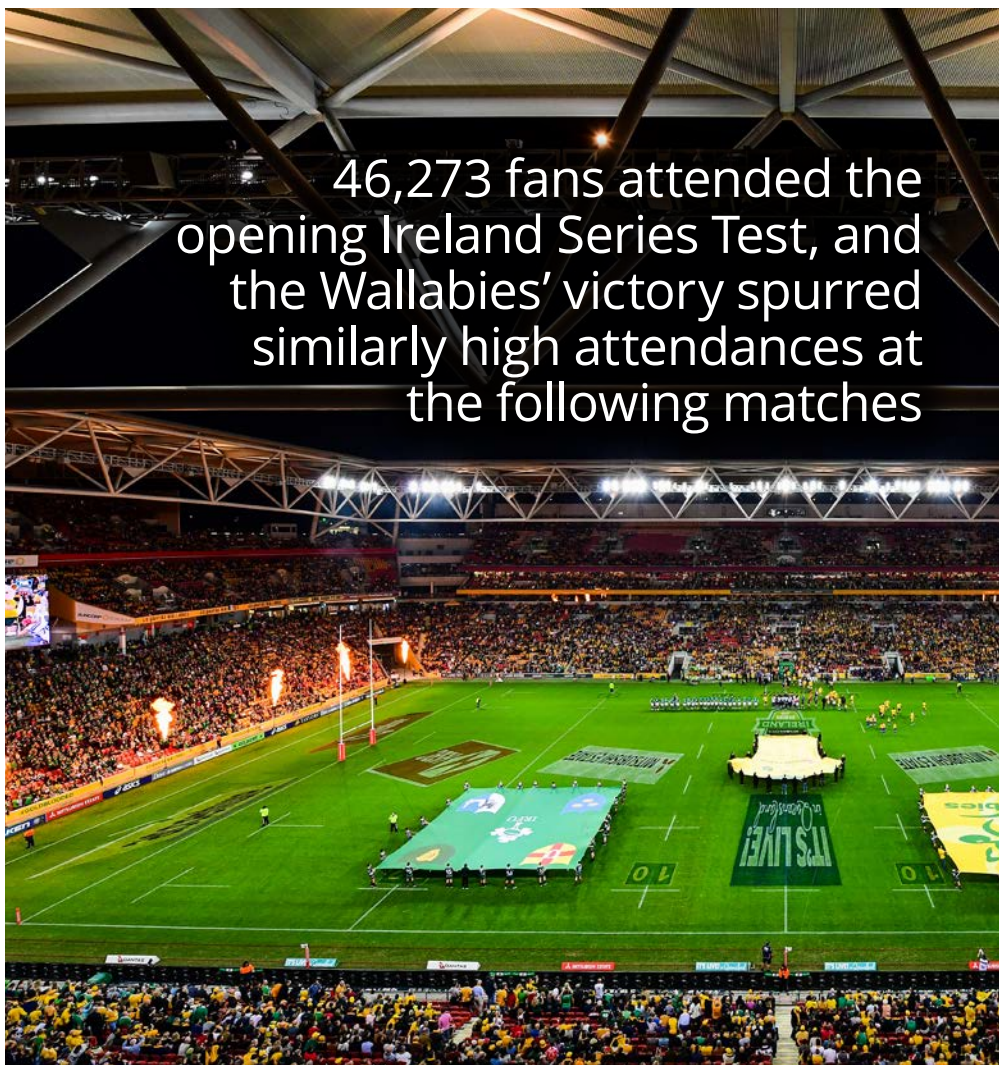
# objectives

**T**he Mitsubishi Estate Ireland Series attracted a high level of interest, with the Irish team ranked number 2 in the world after their Six Nations victory. 46,273 fans attended the opening match at Suncorp Stadium, and the Wallabies' victory spurred similarly high attendances at the following matches. 29,018 fans watched the AAMI Park Test in Melbourne and 44,085 watched the final Test at Allianz Stadium in Sydney, setting a new venue record.

At the Mitsubishi Estate Rugby Championship matches, 66,318 attended the opening Bledisloe Cup match at ANZ Stadium Sydney – the most since 2015. However, the 13-38 loss to the All Blacks reduced subsequent interest in the tournament. The match against South Africa at Suncorp Stadium attracted a crowd of 27,849, while 16,019 watched the Wallabies fall to Argentina at Cbus Super Stadium on the Gold Coast.

At the HSBC Sydney 7s, 61,482 people enjoyed the three days of Sevens action. Being held over the Australia Day long weekend, the tournament was the first

46,273 fans attended the opening Ireland Series Test, and the Wallabies' victory spurred similarly high attendances at the following matches



## OBJECTIVE 1

### Achieve match attendance targets at key fixtures

PRIORITIES INCLUDED	RESULT/PROGRESS
216,000 ATTEND DOMESTIC WALLABIES TESTS	ACHIEVED
75,000 ATTEND OVER THREE DAYS OF SYDNEY 7s	NOT ACHIEVED 82% achieved
GROW SUPER RUGBY FULL YEAR SEASON MEMBERSHIP YEAR-ON-YEAR	ACHIEVED
<b>Weighting: 12% of Corporate Scorecard</b>	<b>11% / 12% Completed</b>

stop on the HSBC Sevens World Series circuit to fully integrate the men's and women's tournaments across three days of competition. While this represented a huge step forward in gender equality in Rugby, the total crowd figure was slightly down on 2017 numbers due to Australia Day weekend scheduling clashes.

2018 marked the commencement of the new Super Rugby competition format that included four Australian teams, eight home matches guaranteed for each Australian team and guaranteed 'home and away' derbies for Australian teams (for the first time in three years). The competition reverted





## OBJECTIVE 2

### More fans watching Rugby

PRIORITIES INCLUDED	RESULT/PROGRESS
DOMESTIC WALLABIES TESTS HAVE AVERAGE VIEWERSHIP OF 750,000	NOT ACHIEVED 81% achieved
DOMESTIC SUPER RUGBY MATCHES HAVE AVERAGE VIEWERSHIP OF 80,000	NOT ACHIEVED 89% achieved
SYDNEY 7s CUMULATIVE VIEWERSHIP OF 80,000	ACHIEVED
<b>Weighting: 9% of Corporate Scorecard</b>	<b>8% / 9% Completed</b>

to a 15-team tournament made up of three conferences (Australia, New Zealand and South Africa conferences), with three teams reduced from the previous season.

The rate of attendance at Super Rugby remains comparable to other winter sports such as NRL, however Rugby has fewer fans to draw from, which is why Rugby AU and the Member Unions are focused on growing the Super Rugby fan base through improved team performance, digital fan engagement and marketing. Full season membership across the four Australian Super Rugby teams grew marginally in 2018.

**T**he Mitsubishi Estate Ireland Series attracted 751,000 television viewers across Fox Sports and Network Ten for the opening Test in Brisbane, with figures dropping off to 452,000 for the second Test in Melbourne which directly clashed with the Socceroos v France FIFA World Cup match. The final Test match in Sydney saw viewership peak for the series at an average of 813,000 viewers across both networks.

The Mitsubishi Estate Rugby Championship viewing figures were similarly inconsistent with 842,000 tuning into the first Bledisloe Cup match in Sydney, and 660,000 tuning into the second Bledisloe Cup match in Auckland (broadcast from 5.30pm AEST in Australia). More than 594,000 watched the Wallabies play the Springboks in

Brisbane, while 329,000 tuned in to watch the Wallabies play Argentina on the Gold Coast – the lowest television audience for a Qantas Wallabies Test since 2014.

Viewership for domestic Vodafone Super Rugby matches grew by 9%, with an average of 71,112 tuning in for each home game. Overseas Super Rugby games drew average audiences of 57,114, reflecting a 4% increase from 2017 figures.

HSBC Sydney 7s cumulative viewing numbers exceeded 83,000, reflecting a vast increase on 2017's 65,000 cumulative viewership, despite the 2018 tournament being held over the Australia Day long weekend. Fox Sports showed every men's and women's game live, with some players mic'd up on-field to bring television fans even closer to the action.

# objectives



## OBJECTIVE 3

### Improve the fan experience

PRIORITIES INCLUDED	RESULT/PROGRESS
SYDNEY 7s CUSTOMER SATISFACTION >95%	NOT ACHIEVED 83% achieved
INCREASE RUGBY.COM.AU USERS BY 10%	ACHIEVED
NPS FOR RUGBY FANS 8+ SCORE	NOT ACHIEVED 7.2 score achieved
Weighting: 3% of Corporate Scorecard	1% / 3% Completed

In 2018, there was a renewed marketing approach to highlight Rugby's strengths at all levels of the game through the launch of the #PartofMore series and a further push to boost fan engagement through Rugby AU's digital platforms.

The national #PartofMore campaign was launched in March, unveiling the

'new faces of Rugby' through a series of powerful documentaries which tap into the lives of people who come from different backgrounds but share a strong connection with the game of Rugby. The series focuses on the values of the game and illustrates the common thread between participants and volunteers across every level of the game.

In a targeted online survey, 83% of HSBC Sydney 7s ticket buyers said they were "satisfied/very satisfied" with the tournament, reflecting a drop from the previous Sydney7s tournaments in 2017 and 2016 which both reached 95% consumer satisfaction. Negative feedback mainly centred around the event being held on the Australia Day long weekend which impacted overall crowd numbers, and the lack out 'pass outs', which previously allowed the crowd to move back and forth from the Stadium precinct. Further research conducted through Neilson Sports confirmed the event date had a negative impact on customer satisfaction. This notwithstanding, ratings were high for quality of the rugby, atmosphere, and ticket value for money.

Rugby.com.au continued to grow its profile as the premier online destination for



Australian rugby content, boosted by the appointment of respected sports writer Iain Payten as Editor-in-Chief. Unique users grew by 14%, which mirrored the growth in page views which were up 9.6% for the year. Organic traffic (where web users come straight to rugby.com.au or find the site via search engine) grew by 7.2%, whereas referrals from social media decreased by 11%, indicating an increase in regular usage of the website, rather than web users being directed to the site via social media channels.

Rugby.com.au's video content also continued its immense growth, broadcasting more community and amateur tournaments than ever before and launching its first documentary 'Hold Back the River'. Over the year, YouTube viewership quadrupled and Brightcove (streaming services) viewership figures doubled.

Rugby.com.au's social media accounts showed consistent growth, with Instagram channels growing by 69% for rugby.com.au, 10% for the Wallabies and 28% for the Aussie7s account.

Rugby Xplorer, the official app and digital network of Rugby AU, was launched in 2018 featuring live streaming, radio broadcasts of professional matches and fan-first content from grassroots to the Qantas Wallabies, alongside

administrative functions such as player registration and competition management.

Every year Rugby AU conducts fan research, which informs its strategic operations. A Net Promoter Score (NPS) is a management tool used to measure 'brand health' in terms of customer satisfaction with the 'product'. In 2018, Rugby AU achieved a NPS of 7.2 when

fans were asked "would you recommend family/friends follow Wallabies, Wallaroos, Super Rugby, Super W, Sydney Sevens, AU 7s Mens, AU 7s Womens, NRC, TRC and/or, Uni 7s?". This metric was part of an online quantitative survey conducted by Nielsen Sport using a random sample of 1000 rugby fans and weighted to be nationally representative.

## OBJECTIVE 4

### Women's Focus

PRIORITIES INCLUDED	RESULT/PROGRESS
WIN WOMEN'S RUGBY WORLD CUP BID	NOT ACHIEVED
Weighting: 1% of Corporate Scorecard	0% / 1% Completed

**A**fter Rugby AU announced its intention to bid for the 2021 Women's Rugby World Cup in late 2017, the campaign reached full speed in 2018. A total of \$10 million of Federal and NSW Government grant funding was unlocked, the Newcastle and Hunter region mobilised for potential hosting duties, campaign videos were created and numerous meetings were held with World Rugby.

Starting with six nations who originally intended to compete for the tournament, it eventually became a contest between Australia and New Zealand. The vote eventually swung in New Zealand's favour after Australia lost in a 25-17 vote by the World Rugby Council members in Dublin during November. It was the most competitive vote in the history of the Women's Rugby World Cup.

The national #PartofMore campaign was launched in March 2018, unveiling the 'new faces of Rugby'



# INTEGRITY

**T**he remit of the Integrity Unit at Rugby AU is wide and includes setting the standards of on and off-field conduct by Participants; the formulation of integrity Rules, Codes and Policies and ensuring compliance with them; education/training; complaint handling; investigations and dealing with breaches and disciplinary/regulatory proceedings and appeals.

In 2018, the Integrity Unit made several significant improvements by:

- formulating a new education strategy and implementing a new tiered online education system that is mandatory for Participants at certain levels of the Game and seeks to ensure that expected standards of conduct are instilled from the beginning of a Player's career and that the education modules are tailored to their development and playing progression. The education modules are also available on the Rugby Learning Centre to other Participants that are involved in community Rugby;
- developing, in consultation with the Australian Sports Anti-Doping Authority, a new anti-doping education strategy and providing for a significant number of face-to-face anti-doping education sessions in the future;
- launching the Rugby AU Speak Up Hotline to provide a confidential/anonymous reporting platform for

Professional Players and employees at Professional Rugby Bodies; and

- implementing the Rugby AU Anti-Corruption and Betting Policy.

## ANTI-DOPING TESTING PROGRAM

The Integrity Unit worked closely with the Australian Sports Anti-Doping Authority and, as part of the service agreement, agreed the testing program for Players participating in the following:

- Qantas Wallabies;
- Buildcorp Wallaroos;
- Qantas Australian Sevens;
- Vodafone Super Rugby;
- Buildcorp Super W;
- Australian Schoolboys;
- Sydney Shute Shield;
- Brisbane Premier Club;
- National Rugby Championship and
- Under 19 National Championship.

280 anti-doping tests were conducted on behalf of Rugby AU in 2018 and two players returned positive results. Both of these cases are currently under investigation.

Of the 280 tests undertaken 106 of them were at the professional level and no anti-doping rule violations were recorded. In addition to these tests, World Rugby has also conducted anti-doping testing on Players from the Wallabies, Wallaroos, Men's and Women's Sevens, and U20s teams. No anti-doping rule violations were recorded from these additional tests.

## ILLICIT DRUG POLICY

Rugby AU's Illicit Drug Policy has been in place since January 2014. An independent testing agency, Sports Drug Testing International (SDTI), were re-engaged to coordinate the illicit drug (out-of-competition) testing program in 2018 on behalf of the Integrity Unit.

SDTI conducted 230 tests on contracted Players and High-Performance staff in 2018. Two Players committed violations and were dealt with in accordance with the procedure set out in the Policy.

## ANTI-CORRUPTION AND BETTING

Rugby AU has renewed its Product Fee & Integrity Agreements with Australian betting operators that offer markets on Rugby. These agreements allow betting operators and Rugby AU to share important information and to work together to maintain the ongoing integrity of our sport. Furthermore, the agreements generate revenue for Rugby AU to fund part of its integrity initiatives. Additionally, the Integrity Unit continues to engage Sportradar to provide betting monitoring services in relation to all Qantas Wallabies matches, all Australian Super Rugby matches and all National Rugby Championship matches. No suspicious betting activity was identified on matches monitored by Sportradar during 2018.





A photograph of two Australian rugby players embracing on the field. The player on the left is wearing a grey jersey with green accents and 'QANTAS' on the sleeve. The player on the right is wearing a yellow jersey with the Australian coat of arms, 'AUSTRALIA RUGBY SEVENS', and 'HSBC World Rugby Sevens Series 2017/2018'. A photographer is visible in the background on the left.

Build sustainable  
success in the  
professional game-

**our elite teams**



# objectives

**T**he Qantas Wallabies had a 31% win rate in 2018, winning four of their thirteen Tests and slipping to 7th in the world rankings (down from 4th in 2017).

In the June Mitsubishi Estate Ireland Series, the Qantas Wallabies defeated Ireland 18-9 in an enthralling opening Test at Suncorp Stadium in Brisbane in front of 46,273 fans, in what was Ireland's only Test defeat of 2018. In front of 29,012 fans, Ireland leveled the Series at AAMI Park in Melbourne with a 21-26 win. The Qantas Wallabies then fell short of a series victory after Ireland prevailed 16-20 in the third Test match in front of a then-record crowd of 44,085 at Allianz Stadium in Sydney.

The Rugby Championship began at ANZ Stadium in Sydney with a 13-38 loss to New Zealand in front of 66,318 fans – the most since 2015. A 40-12 loss to New Zealand followed the next week at Eden Park. After a two-week break, the Qantas Wallabies ground out a 23-18 victory over South Africa at Suncorp Stadium in front of 27,849 fans, but Argentina's Los Pumas got the better of the Australians at Cbus Super Stadium the following week, nabbing a 23-19 victory in front of 16,019 fans. A 12-23 loss to the Springboks in South Africa and a record second

half fightback to produce a 45-34 triumph over Los Pumas in Argentina capped off the Qantas Wallabies' 2018 Rugby Championship campaign. The final Bledisloe Cup match was held in Yokohama, Japan, and saw the All Blacks complete a clean sweep for 2018, with a 20-37 win.

On the Spring Tour, the Qantas Wallabies suffered a narrow 6-9 defeat to Wales in a tryless contest at Principality Stadium in Cardiff – Wales' first win in 14 Tests against the Australians. A 26-7 victory over Italy followed the next week, before the Qantas Wallabies fell to England 18-37, while wearing their indigenous-inspired playing strip for the first time in an away international.

**SEVENS – WOMEN**

The Qantas Australian Women's Sevens team got their 2017/18 HSBC Sevens World Series campaign off to a stellar start with a 34-0 Cup Final victory over the USA in Dubai in December 2017. Their form continued for the first 2018 World Series tournament which ended with an emphatic 31-0 victory over New Zealand in front of a home crowd in Sydney. A bronze medal performance in Kitakyushu, followed by two silver medals in Langford and Paris – both at the hands of New Zealand – was enough to secure the Qantas Australian Women's Sevens team their second World Series title in three years, as they finished the Series on 92 points.

At the Commonwealth Games, the Qantas Australian Women's Sevens side



The season highlight was the tournament victories for our men and women at HSBC Sydney 7s

## OBJECTIVE 1

### National teams winning pinnacle events

PRIORITIES INCLUDED	RESULT/PROGRESS
WALLABIES WIN JUNE SERIES AND BLEDISLOE CUP	NOT ACHIEVED Wallabies win four of 13 Tests
AUSTRALIAN MEN'S SEVENS TEAM WINS SYDNEY 7S, COMMONWEALTH GAMES AND SEVENS WORLD CUP	NOT ACHIEVED Men's Sevens team win Sydney 7s
AUSTRALIAN WOMEN'S SEVENS TEAM WINS SYDNEY 7s, COMMONWEALTH GAMES AND SEVENS WORLD CUP	NOT ACHIEVED Women's Sevens team win Sydney 7s
WALLAROOS WIN NEW ZEALAND SERIES	NOT ACHIEVED
SUPER RUGBY – ALL AUSTRALIAN TEAMS FINISH IN TOP 8; 1 TEAM WIN	NOT ACHIEVED 1 team in top 8; 1 in semi-final
Weighting: 22% of Corporate Scorecard	8% / 22% Completed





claimed silver following an epic final, where New Zealand scored an 80-metre try in extra time to seal the victory. At the 2018 Rugby World Cup Sevens at AT&T Park in San Francisco, the Australian women finished third, after being knocked out of the semi-finals in a 19-12 loss to France.

#### SEVENS – MEN

The Qantas Australian Men's Sevens team finished fourth in the 2017/2018 HSBC World Rugby Sevens Series, with the season highlight being the tournament victory at HSBC Sydney 7s, which completed Australia's historic double-title and ended a six-year title drought for the men in gold. The side claimed two other podium finishes throughout the 10-leg series, including bronze in Hamilton and silver in Singapore. In the other tournaments, the men finished 5th in Dubai, 9th in Cape

## JUNIOR WALLABIES

In 2018, Rugby AU announced the creation of the U19s Rugby Championship (URC) to supersede the former Super U20s competition. Brisbane City were the undefeated inaugural champions of this competition, from which players were selected for the Junior Wallabies.

The Junior Wallabies got their international season off to a strong start, comprehensively beating Fiji (51-5) and Tonga (91-7) before falling to New Zealand 28-43 in the final of the Oceania Championships at Bond University on the Gold Coast.

For the 2018 U20s World Championship which was held in France in May, the Junior Wallabies were drawn in the same pool as Wales, Japan and New Zealand. With only the winners of the three pools and the top second-placed side making it through to the semi-finals, the Australians faced a huge challenge. A narrow 21-26 loss to Wales, followed by a 54-19 victory over Japan led to their must-win game against New Zealand, where they were defeated 27-18 to miss out on the final four. The Junior Wallabies rallied in the 5th Place play-offs to comfortably beat Italy 44-15 and then Argentina 41-15 to secure the 5th place standing.

Town, 6th in Vegas, 6th in Vancouver, 11th in Hong Kong, 7th in London and 11th in Paris.

At the Commonwealth Games - the final tournament with Andy Friend as Head Coach - Australia finished 5th, after narrowly losing to England in the Pool B decider, which put them out of contention for higher honours.

In a disappointing Rugby World Cup Sevens campaign in San Francisco, the Australian men won two and lost two games over three days at AT&T



# objectives

The Buildcorp Wallaroos began their season with their 50th Test match in an historic double-header at ANZ Stadium

Park to finish in 10th place at the quadrennial event.

## WALLAROOS

Following the inaugural Buildcorp Super W season which was held over six weeks, the Buildcorp Wallaroos squad was better prepared than ever before for the 2018 Test season. Under new Head Coach Dwyane Nestor, the Wallaroos began their season with their

50th Test match in an historic double-header at ANZ Stadium in Sydney. A record crowd of 28,842 spectators – a world record crowd for a women's international – watched them go down to New Zealand's Black Ferns, 11-31. The following week saw them fall 17-45 to New Zealand at Eden Park, marking the end of their 2018 international season during which nine women debuted in the Wallaroos jersey.



## SUPER RUGBY

2018 marked the commencement of the new competition format that included four Australian teams, eight home matches guaranteed for each Australian team and guaranteed 'home and away' derbies for Australian teams (for the first time in three years). The competition also reverted to its previous 15-team, three-conference model, which was last used in 2016.

With this new competition structure, every Australian team recorded more wins than the previous year. The Waratahs finished on top of the Australian conference and won a home qualifier to advance to the semi-finals where they lost to the Lions in Johannesburg. The Rebels were the biggest improvers in 2018, winning 7 matches as opposed to only one in 2017.







## OBJECTIVE 2

### Player and coach satisfaction

PRIORITIES INCLUDED	RESULT/PROGRESS
>80% PLAYER AND COACH SATISFACTION FOR SUPER W	ACHIEVED
>80% PLAYER AND COACH SATISFACTION FOR NATIONAL RUGBY CHAMPIONSHIP (NRC)	ACHIEVED
>80% PLAYER AND COACH SATISFACTION FOR AON UNI 7s	ACHIEVED
<b>Weighting: 3% of Corporate Scorecard</b>	<b>3% / 3% Completed</b>

**P**layer and coach satisfaction targets were achieved across the major pathways competitions that are continuing to build depth in Rugby and ensure talented players have accessible competitions to keep them in the game.

The inaugural Buildcorp Super W season included more than 150 players from five State teams and culminated with NSW beating Queensland in golden point time to take out the historic title. In the post-season survey, 79.1% of players rated their Super W experience as “good” or “excellent”, and 100% of management (coaches and staff) rated their Super W experience as “good” or “excellent”.

In just their second season in the competition, the Fijian Drua won the 2018 National Rugby Championship

after defeating Queensland Country 36-26 in the Final at Churchill Park, Lautoka, Fiji in front of more than 6,500 fans. In the post-season RUPA survey, 82% of players said their NRC experience was positive, with 89% of team management and staff sharing this sentiment.

The Aon University Sevens Series expanded to a ten-team competition in 2018, with the University of Melbourne and the University of Sydney joining the fray. Griffith University were the eventual victors of the competition, winning three tournaments and topping the ladder on 94 points. In the post-season survey, 83.82% of players and management rated their overall satisfaction with the Series as “good” or “excellent”.

## COACHING

**I**n 2018, an additional \$1 million was invested into community Rugby to assist with development officers, coach and match official education and competition staff. Of the 4,500 coaches registered with Rugby AU, more than a third participated in coaching development sessions run by Rugby AU. Thirty-two coaching seminars were held across Australia to more than 1,000 coaches, and 200 clinics were held across Australia for Sevens and XV's – many of which leveraged the expertise of high performance coaches from the Wallabies and Australian Sevens programs.

The development of more high performance female coaches is also a key priority for Rugby AU. Following the publication of World Rugby's report into women in high performance coaching, Rugby AU is working in partnership with World Rugby and other leading women's Unions in this area, aligning plans to maximise impact and avoid duplication of effort.

Importantly, 2019 will offer a renewed focus in coach development with keystone programs being implemented around the country, including 200 online tutorials and more female-focused workshops.

## REFEREEING

**A**ustralian Rugby recorded its most successful year since 2005 in terms of Tier 1 XV's refereeing appointments, with Angus Gardner winning the World Rugby Referee of the Year Award. Nic Berry also refereed a range of Tier 1 international matches, and Damon Murphy made his debut on the international XV's stage after a huge year officiating major Sevens finals including the Commonwealth Games gold medal match.

With Amy Perrett on maternity leave for most of 2018, female referees Tyler Miller and former Wallaroo Maddie Putz made their refereeing debuts on the HSBC Women's Sevens World Series. Australia now has the largest number of female referees on the World Series, thanks to homegrown competitions including the Aon Uni 7s providing unparalleled training opportunities for developing female referees.

# HIGH PERFORMANCE

## SANZAAR UPDATE

In 2018, Rugby AU undertook an extensive strategic project which involved engaging a broad spectrum of stakeholders, including fans, to determine Rugby AU's position on the future of Super Rugby and its other professional competitions.

The project was led by strategic consultant Michael Tange, previously Global Head of Strategy & Solutions at Nielsen Sports & Entertainment, as Rugby AU looked to maximise the value of the next commercial broadcast agreement. (The current SANZAAR broadcast agreement expires at the end of 2020).

In early 2019 (prior to this report going to print) SANZAAR announced that following a substantial review of Super Rugby the competition would revert to a 14-team, round robin, competition format in 2021.

Together with this it was announced the Sunwolves from Japan will drop out of the existing

15-team Super Rugby competition at the end of the 2020 season.

Super Rugby will therefore comprise the existing five New Zealand teams, four South African teams, four Australian teams and the Jaguares from South America and the agreed format will be played within the next commercial broadcast window starting in 2021.

The broadcast negotiation process began formally in 2018 and is expected to conclude in mid-late 2019.

## NATIONAL HIGH PERFORMANCE PLAN

To remain relevant, Australia needs winning teams.

In December it was announced that the four Australian Super Rugby organisations had agreed on the principles to underpin the development of a fully aligned National High Performance Plan. These principles are supported by the new National Talent Management

structure, which is designed to retain Australian rugby's best young talent.

In conjunction with the aligned National High Performance Plan, former Scotland Director of Rugby and Wallabies assistant coach, Scott Johnson, was appointed to the new position of Director of Rugby. Johnson will lead the delivery of the new National High Performance Plan, oversee the Qantas Wallabies program, and join Wallabies Head Coach Michael Cheika and a third, independent selector on the new National Selection Panel that will oversee the selection of the Qantas Wallabies squad and teams. (Note: Former dual international Michael O'Connor was appointed as the independent member of the new Wallabies selection panel in February 2019, prior to this report going to print).

Further bolstering these initiatives was the establishment of a fund to support the recruitment and retention of identified youth talent, supported by the Australian Rugby Foundation (ARF).







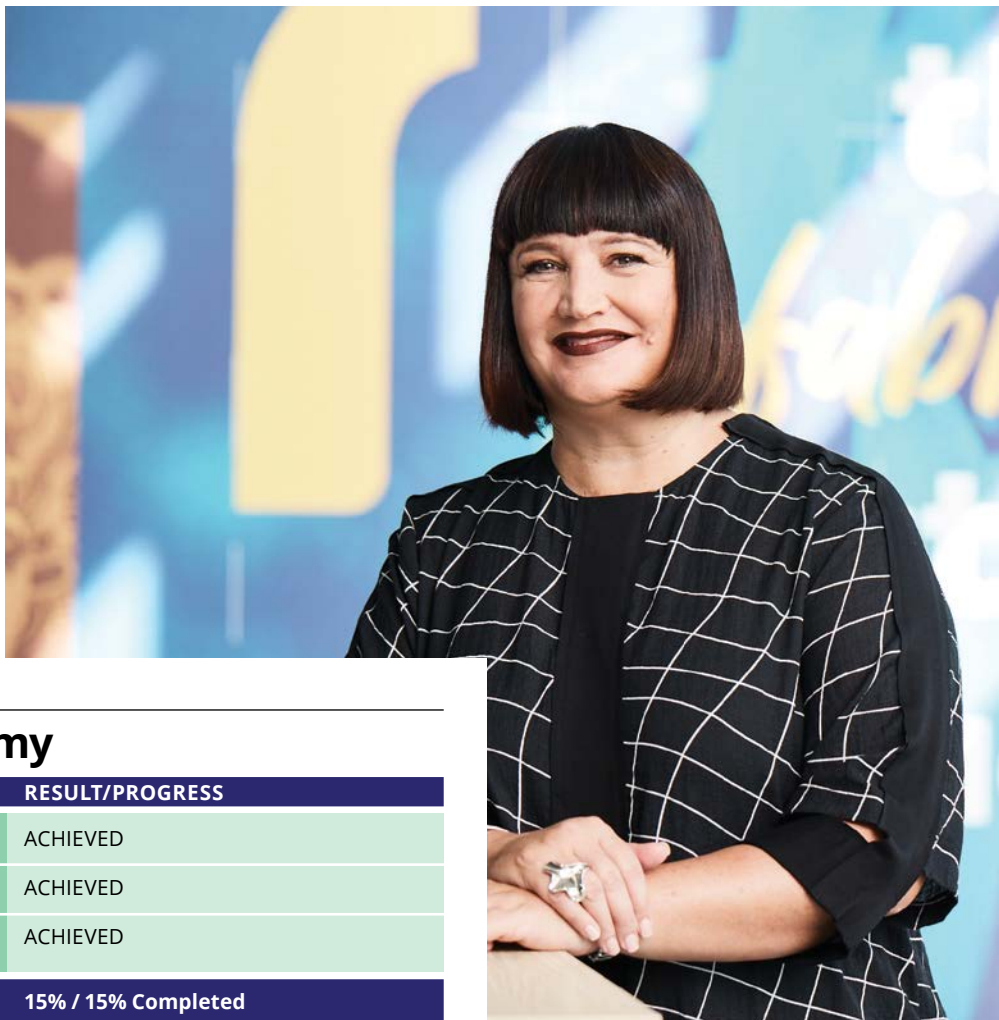
Create excellence  
in how the game is run-  
**our administration**

# objectives

**R**ugby AU reached its financial targets in 2018, which is significant considering it was a period of leadership change and underperformance from the Qantas Wallabies – the primary drivers of financial success for Rugby AU.

The Ireland Series drew in \$1m above the forecasted budget, bringing in \$10.4m in revenue while Sydney 7s made \$2.3m and The Rugby Championship made \$7.5m. The forecasted budget for 2018 matchday revenue was 98% achieved, with the results from the Ireland Series offsetting other shortfalls (primarily the Rugby Championship match against Argentina at Cbus Super Stadium on the Gold Coast). A total of 227,000 tickets were sold against a forecast of 216,000, however more sales in the lower-priced categories resulted in the slight budget shortfall.

Broadcast income was impacted by Middle East broadcaster OSN entering



## OBJECTIVE 1

### Drive the Rugby Economy

PRIORITIES INCLUDED	RESULT/PROGRESS
REVENUE: TARGET \$118.2M	ACHIEVED
NET SURPLUS: TARGET \$5.1M	ACHIEVED
NET CASH: TARGET \$10.8M	ACHIEVED
<b>Weighting: 15% of Corporate Scorecard</b>	<b>15% / 15% Completed</b>

into a settlement agreement to exit their broadcast contract with SANZAAR, which will also be felt across the 2019 and 2020 financial years.

The difficult decision to remove a Super Rugby team stabilised Rugby AU's financial position for 2018 and allowed further investment in pathway programs and community Rugby.

A total of \$7.9m was directed to community Rugby in 2018, with \$4m going directly to the Member Unions to grow the game in line with the eight strategic priorities collaboratively built with the Unions. The remaining \$3.9m was invested into community Rugby programs, services and innovation initiatives including research and program

development to improve player safety and welfare such as the Blue Card concussion management system and player Size for Age dispensation. The investment also supported developments in coach and match official education and development as well as the Rugby Xplorer app to enhance player registration, match day and competition management capability.

Total expenditure on Super Rugby teams in 2018 decreased by \$6.4m from 2017. This variance includes the costs related to running the Western Force Super Rugby season for 2017 as well as reduced travel costs for 2018.

Overall expenditure was impacted by unforeseen circumstances including new staff appointments (e.g. Director of

While the financial results for 2018 are positive, Rugby AU will operate at a loss in 2019 due to the Rugby World Cup





Rugby) and increased team travel costs. These were offset by reduced corporate overheads.

The organisation's net cash position was significantly ahead of target due to the improved surplus, positive cash management and revenue received in advance across several revenue streams.

While the financial results from 2018 are generally positive, Rugby AU will operate at a loss in 2019 due to the Rugby World Cup with broadcast revenue reduced by \$21m and match day revenue reduced by \$11.9m with a limited domestic Test schedule. This will be somewhat offset by grants from World Rugby totaling \$19.4m, leaving a gap of \$13.5m.

The Australian Rugby Foundation (ARF) has a long and proud history of supporting the Wallaroos' development on the international stage



## THE AUSTRALIAN RUGBY FOUNDATION

**T**he Australian Rugby Foundation (ARF) saw continued growth in 2018 with an investment of over \$1.55m into its five strategic pillars: Community Rugby, High Performance, Women's Rugby, Indigenous Rugby and Player Welfare. This was approximately a 55% investment increase on the previous year.

Funds were generated through philanthropic giving, hosting domestic and international events as well as targeted cause campaigns. The ARF invested \$245,000 on behalf of its donors and was the largest contributor to women's rugby in Australia. Via the Try Time Campaign, \$95,000 was invested into community rugby for a series of coach symposiums and coaching clinics, some of which featured Classic Wallabies.

In partnership with Rugby AU, the ARF is committed to the successful implementation of the National Schools Strategy. The ARF supported a new schools program in Caboolture, Queensland, called the 'Super 6s', which ran for six weeks, included six schools and engaged 130 students in the game. The program also provided funding for coach and referee accreditation, coach mentoring, uniforms, equipment, travel provisions and first aid support throughout the games. The competition format will be rolled out in a further four Queensland locations and three NSW locations in 2019.

2018 also saw the launch of two major fundraising campaigns. The ARF committed to raising \$200,000 per year for the Wallaroos World Cup program for the next four years, supporting their annual preparation costs for the 2021 Women's Rugby World Cup in New Zealand. The second campaign for the Australian Schoolboys & U18s team committed \$100,000 over two years to support player development, pathway development and financial aid for overseas tours.

The ARF also launched a National Fundraising Toolkit, created in partnership with the Australian Sports Foundation (ASF) to support State Unions and Rugby Clubs in their fundraising efforts. Phase two of the rollout will see a series of state-based workshops with interested clubs and tournament organisers.

# objectives



Rugby AU achieved 98% of its sponsorship revenue targets for 2018 with several partners renewing and a host of new partners investing in Rugby

of Australia's national Rugby teams, and Rugby AU will carry the partnership through to the end of 2025.

Rugby AU was also boosted by the commitment from Japanese real estate developer Mitsubishi Estate to partner as Qantas Wallabies Test match naming rights partner for the next two years, and Land Rover became the Official Vehicle partner of the Qantas Wallabies ahead of the 2018 season.

Other partners to join the Rugby AU partnership network, included: Yenda (who signed on as the official beer of the Qantas Wallabies and Vodafone Super Rugby competition); Coca-Cola Amatil; leading sports compression brand 2XU; and online furniture retailer, Koala.

In Sevens, Invest Global extended their partnership with the Qantas Australian Men's and Women's Sevens teams, which saw the Invest logo adorn the back of the players' match shorts. Buildcorp also continued their long association with Rugby, signing on as the official naming rights partner of the inaugural Super W season.

## OBJECTIVE 2

### Achieve key revenue targets

PRIORITIES INCLUDED	RESULT/PROGRESS
DELIVER \$20.7M OF MATCH DAY REVENUE (across Sevens, domestic Wallabies Tests and Spring Tour fees)	98% ACHIEVED
DELIVER \$23.8M OF SPONSORSHIP REVENUE	98% ACHIEVED
<b>Weighting: 4% of Corporate Scorecard</b>	<b>4% / 4% Completed</b>

**T**he Mitsubishi Estate Ireland Series drew in \$1m above the forecasted budget, bringing in \$10.4m in revenue while the HSBC Sydney 7s made \$2.3m and the Mitsubishi Estate Rugby Championship made \$7.5m. While the match day revenue target was achieved, net matchday revenues decreased \$2.7m from 2017, primarily due to the weaker attendance at the HSBC Sydney 7s and the reduction in

Spring Tour matches, which meant fewer match fees were received.

Rugby AU achieved 98% of its sponsorship revenue targets for 2018 with several partners renewing and a host of new partners investing in Rugby.

Most significantly, Rugby AU and ASICS announced a six-year extension of their partnership, which began in 2014. The new deal between ASICS, the official apparel and footwear supplier



**A**gainst a backdrop of off-field issues, the Wallabies on-field performances attracted increased scrutiny from the media in 2018. Coverage of personal player issues including Karmichael Hunt and James Slipper's disciplinary proceedings, Israel Folau's social media comment and player disciplinary issues from the Wallabies Spring tour absorbed significant media commentary and space throughout the year. In the latter half of the year, conjecture on Wallabies coaching and team performance dominated headlines.

By December, 27% of media coverage of Rugby in 2018 had been unfavourable – though this reflects a significant drop from 2017, when 59% of coverage had been unfavourable. This notwithstanding, 31% of media coverage in 2018 carried positive sentiment, boosted by commentary on the tightly contested Ireland Series, season one of Super W and the Australian Women's Sevens title in the HSBC Sevens World Series.

Rugby AU's new Collective Bargaining Agreement (CBA) was signed off on 5 July and became effective immediately,

to run through to the end of 2020 in line with the current broadcast agreement. For the first time, the CBA captured the Wallabies, Wallaroos, all Super Rugby players and both Australian Rugby Sevens squads within its scope. New minimum terms and conditions were agreed for each playing group. The CBA retained the revenue share model mandating players continue to receive 29% of revenue generated by the professional game. Pay equality between Super Rugby and Rugby

Sevens players – male and female – was achieved, with the entry level full-time minimum salaries replicated across the professional game. The CBA also ensured Wallaroos players began receiving Test match payments for the first time from 2018.

Scores in Rugby AU's Staff Engagement Survey were consistently high, improving in all categories. Over 85% of staff agreed that Rugby AU is a respectful place to work and would recommend it as a place to work.

## OBJECTIVE 3

### Sentiment

PRIORITIES INCLUDED	RESULT/PROGRESS
>50% MEDIA COVERAGE = POSITIVE SENTIMENT	NOT ACHIEVED 31% positive sentiment coverage
<20% MEDIA COVERAGE = NEGATIVE SENTIMENT	NOT ACHIEVED 27% negative sentiment coverage
EXECUTE COLLECTIVE BARGAINING AGREEMENT (CBA) BY 30 JUNE 2018	NOT ACHIEVED *Signed by 5th July 2018 (5 days later)
EMPLOYEE SATISFACTION SCORES >75%	ACHIEVED
<b>Weighting: 6% of Corporate Scorecard</b>	<b>2% / 6% Completed</b>



# our partners

Wallabies & National Sevens Teams' Naming Rights Partner



Test Naming Rights Partner



Major Partners



National Team Playing & Training Apparel Partner



Wallaroos & Super W Naming Rights Partner



Super Rugby Naming Rights Partner



Broadcasting Partners



Government Partners



Official Partners



Official Sponsors & Suppliers





# our community

**A**ustralian Rugby would not exist without the ongoing support of its Member & Affiliate Unions who represent the various competitions and clubs around the country.

The respective Annual Reports of each Member & Affiliate Union can be consulted for detailed information on their operations during 2018.

## SOME 2018 HIGHLIGHTS FROM MEMBER & AFFILIATE UNIONS

**Rugby Union SA** saw an increase in women's participation of 48% in 2018, bolstered by a female 7s series in the pre-season. RUSA also had significant growth in their schools competition from 12 to 16 teams with the inclusion of four new schools. South Australia experienced an overall increase in XV's Rugby of 2% and hosted the long-awaited return of the emerging states tournament, played between the non-Super Rugby States. To top off the busy year, RUSA moved headquarters to West Beach Parks.

In 2018, **Rugby WA** was able to consolidate its general financial position and build a more structured financial plan into the future. The full Perth metro footprint is now fully represented at all levels from Juniors, Female, Colts and Senior grade clubs and teams. The initiation of the Rugby Roos program enabled clubs to commence to establish a better introductory pathway that welcomed new players to the game and the club environment. The Super W and the NRC added value to the ongoing work of the High Performance Pathway for the state and its aspiring athletes. At the club level, the

introduction of the revised Premiership competition resulted in an increase to 13 clubs that will contest the 2019 season.

The Australian Schools Interstate Rugby Championships were held in July in Sydney. The Australian Schools and U18s team played NZ Schools in Brisbane in early October, where they narrowly lost. This team then toured Ireland and Scotland and had strong wins over the Irish and Scottish Under 19 Teams, winning 23-7 and 41-14 respectively. The Australian Schools Barbarians side lost to NZ, but won against Tonga in Brisbane in September.

**The Australian Defence Force Rugby Union (ADFRU)** Women's XV's won its inaugural match against the Australian Police Force in July 2018. The ADF established and hosted the Inaugural Pacific Military and Police Women's 7s Cup in October

2018 featuring 10 nations from the Pacific region. In a close final the ADF Women fell short by two points to New Zealand Defence Force.

The ADFRU men competed against the Australian Police Rugby Union in the third iteration of the Major General Alwyn Grey Trophy. In a tight contest, ADFRU secured a last gasp victory over a much-improved Police side, with a final score of 24-12. The ADFRU Men's 7s team enjoyed mixed results in 2018 with a strong performance in the Queensland Premier 7s Series, but less impressive results in the National 7s Championships.

**Tasmania Rugby Union** is continuing its redevelopment of its headquarters at Rugby Park Hobart with new lighting being installed for future night-time fixtures. Highlights of the year included the University of Tasmania fielding a team in the Aon Uni 7s competition and interstate

tours with both junior girls and boys teams, as well as senior men's and women's XV's teams.

**Northern Territory Rugby Union** hosted the 30th Hottest 7s in the World in January 2018. Borneo Eagles took out the Men's division, France Development won the Women's and Thai Matai were successful the Youth Boy's division. The NTRU Men, Youth Boys and Youth Girls) participated in the National 7s Championship in Brisbane. The NTRU Men, Youth Boys and Youth Girls participated in the National 7s Championship in Brisbane. NTRU also appointed their first female CEO, Tamie Needham, in August.



# acknowledgements & av



Geoffrey Vaughan

## WORLD RUGBY HALL OF FAME

In 2018, former Wallabies five-eighth and 1999 World Cup winner, Stephen Larkham, was inducted into the World Rugby Hall of Fame becoming the 17th Australian to be included in the illustrious list.

## WALLABIES HALL OF FAME

The following former Wallabies were inducted into the Wallaby Hall of Fame in 2018 for demonstrating outstanding ability, sportsmanship, commitment,



Leonard Dielt

character and personal contribution to their team and the game in their era:

**Eddie Bonis, Wallaby #261**  
**Tim Gavin, Wallaby #670**  
**Phil Kearns, Wallaby #681**

## IN MEMORIAM

During 2018, the Australian Rugby community paid tribute to the former Wallabies who passed away during the year. Their achievements will be remembered forever.



Sir Nicholas Shehadie

## Geoffrey Vaughan, Wallaby #433

9 April 1933 – 4 January 2018

## Leonard Dielt, Wallaby #452

17 Aug 1939 - 13 January 2018

## Sir Nicholas Shehadie AC, OBE, Wallaby #352

15 November 1926 – 11 February 2018

## Bruce Taafe, Wallaby #530

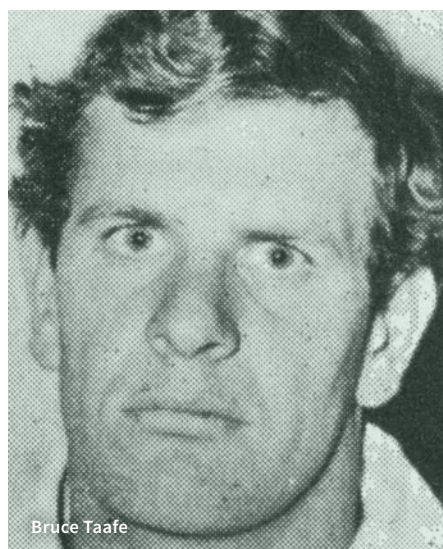
13 August 1944 - 29 April 2018

## Jack Carroll, Wallaby #397

14 September 1925 - 27 June 2018

## Bob Thompson, Wallaby #544

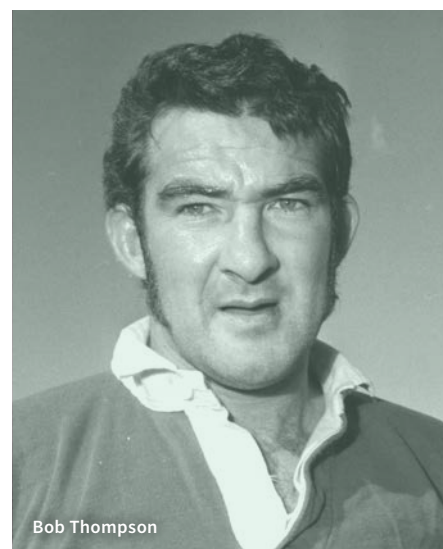
8 March 1947 - 18 November 2018



Bruce Taafe



Jack Carroll



Bob Thompson



# wards

In 2018, we paid tribute to many within the Rugby community

## RUGBY AUSTRALIA AWARDS

### HSBC Volunteer of the Year:

Ian Frame (Knox Rugby Club)

### HSBC Volunteer of the Year:

Tilly Vlok (Box Hill Rugby Club)

### Roger Vanderfield TNT Referee

of the Year: Angus Gardner

### Nick Farr-Jones Spirit of Rugby Award:

Scott Fardy

### Joe French Award: Ron Graham

### Geoff 'Bunter' Shaw Community

### Coach of the Year Award:

Matthew Chapman (Miami State High)

### Under 20s Player of the Year:

Fraser McReight (Queensland)

### Rugby Australia Rookie of the Year:

Taniela Tupou (Qantas Wallabies)

### Rugby Australia Try of the Year:

Taqele Naiyaravoro v Rebels

(Round 5 – Super Rugby)

### Buildcorp Super W Player of the Year:

Shanice Parker (NSW Women)

### Vodafone Super Rugby Player of the

Year: Taniela Tupou (Queensland Reds)

### Australia's Choice – Qantas Wallaby

of the Year: David Pocock

### Buildcorp Women's XV Player of the

Year: Emily Chancellor

### The Shawn MacKay Award –

Men's Sevens Player of the Year:

Ben O'Donnell



### The Shawn MacKay Award –

Women's Sevens Player of the Year:

Evania Pelite

**John Eales Medal:** David Pocock

## 2018 DEBUTANTS

### Qantas Wallabies

Brandon Paenga-Amosa

Caleb Timu

Pete Samu

Jermaine Ainsley

Jack Maddocks

Folau Faingaa

Tom Banks

Jake Gordon

### Qantas Australian Men's Sevens

Tom Connor

Sam Croke

Henry Clunies-Ross

Harrison Goddard

Matthew McTaggart

Nicholas Price

Lachlan Miller

James Armstrong

Triston Reilly

Nicko Tuvitu

Joe Pincus

Josh Coward

### Qantas Australian Women's Sevens

Yasmin Meakes

Lauren Brown

Samantha Treherne

Sariah Paki

Lily Dick



Stephen Larkham

### Buildcorp Wallaroos

Emily Chancellor

Georgia O'Neill

Crystal Maguire

Atasic Lafai

Mhicca Carter

Shanice Parker

Alice Tonumaivao

Darryl Wickliffe

Melissa Fatu

## PLAYER MILESTONES

### 50 Qantas Wallabies Caps

Scott Sio

### 100 Qantas Wallabies Caps

Will Genia

Sekope Kepu



Emily Chancellor

# corporate governance

**T**he Board of Rugby Australia (RA) is committed to the highest level of governance and endeavours to foster a culture that promotes ethical standards and corporate integrity.

In 2018, the Board continued to adopt the practice of reporting in compliance with the ASX Best Practice Recommendations in relation to corporate governance. Whilst this is not required by law, the Directors believe this aids transparency and accountability in reporting to its members on the activities and performance of RA.

This statement sets out the extent to which the Directors believe RA satisfies the ASX Corporate Governance Principles and Recommendations (the ASX Recommendations) during the financial year ended 31 December 2018. The Directors believe that the corporate governance practices comply with the ASX Recommendations.

## **PRINCIPLE 1: LAY SOLID FOUNDATIONS FOR MANAGEMENT AND OVERSIGHT**

The Directors are responsible for the strategic direction and performance of RA in both the immediate and longer terms. Their focus is to ensure RA's compliance and its overall business performance.

A summary of matters reserved for the Board are as follows:

- setting objectives, goals and strategic direction for RA;
- monitoring financial performance and integrity of financial reporting including approving business plans, annual budgets and financial statements, and the capital management of the business including its ability to meet debts as and when they fall due;
- establishing, monitoring and evaluating the effectiveness of internal controls and risk management;
- appointing and reviewing the performance of the CEO and senior management;
- monitoring areas of significant business risk and ensuring arrangements are in place to manage those risks;
- ensuring conformance with workplace health and safety requirements; and
- ensuring effective communication with stakeholders including reporting to

members on performance, and regular meetings and forums with RA and its stakeholders.

Beyond those matters, the Board has delegated all authority to achieve the objectives of RA to the CEO and senior management.

The Board, based on recommendations from the Human Resources Committee, sets on an annual basis, financial and non-financial performance hurdles for the CEO and performance is assessed against these performance hurdles.

### **Board Committees**

The Board has established a number of Committees to assist in the execution of its duties and to allow detailed consideration of complex issues. Current Committees of the Board are:

- Human Resources Committee;
- Audit & Risk Committee; and
- Governance & Policy Committee.

Each Committee is comprised entirely of Non-Executive Directors. Each Committee has its own written charter setting out its role and responsibilities, composition, structure, membership requirements and the manner in which the Committee is to operate. All matters determined by Committees are submitted to the full Board as recommendations for Board decisions.

In addition, a Nominations Committee was established under the Constitution adopted by the members in December 2012. The Nominations Committee is comprised of three independent persons and chaired by the Chair of the Board. Its roles and responsibilities are described below.

## **PRINCIPLE 2: STRUCTURE THE BOARD TO ADD VALUE**

RA has adopted a skills-based Board structure, such that:

- at any point in time, its membership represents an appropriate balance between Directors with experience and knowledge of RA and Directors with an external perspective;
  - the size of the Board is conducive to effective discussion and efficient decision-making; and
  - the Chair of the Board must not at the same time be the Managing Director.
- The Board is also committed to fostering an appointment process that reflects an appropriate level of cultural, geographic,

gender and age diversity.

The Constitution provides for up to nine Directors and states that there must be not less than six independent Directors (excluding the Managing Director). The Board is to consist of:

- (i) the Managing Director;
- (ii) six Directors appointed by members by a two thirds majority vote following nomination by the Nominations Committee; and
- (iii) up to two Directors appointed by ordinary resolution of the Directors following nomination by the Nominations Committee.

The Directors may at any time appoint a person to be a Director to fill a casual vacancy. This Director then holds office until the next general meeting and is then eligible for election at that meeting.

### **Board Independence**

When considering independence, the Board considers the recommendation made by the ASX Corporate Governance Council. An assessment of each Director's independence is carried out at each Board meeting via the reporting of a register of interests.

### **Board Evaluation**

The Nominations Committee is responsible for scheduling regular Board performance reviews. At the end of 2016 an independent consultant was engaged to perform a review of the Board and individual Directors' performance. The consultant produced a report which has been reviewed by the Nominations Committee and used to assist in its own review of the performance of the Board and individual Directors. It is anticipated the next independent Board performance review will take place in 2019.

### **Nominations Committee**

The Nominations Committee has the objective of assisting the Board in fulfilling its corporate governance responsibilities including with respect to:

- (i) Board appointments, re-elections and performance; and
- (ii) cultural and diversity obligations.

## **PRINCIPLE 3: PROMOTE ETHICAL AND RESPONSIBLE DECISION-MAKING**

### **Code of Conduct**

RA is committed to promoting and strengthening the positive image of the game of Rugby and its participants in



Australia. In light of this commitment, RA has adopted a Code of Conduct, which seeks to establish standards of performance and behaviour to ensure that participants act in a professional and proper manner and to ensure that the game is played and conducted with disciplined and sporting behaviour. The Code of Conduct also seeks to deter all on-field and Rugby-related conduct that could damage the game by impairing public confidence in the honest and orderly conduct of matches and competitions or in the integrity and good character of participants. In addition, RA seeks to ensure that every participant is liable to effective sanctions if they are found to have breached the Code of Conduct.

Each Member Union and each Affiliated Union is obliged:

- to comply with, and to require Rugby Unions, Clubs and other bodies and persons in membership with it or affiliated to it to comply with, the Code of Conduct; and
- to adopt procedures for monitoring and disciplining breaches of the Code of Conduct approved by RA and notified to the Member Union and Affiliated Union from time to time.

#### **Inclusion Policy**

RA has an inclusion policy which seeks to stamp out all forms of discrimination in Rugby and foster equal opportunity in the workplace, providing a work environment that is inclusive and where all employees are treated with dignity, courtesy and respect. In relation to gender diversity, the table below shows the proportion of women employees in RA as at 28 February 2019:

Position	Number	Percentage
Board	3	33%
Management	2	14%
Other	48	33%
<b>TOTAL</b>	<b>53</b>	<b>27%</b>

#### **Champions of Change**

Since July 2015, RA has been part of Australia's Male Sport Champions of Change group which involves male CEOs from Australia's most powerful sporting codes.

The group was established under the guidance of then-Australia's Sex Discrimination Commissioner Elizabeth Broderick who became an RA Board Director in December 2015. Ms. Broderick stepped down from the RA

Board in October 2017.

The Male Sport Champions of Change are committed to ensuring their organisations break down unintended gender biases to ensure women and men are on an equal footing at all levels of the organisation. At RA in 2018, this involved the CEO meeting with males and females in the organisation to better understand the obstacles that can prevent females from reaching senior management positions, implementing a defined action plan to overcome these challenges, and publicly reporting on progress.

#### **Governance & Policy Committee**

The Board has established a Governance & Policy Committee which has the objective of assisting the Board in fulfilling its responsibilities in relation to any matters concerning governance and policy issues of RA.

The Committee operates under a Charter adopted by the Board and is comprised of four members, all of whom are Non-Executive independent Directors. The Chair of the Committee is considered independent and is not the Chair of the Board.

The Committee met twice during 2018. Details of these Directors' attendance at Committee meetings are set out in the Directors' Report.

The responsibilities and duties of the Committee as outlined in the Charter are as follows:

- Formulate Corporate Governance Principles, Guidelines and Policies and bring forward to the Board as recommendations for adoption. Periodically review same to ensure that they are being complied with and remain relevant;
- Review and make recommendations to the Board on any new Government regulations in relation to sport;
- Facilitate the orientation and induction of new Directors to the Board;
- Facilitate a continuing education programme for the Board as a whole;
- Conduct an annual review of the Directors' Handbook;
- Monitor and periodically review the Company's Constitution and bring forward to the Board any recommendations for change to put before General Meetings for adoption;
- In consultation with the Chair of

the Board, monitor the operations of the Board Committees to ensure the Committees operate efficiently;

(h) In consultation with the Chair of the Board, conduct an annual review of the composition of Board Committees and each of their Charters; and

(i) Consider any matters of governance and policy referred to it by the Board for deliberation.

#### **PRINCIPLE 4: SAFEGUARD INTEGRITY IN FINANCIAL REPORTING**

The Board is committed to integrity in financial reporting. This is monitored by the Board Audit & Risk Committee.

As at the date of signing the Directors' Report, the Committee is comprised of three members, all of whom are Non-Executive independent Directors. The Committee may extend an invitation to any person to attend all or part of any meeting of the Committee which it considers appropriate.

The Committee met four times during the year. Details of these Directors' attendance at Committee meetings are set out in the Directors' Report.

The Board has adopted a Charter for the Committee that outlines its main functions as:

#### **Financial Statements**

- Reviewing the quality and reliability of financial statements and other financial information distributed externally.
- Liaising with external auditors to ensure the annual statutory audit is conducted in an effective manner.
- Monitoring the procedures in place to ensure that the company is in compliance with the Corporations Act and other legislative and reporting requirements specifically including the annual financial statements.
- Reviewing related party transactions and considering the adequacy of disclosure of those transactions in the financial statements.
- Recommend to the Board approval of annual audited financial statements.
- Conduct regular reviews of financial progress against future year initiatives.

#### **External Auditors**

- Reviewing the performance of external auditors.
- Assess the independence of the external auditor, having regard to the provision of non-audit services.

# corporate governance

- Review the reasonableness of the external audit fees.
- Recommending nomination(s) of external auditors for approval of the Board.

## Controls

- Monitoring financial and operating internal controls.
- Monitoring the establishment of an appropriate internal control framework.
- Reviewing external audit reports to ensure that major deficiencies or breakdowns in controls as identified by the auditors are remedied promptly and with the appropriate action.

## Risk

- Monitoring financial and material business operating risks.
- Regularly review and update RA's risk matrix.
- Reviewing risk management policies and systems, including RA's use of derivatives and RA's exposure to financial risks.
- Reviewing policies to avoid conflicts of interest and reviewing past or proposed transactions between RA and members of management and the Board.
- Review an annual report from management on RA's Superannuation policy to ensure compliance with relevant laws and regulations.
- Review an annual report from management on the adequacy of insurance coverage.

Previously, the Audit & Risk Committee oversaw RA's compliance with its Workplace Health & Safety (WH&S) obligations. In 2018, the Board determined that this responsibility was better managed by the Board's Human Resources Committee. As a result, reviewing and managing WH&S is now an active responsibility and priority of the Human Resources Committee.

The Audit & Risk Committee has the authority to seek any information it requires from any officer or employee of RA. Such officers or employees shall be instructed by the Board to respond to such enquiries. The Committee is authorised to take such independent professional advice as it considers necessary.

## Certification of Financial Reports

The Chief Executive Officer and the Chief Business Officer state in writing to the Board in each reporting period that RA's financial reports present a true and fair view, in all material respects, of RA's

financial position and operational results and that they are in accordance with relevant accounting standards.

## External Auditors

The external auditor (KPMG) has declared its independence to the Board through its representations to the Committee and provision of its Statement of Independence to the Board, stating that they have maintained their independence in accordance with the provisions of APES 110 Code of Ethics for Professional Accountants and the applicable provisions of the Corporations Act 2001.

The performance of the external auditor is reviewed annually. An analysis of fees paid to the external auditors, including a breakdown of fees for non-audit services, is provided in the Directors' Report and in the notes to the financial statements. The external auditor is requested to attend the Annual General Meeting and be available to answer questions about the conduct of the audit and the preparation and content of the audit report.

## PRINCIPLES 5 & 6: MAKE TIMELY AND BALANCED DISCLOSURE, AND RESPECT THE RIGHTS OF MEMBERS

This principle is generally applicable to continuous disclosure obligations of ASX listed companies and their communications policies with shareholders. However, in applying to RA, there are established policies in place for timely and balanced disclosure of material information concerning RA and its activities.

## Media Policy

RA's media policy seeks to promote and protect the profile, image and reputation of RA and Rugby in general as a leading mass entertainment and participant sport. All media communications are designed to support and advocate RA's vision, functions, practices, goals, objectives and programs. The policy establishes guidelines for interaction between RA and the media. All media activity must be in the best interests of Australian Rugby and no employee shall make media comment that could denigrate RA, RA Board, other RA employees, RA sponsors, licensees and suppliers, or as a general rule the squads and teams that compete in tournaments

controlled by Rugby bodies in Australia.

## Social Media Policy

RA's Social Media Policy seeks to ensure that items posted through social media appropriately reflect the interests of Australian Rugby and enhance the image and reputation of RA and Rugby in general. Due to the growing impact of social media, guidelines have been established for posting on these sites to prevent harm to the reputation of RA. Social media can only be used to positively promote the ideas and interests of RA.

In relation to communications with members, RA holds an Annual General Meeting, a mid-year member update, and also facilitates regular forums with its members to discuss activities of RA.

## PRINCIPLE 7: RECOGNISE AND MANAGE RISK

The Board, through the Audit & Risk Committee, is responsible for ensuring the adequacy of RA's risk management practices, and its system of internal controls and for regularly reviewing its effectiveness.

RA has implemented risk management practices based on AS/NZS 4360:2004; Risk Management standard and the ASX Recommendations. The framework is based around the following risk activities:

- Risk Identification: identify all significant foreseeable risks associated with business activities in a timely and consistent manner;
- Risk Evaluation: evaluate risks using an agreed risk assessment criteria;
- Risk Treatment/Mitigation: develop mitigation plans for risk areas where the residual risk is greater than tolerable risk levels; and
- Risk Monitoring and Reporting: report risk management activities and risk specific information to appropriate levels of management in a timely manner.

The Board, through the Audit and Risk Committee, reviews reporting on risk management on a regular basis and satisfies itself that management has in place appropriate systems for managing risk and maintaining internal controls.

The CEO and senior management team are responsible for identifying, evaluating and monitoring risk. Senior management are responsible for the accuracy and validity of risk information



reported to the Board and also for ensuring clear communication of the Board and senior management's position on risk throughout RA.

The Board has received a written assurance from the Chief Executive Officer and the Chief Business Officer that to the best of their knowledge and belief, the declaration provided by them in accordance with section 295A of the Corporations Act is founded on a sound system of risk management and internal control and the system is operating effectively in relation to financial reporting risks in all material respects.

#### PRINCIPLE 8: REMUNERATE FAIRLY AND RESPONSIBLY

The Board has an established Human Resources Committee which is responsible for policies in relation to remuneration and human resources.

As at the date of signing the Directors' Report, the Committee comprises three members all of whom are Non-Executive independent Directors. The Chair of the Committee is considered independent and is not the Chair of the Board.

The Committee met once during the year. Details of Directors' attendance are set out in the Directors' Report.

The Board has adopted a Charter for this Committee which states that the objectives of the Committee are to:

- (a) Make recommendations to the Board in respect of the employment agreement and remuneration arrangements for the Managing Director (MD) and/or Chief Executive Officer (CEO) and key senior executives;
- (b) Make recommendations to the Board on the remuneration frameworks including incentive arrangements and termination entitlements for senior executives;
- (c) Review and make recommendations to the Board in relation to Company strategies and policies for remunerating Wallabies players;
- (d) Monitor and review the Company's succession planning, including in respect of the MD/CEO and senior executives;
- (e) Review the Company's human resource plans and policies for consistency with the Company's strategic goals, and,
- (f) Review the Company's workplace health and safety arrangements and

compliance.

To achieve the Committee's objectives the Committee has the following duties and responsibilities:

- (a) Monitor the Company's management of its human resources, including review of its HR & Diversity policies and procedures to ensure consistency with the overall strategy of the Company;
- (b) Make recommendations to the Board in respect of the employment agreement and remuneration arrangements for the MD/CEO;
- (c) Review and authorise the employment agreements and terms applicable for direct reports to the MD/CEO, including the Head Coach of the Wallabies and the Men's and Women's Sevens;
- (d) Oversee and review strategies and policies in relation to Wallabies player payments, and authorise payments outside of approved policy parameters on behalf of the Board;
- (e) Monitor and review the Company's succession planning, including in respect of the MD/CEO and senior executives;
- (f) Approve the Key Performance Indicators (KPIs) and incentive policies and structure proposed for direct reports to the MD/CEO;
- (g) Annually approve the proposed remuneration increases/variations, KPI performance and incentive awards (if applicable) to the direct reports of the MD/CEO;
- (h) Authorise proposed termination arrangements for direct reports to the MD/CEO in the event that the terms of termination are different to those provided in the executive's employment agreement; and
- (i) Recommend to the Board procedures to ensure appropriate succession planning for the Committee, including the role of Chair.

The Committee has the authority to seek any information it requires from any officer or employee of RA. Such officers or employees shall be instructed by the Board to respond to such enquiries. The Committee is authorised to take such independent professional advice as it considers necessary.

The Chair, on behalf of the Committee, keeps the Board informed about matters arising at meetings of the Committee,

including in respect of recommendations of the Committee and other material matters arising from the discharge of the Committee's responsibilities.

Non-Executive Directors receive a fixed fee per annum, which is inclusive of statutory superannuation. There are no performance-based components in Non-Executive Directors' fees.

#### RA NOMINATIONS COMMITTEE

The objectives of RA Nominations Committee as stated in its Charter are to assist RA Board in fulfilling its corporate governance responsibilities with respect to:

- Board appointments, re-election and performance; and
- Cultural and diversity obligations.

The membership of the Nominations Committee consists of the Chair of RA Board, one person appointed by RA Board and two people elected by a two-thirds majority of RA's members.

In 2018, the Nominations Committee consisted of Mr. Cameron Clyne (Chair), Ms. Josephine Sukkar AM and Mr. Marc L'Hullier, with one vacancy following the resignation of Mr. John Massey. Ms. Sukkar stepped down from the Committee in September 2018. In October 2018, Mr. Darryl McDonough joined the Committee as a replacement for Mr. Massey. Mr. McDonough's appointment will be voted on by the Members at the 2019 AGM.

##### Ms. Josephine Sukkar

Ms. Josephine Sukkar is Principal and Co-Owner of Buildcorp. She is a director of Opera Australia, the Centenary Institute, the Sydney University Football Club Foundation, on the Advisory Committee of the Australian Rugby Foundation and is Chair of the Buildcorp Foundation. She has previously been a director of The Trust Company and Co-President of the YWCA NSW. In 2015 Ms Sukkar conducted a governance review of NSW Rugby Union and Waratahs Rugby. She is President of Australian Women's Rugby. Through Buildcorp she has been a major sponsor of men's and women's rugby for over 25 years including the naming rights sponsors of the National Rugby Championship until 2017, the Wallaroos and Super W competition.

##### Mr. Marc L'Hullier

As a Rugby player, Mr. L'Hullier

# corporate governance

represented Victorian Rugby Schoolboys then played senior rugby for Harlequins in Melbourne and the Victorian State side, before moving to Sydney where he represented Sydney University in first grade before representing the USA at the 1999 Rugby World Cup. Mr. L'Huillier built his career at Sweeney Market Research, where he was CEO, before the business was sold to Ernst & Young where Mr. L'Huillier is now a senior partner based in Melbourne.

## **Mr. Darryl McDonough**

Mr. McDonough is an experienced public and listed company director who practises in corporate law with an emphasis on national and international mergers and acquisitions, takeovers and capital raisings, corporate governance and competition law. Mr. McDonough also has experience in the areas of company structuring, securities, foreign investment, offshore structures and corporate crime.

Mr. McDonough was the Chief Executive Partner of Clayton Utz from 1 July 2010 to 30 June 2014. He was Deputy Chairman and Non-Executive Director of GWA Group Limited in 2009 and has been Chairman since 31 October 2013. He has been Independent Chair of Wiggins Island Coal Export Terminal from May 2017, and is the Chair of QInsure Limited (unlisted public company). Previously he was a director of the University of Queensland Endowment Fund, Margaret Pemberton Foundation, Bank of Queensland Limited and Super Retail Group Limited.

The Committee met four times during 2018, carrying out the following tasks in fulfilling the duties and responsibilities mandated by its Charter.

## **DIRECTOR RE-ELECTIONS**

There were no current Director re-elections in 2018.

## **NEW DIRECTORS**

The Members of RA elected two new Directors in 2018 following nomination by the Nominations Committee in consideration of the balance of skills, experience, expertise and diversity on Rugby Australia's Board: Mr. Hayden Rorke, and Mr. John Wilson.

## **Mr. Hayden Rorke**

Mr. Rorke has 37 years' experience as a

leading executive in the pulp and paper industry, with extensive experience in sales, production, distribution and international trading. Mr. Rorke is currently Managing Director of South Pacific Paper Pty Ltd. He was previously General Manager at Carter Holt Harvey Pulp and Paper. Further, Mr. Rorke is President of Gordon Rugby Football Club, a position he has held since 2016, having previously served as Director from 2013 to 2016. During his time at Gordon, Mr. Rorke has driven growth in junior Rugby, overseen the introduction of a successful Women's 7s programme, and set up the Gordon Rugby Foundation. As a player Mr. Rorke represented Gordon as Club Captain, and he also played professional cricket in England in the 1980s.

## **Mr. John Wilson**

Mr. Wilson has over 30 years' business experience and was formerly Chief Executive of PIMCO Australia and led PIMCO's U.S. Institutional Group. Mr. Wilson currently serves as Senior Advisor to Goldman Sachs, based in Melbourne, as Chair of the NSW Aboriginal Lands Council, and as a Director of both LGIA Super Queensland and the University of New England Foundation. Mr. Wilson was previously a Director of Etihad Stadium, and has served as Chairman of the Australian Rugby Foundation since May 2015.

## **BOARD SUCCESSION PLANNING**

The Nominations Committee noted RA's agreement with RUPA that it must always have two former Wallabies on the Board who had played in the professional era (i.e. since 1996). In 2018, this requirement was satisfied by Mr John Eales and Dr Brett Robinson. Mr. Eales resigned from the Board in May 2018 following eight years of service to Rugby AU as a Director. Following Mr. Eales' resignation, Mr. Phil Waugh was appointed to fill a casual vacancy on the Board in July 2018. Mr. Waugh is a former Wallabies Captain and played 79 Test Matches for Australia. He currently holds the position of National Manager of Auto Finance for St George Bank, and serves as a Director of the Australian Finance Industry Association (AFIA). Mr. Waugh is also a Trustee of the Sydney Sports and Cricket Ground Trust and a

patron of Sydney Junior Rugby Union. Mr. Waugh's appointment to the Board will be put to a vote of the Members at the 2019 AGM.

Further, with a view to succession planning, the Nominations Committee continued to identify several former Wallabies who have the necessary business expertise and experience to make a strong contribution to RA Board, and who would complement the balance of skills, experience, expertise and diversity on RA's Board. The Committee will evolve this list of former Wallabies over time as part of the succession planning process.



Rugby Australia Limited

ABN 36 002 898 544

Concise Financial Report  
31 December 2018

## **Concise Financial Report**

The concise financial report is an extract from the financial report. The financial statements and specific disclosures included in the concise financial report have been derived from the financial report.

The concise financial report cannot be expected to provide as full an understanding of the financial performance, financial position and financing activities of the entity as the financial report.

A full financial report is available to the members free of charge, upon request from Rugby Australia Limited.



## Directors' report

The Directors of Rugby Australia Limited ('the Company') submit herewith their report together with the reduced disclosure consolidated financial report of the Company and its controlled entities ('the Group') for the year ended 31 December 2018 and the Auditor's report thereon.

In order to comply with the provisions of the Corporations Act 2001 the Directors' report is as follows:

### 1. Directors

John Eales AM  
Non-Executive Director

John joined the Rugby AU Board in April 2010 and was a member of the Human Resources Committee. John played for the Wallabies from 1991 to 2001 and captained them from 1996 to 2001. He is a founding partner of Mettle Group, which was acquired by Chandler Macleod in 2007. John is a director of Flight Centre Limited, Magellan Financial Group, Fuji Xerox-DMS, Palladium Group and Executive Health Solutions. He is also an Ambassador for the Australian Indigenous Education Foundation. John was a Director from the beginning of the financial year until his resignation on 8 June 2018.

Dr Brett Robinson  
MBBS, Dr. Phil (Oxon) FAICD  
Deputy Chairman and Non-Executive Director

Brett joined the Rugby AU Board in April 2011 and was appointed Deputy Chairman effective 1 January 2016. He is also the Chair of the Governance & Policy Committee. Brett was the inaugural captain of the ACT Brumbies in the Super 12 competition and played 16 Tests for the Wallabies. From 2002 to 2005 he was the General Manager of Rugby AU's High-Performance Unit. Brett was formerly Chief Executive Officer of BOQ Specialist, a private bank that finances medical professionals and the healthcare sector. Prior to his appointment to BOQ Specialist he held executive management roles which have included Managing Director and CEO of ICON Cancer Care, the Australian Chief Executive Officer of Allianz Global Assistance (formerly Mondial Assistance) and executive leadership roles within Insurance Australia Group (IAG) with responsibility for its key brands of NRMA, CGU and Swann in Queensland. In 2014 Brett was appointed as Chairman of Kings College at the University of Queensland. Brett is registered to practice in Queensland and continues to assist orthopaedic colleagues in advanced joint replacement surgery. Brett remains actively involved in clinical research.

Ann Sherry AO  
BA, Grad Dip IR, FAICD  
FIPAA, HonDLitt Macq  
HonDBus UQ  
Non-Executive Director

Ann joined the Rugby AU Board in June 2012. She is the Chair of the Human Resources Committee and a member of the Governance & Policy Committee. Ann is the Executive Chair of Carnival Australia, the largest cruise ship operator in Australasia. She was Chief Executive Officer at Carnival Australia for 9 years, and for 12 years before that Ann was a senior executive in the banking sector, including as Chief Executive Officer, Westpac New Zealand, Chief Executive Officer Bank of Melbourne and Group Executive of People and Performance at Westpac. Ann was the First Assistant Secretary of the Office of the Status of Women in Canberra. She is the Chair of the UNICEF Board and a director of National Australia Bank, Sydney Airport Corporation, the Palladium Group, Cape York Partnerships, The Museum of Contemporary Art and Infrastructure Victoria.

Paul McLean MBE  
Non-Executive Director

Paul joined the Board on 27 August 2013 and is a member of the Human Resources Committee. He concluded his 27-year executive career with the global real estate services provider, Savills, in February 2017, where he was CEO from 2006. He remains a consultant to the company. Paul is a former Wallaby and Queensland captain and was inducted into the Wallaby Hall of Fame in 2011. He was President of Queensland Rugby Union from 1999 – 2005, President of Rugby AU from 2005 - 2009 and was a member of World Rugby's Executive Committee from 2007 - 2009. Paul is also the Chairman of Youngcare, sits on the Advisory Board of Shadforth's, is a Director of Savills (Gold Coast), and is a Trustee of the Ramsey Foundation.

## Directors' report (*continued*)

Cameron Clyne  
Chairman and Non-Executive  
Director

Cameron joined the Board in October 2013 and was appointed Chairman effective 1 January 2016. He is also Chair of the Nominations Committee and also sits on the Audit & Risk Committee. Cameron was the Managing Director and Group Chief Executive Officer of the National Australia Bank from January 2009 until August 2014. He joined NAB in 2004 following more than 12 years with PricewaterhouseCoopers, leading the Financial Services Industry practice in the Asia Pacific. Cameron was selected as one of 245 people globally as a Young Global Leader by the World Economic Forum to address global challenges including health, education and the environment. He is a Director and Adjunct Professor at Western Sydney University, and is also Chairman of Camel Advisors/Foundation and of Whitecoat, is a Director of Camp Quality and the Whitlam Institute, and is a Patron of the Western Sydney Leadership Dialogue.

Bill Pulver  
Managing Director and CEO

Bill was appointed CEO of Rugby AU in February 2013. Prior to rugby Bill was CEO of Appen, a linguistic technology company. From 2008 to 2010 he was Chairman of Repucom International, a global leader in sports marketing research. Bill also spent eight years as President and Chief Executive Officer of the New York based, NASDAQ-listed internet media research company NetRatings Inc. Prior to that he spent 17 years at global marketing research company ACNielsen, in roles that included Managing Director in Australia, Group Chief Executive for Japan and Korea based in Tokyo; and President of ACNielsen eRatings.com, an internet audience measurement company based in London. Bill was Managing Director and CEO from the beginning of the financial year until his resignation on 31 January 2018.

Pip Marlow  
Non-Executive Director

Pip joined the Board in February 2016 and is a member of the Audit & Risk Committee. She is the CEO of Strategic Innovation at Suncorp. Prior to this she spent 21 years at Microsoft, in roles that included Managing Director of Microsoft Australia, General Manager for US Channel Sales (based at Microsoft's head office in Seattle, US), Director of Small and Medium Business Solutions and Partners, Public Sector Director, and Enterprise and Partner Group Director. She also sits on the Vice-Chancellor's Advisory Board at UTS, is a Director of Service NSW and is a member of Chief Executive Women (CEW), an organisation committed to supporting and growing women in executive positions. Pip was born and raised in Palmerston North, New Zealand where she developed a lifelong passion for rugby.

Raelene Castle  
Managing Director and CEO

Raelene was appointed Managing Director and Chief Executive of Rugby Australia in January 2018. Before joining Rugby Australia, Raelene was Chief Executive of the Canterbury-Bankstown Bulldogs in the NRL. Raelene joined the Bulldogs from Netball New Zealand where she was the Chief Executive for 6 years. Raelene was also a member of the ANZ Championship Board and played a key role in bringing the competition to market. Raelene has previously worked in the marketing, sales, sponsorship and communications areas for a number of leading New Zealand companies including Telecom, BNZ, Southern Cross Healthcare and Fuji Xerox. Raelene was a Board Member of the International Netball Federation and the Chair of the NRL CEO group. She was recognised with a Sir Peter Blake Emerging Leader Award in 2011 and was made an Officer of the New Zealand Order of Merit (ONZM) in 2015.

John Wilson  
Non-Executive Director

John joined the Board in April 2018. He also chairs the Audit & Risk Committee. John is a Senior Advisor at Goldman Sachs Asset Management and joined Goldman in 2015 after a career with the investment management firm PIMCO, where he was Chief Executive of PIMCO Australia and led PIMCO's U.S. Institutional Group. He holds a number of non-executive roles including Director and Chairman of the Investment Committee at LGIA Super in Brisbane; Director of the University of New England Foundation; and, Chairman of the Investment Committee at the NSW Aboriginal Lands Council. He is a former Director of Melbourne Stadiums, the owner and operator of Etihad Stadium in Melbourne. John is also the Chairman of the Australian Rugby Foundation.



## Directors' report (*continued*)

Hayden Rorke  
Non-Executive Director

Hayden joined the Board in April 2018. He is also a member of the Governance & Policy Committee. Hayden is Managing Director of South Pacific Paper Pty Ltd and has over 37 years' experience as a leading executive in the pulp and paper industry. He was previously General Manager at Carter Holt Harvey Pulp and Paper. Hayden is the former President of Gordon Rugby Football Club, a position he held from 2016 to 2018, having previously served as Director from 2013 to 2016. Hayden also sits on the Advisory Committee of the Australian Rugby Foundation as well as the Lloyd McDermott Rugby Development Team Advisory Board.

Philip Waugh  
Non-Executive Director

Phil joined the Board in July 2018 and serves as a member of the Human Resources Committee. Phil is a former Wallabies Captain and played 79 Test Matches for Australia. He currently holds the position of National Manager of Auto Finance for St George Bank, and serves as a Director of the Australian Finance Industry Association (AFIA). Phil is also a Trustee of the Sydney Sports and Cricket Ground Trust and a patron of Sydney Junior Rugby Union.

## Directors' meeting

The number of directors' meetings (including meetings of committees of directors) and number of meetings attended by each of the directors of the Company during the financial year are:

Director	Board Meetings		Audit and Risk Committee Meetings		Human Resources Committee Meetings		Governance & Policy Committee Meetings		Nominations Committee Meetings	
	A	B	A	B	A	B	A	B	A	B
Mr J Eales	5	6	-	-	-	-	-	-	-	-
Dr B Robinson	9	12	-	-	-	-	2	2	-	-
Ms A Sherry	9	12	-	-	1	1	2	2	-	-
Mr P McLean	11	12	-	-	1	1	-	-	-	-
Mr C Clyne	10	12	3	4	-	-	-	-	4	4
Mr W Pulver	-	-	-	-	-	-	-	-	-	-
Ms P Marlow	9	12	3	4	-	-	-	-	-	-
Ms R Castle	12	12	4	4	-	-	-	-	-	-
Mr J Wilson	9	10	3	3	-	-	-	-	-	-
Mr H Rorke	10	10	-	-	-	-	1	1	-	-
Mr P Waugh	5	5	-	-	-	-	-	-	-	-

A = Number of Meetings Attended

B = Reflects the number of meetings held during the time the Director held office during the year

## 2. Environmental regulations

The Company's operations are not subject to any significant environmental regulations under either Commonwealth or State Legislation.

## 3. Principal activities

The Group's principal activities during the course of the financial year were the promotion, development and general governance of the game of rugby union in Australia.

No significant change in the nature of this activity occurred during the year.

## Directors' report (*continued*)

### 4. Review of operations and results of those operations

#### Overview of the consolidated entity

The consolidated entity comprises Rugby Australia Ltd ("Rugby AU") and the Australian Rugby Foundation Ltd ("ARF"). The operating surplus of the consolidated entity for the financial year before allocations and other payments to Member Unions was \$9,144,000 (2017: \$20,568,000). 2017 included Government Grants received of \$21,572,000 in relation to the construction of the Australian Rugby Development Centre ("ARDC").

The net surplus of the consolidated entity for the financial year after allocations and other payments to Member Unions was \$5,204,000 (2017: \$17,632,000). In 2017 the exclusion of the ARDC Grants of \$21,572,000 had Rugby AU reporting a net operating deficit of \$3,940,000.

The ARF, established in 2014 to attract greater private investment for the promotion and development of rugby, reported a deficit of \$148,000 (2017 deficit: \$153,000), after allowing for grant activities of \$1,570,000 (2017: \$836,000). Those grant activities included support for High Performance, Women's Rugby, Indigenous Programs, Welfare and Grassroots rugby programs.

### 5. Significant changes in the state of affairs

The Directors are not aware of any matter or circumstance not otherwise dealt with in this Directors' Report or the Financial Report that has significantly or may significantly affect the operation of the Company, the results of those operations, or the state of the Company's affairs in future financial years.

### 6. Events subsequent to reporting date

In the interval between the end of the financial year and the date of this report, no item, transaction or event of a material and unusual nature has arisen, 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.

### 7. Likely developments

Further information about likely developments in the operations of the Group 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 Group.

### 8. Indemnification and insurance of officers

In accordance with the Company's Constitution, during the financial year the Company has paid premiums for insurance contracts in respect of directors' and officers' liability and legal expenses. Such insurance contracts insure persons who are or have been directors or executive officers of the consolidated entity against certain liability (subject to specific exclusions).

### 9. Lead auditor's independence declaration

The Lead auditor's independence declaration is set out on page 6 and forms part of the Directors' report for the financial year ended 31 December 2018.

### 10. Rounding off

The Company is of a kind referred to in ASIC Corporations Instrument 2016/191 and in accordance with that instrument, amounts in the consolidated financial report and directors' report have been rounded off to the nearest thousand dollars, unless otherwise stated.

This report is made out in accordance with a resolution of the directors:



C. Clyne  
Director



R. Castle  
Director

Dated at Sydney this 28<sup>th</sup> day of March 2019





# Lead Auditor's Independence Declaration under Section 307C of the Corporations Act 2001

To the Directors of Rugby Australia Limited

I declare that, to the best of my knowledge and belief, in relation to the audit of Rugby Australia Limited for the financial year ended 31 December 2018 there have been:

- i. no contraventions of the auditor independence requirements as set out in the *Corporations Act 2001* in relation to the audit; and
- ii. no contraventions of any applicable code of professional conduct in relation to the audit.

KPMG

Trent Duvall  
Partner  
KPMG Sydney  
28 March 2019

**Income Statements****For the year ended 31 December 2018**

		2018	2018	2017	2017
		Consolidated	Parent	Consolidated	Parent
		Entity	Entity	Entity	Entity
	Note	\$'000	\$'000	\$'000	\$'000
<b>Revenue</b>					
Broadcasting		60,592	60,592	61,661	61,661
Matchday		20,165	20,165	26,056	26,056
Sponsorships		28,233	28,233	31,360	31,360
Licensing		1,674	1,674	1,842	1,842
Government grants		3,590	3,590	24,810	24,810
World Rugby grants		615	615	618	618
Other income		4,808	3,630	3,564	2,888
<b>Total revenue and other income</b>		<b>119,677</b>	<b>118,499</b>	<b>149,911</b>	<b>149,235</b>
<b>Operating expenditure</b>					
Commission & servicing costs		3,105	2,860	3,451	3,358
Matchday operations		10,456	10,456	13,648	13,648
Marketing & media		4,255	4,255	4,395	4,395
Wallabies team costs		9,970	9,970	8,561	8,561
National Sevens teams costs		5,692	5,692	5,148	5,148
Super Rugby teams costs		5,801	5,801	12,169	12,169
Super Rugby funding		24,962	24,962	26,975	26,975
Player payments & RUPA costs		16,794	16,794	25,096	25,096
High Performance & National teams		9,230	8,171	8,384	7,767
SANZAR Office		1,422	1,422	1,325	1,325
Community Rugby		3,970	3,938	3,722	3,700
Corporate		15,297	15,304	17,161	17,064
<b>Total operating expenditure</b>		<b>110,954</b>	<b>109,625</b>	<b>130,035</b>	<b>129,206</b>
<b>Operating surplus before financing income and allocations</b>		<b>8,723</b>	<b>8,874</b>	<b>19,876</b>	<b>20,029</b>
Finance income		263	259	377	377
Finance costs		(75)	(74)	(4)	(4)
<b>Net finance income</b>		<b>188</b>	<b>185</b>	<b>373</b>	<b>373</b>
<b>Surplus after net finance income</b>		<b>8,911</b>	<b>9,059</b>	<b>20,249</b>	<b>20,402</b>
Share of profit of jointly controlled entity		233	233	319	319
<b>Surplus before tax</b>		<b>9,144</b>	<b>9,292</b>	<b>20,568</b>	<b>20,721</b>
Income tax expense		-	-	-	-
<b>Surplus/(Deficit) for the period before allocations</b>		<b>9,144</b>	<b>9,292</b>	<b>20,568</b>	<b>20,721</b>
Allocations to Member Unions & Affiliates		(3,940)	(3,940)	(2,936)	(2,936)
<b>Operating Surplus/(Deficit) per the period</b>		<b>5,204</b>	<b>5,352</b>	<b>17,632</b>	<b>17,785</b>
<b>Profit attributable to:</b>					
Members of the Company		5,352	5,352	17,785	17,785
Non-controlling interests		(148)	-	(153)	-

The income statements are to be read in conjunction with the notes to the concise financial report



**Statements of comprehensive income**  
**For the year ended 31 December 2018**

	2018 Consolidated Entity \$'000	2018 Parent Entity \$'000	2017 Consolidated Entity \$'000	2017 Parent Entity \$'000
Note				
Surplus/(Deficit) for the period	5,204	5,352	17,632	17,785
<b>Other comprehensive income/(loss):</b>				
<b>Items that will never be reclassified to profit or loss</b>				
Net change in fair value of fixed assets taken to equity	-	-	-	-
<b>Total items that will never be reclassified to profit or loss</b>	-	-	-	-
<b>Items that may be reclassified subsequently to profit or loss</b>				
Net change in fair value of realised cash flow hedges transferred to profit and loss	(5,476)	(5,476)	(3,612)	(3,612)
Net change in fair value of realised cash flow hedges taken to equity	-	-	7,671	7,671
Net change in fair value of cash flow hedges taken to equity	(10,073)	(10,073)	10,042	10,042
<b>Total items that may be reclassified subsequently to profit or loss</b>	<b>(15,549)</b>	<b>(15,549)</b>	<b>14,101</b>	<b>14,101</b>
<b>Other comprehensive income for the period</b>	<b>(15,549)</b>	<b>(15,549)</b>	<b>14,101</b>	<b>14,101</b>
<b>Total comprehensive income for the period</b>	<b>(10,345)</b>	<b>(10,197)</b>	<b>31,733</b>	<b>31,886</b>
<b>Comprehensive income for the period attributable to:</b>				
Members of the Company	(10,197)	(10,197)	31,886	31,886
Non-controlling interests	(148)	-	(153)	-

*The statements of comprehensive income are to be read in conjunction with the notes to the concise financial report.*

**Statements of financial position**  
**As at 31 December 2018**

	Note	2018 Consolidated Entity \$'000	2018 Parent Entity \$'000	2017 Consolidated Entity \$'000	2017 Parent Entity \$'000
<b>Current assets</b>					
Cash and cash equivalents		18,081	17,418	17,786	17,146
Trade and other receivables		5,906	5,880	6,738	6,711
Financial assets		-	-	41	41
Other assets		13,758	13,720	9,170	9,170
<b>Total current assets</b>		<b>37,745</b>	<b>37,018</b>	<b>33,735</b>	<b>33,068</b>
<b>Non-current assets</b>					
Trade and other receivables		712	712	428	428
Financial assets		-	-	23	23
Property, plant & equipment		13,471	13,471	13,947	13,947
Intangible assets		16,294	16,294	16,554	16,554
Investment in Joint Venture		1,707	1,707	1,473	1,473
Other assets		-	-	500	500
<b>Total non-current assets</b>		<b>32,184</b>	<b>32,184</b>	<b>32,925</b>	<b>32,925</b>
<b>Total assets</b>		<b>69,929</b>	<b>69,202</b>	<b>66,660</b>	<b>65,993</b>
<b>Current liabilities</b>					
Trade and other payables		9,898	9,629	11,410	11,350
Deferred revenue		9,628	9,628	7,374	7,374
Other liabilities		248	248	1,866	1,866
Employee entitlements		1,660	1,660	1,614	1,614
Financial liabilities		6,948	6,948	1,024	1,024
<b>Total current liabilities</b>		<b>28,382</b>	<b>28,113</b>	<b>23,288</b>	<b>23,228</b>
<b>Non-current liabilities</b>					
Deferred revenue		8,000	8,000	3,500	3,500
Employee entitlements		354	354	414	414
Financial liabilities		6,421	6,421	2,339	2,339
<b>Total non-current liabilities</b>		<b>14,775</b>	<b>14,775</b>	<b>6,253</b>	<b>6,253</b>
<b>Total liabilities</b>		<b>43,157</b>	<b>42,888</b>	<b>29,541</b>	<b>29,481</b>
<b>Net assets</b>		<b>26,772</b>	<b>26,314</b>	<b>37,119</b>	<b>36,512</b>
<b>Equity</b>					
Retained surplus		27,213	27,213	21,861	21,861
Minority interest		458	-	607	-
Realised cash flow hedge reserve		11,180	11,180	16,656	16,656
<b>Total capital position</b>		<b>38,851</b>	<b>38,393</b>	<b>39,124</b>	<b>38,517</b>
Asset revaluation reserve		1,290	1,290	1,290	1,290
Unrealised cash flow hedge reserve		(13,369)	(13,369)	(3,295)	(3,295)
<b>Total equity</b>		<b>26,772</b>	<b>26,314</b>	<b>37,119</b>	<b>36,512</b>

The statements of financial position are to be read in conjunction with the notes to the concise financial report.



# Rugby Australia Limited

## Statement of changes in equity (Parent company) For the year ended 31 December 2018

	Retained earnings		Asset revaluation reserve		Cash flow hedge reserve realised		Cash flow hedge reserve unrealised		Total equity	
	2018 \$'000	2017 \$'000	2018 \$'000	2017 \$'000	2018 \$'000	2017 \$'000	2018 \$'000	2017 \$'000	2018 \$'000	2017 \$'000
Balance at beginning of period	21,861	4,076	1,290	1,290	16,656	12,597	(3,295)	(13,337)	36,512	4,626
<b>Total comprehensive income/(loss) for the period</b>										
Net (deficit)/surplus for the year	5,352	17,785	-	-	-	-	-	-	5,352	17,785
<b>Other comprehensive income/(loss)</b>										
Net change in fair value of fixed assets transferred to equity	-	-	-	-	-	-	-	-	-	-
Net change in fair value of cash flow hedge transferred to profit and loss	-	-	-	-	(5,476)	(3,612)	-	-	(5,476)	(3,612)
Net change in fair value of cash flow hedge transferred to equity	-	-	-	-	-	7,671	(10,073)	10,042	(10,073)	17,713
<b>Total comprehensive income/(loss) for the period</b>	<b>5,352</b>	<b>17,785</b>	<b>-</b>	<b>-</b>	<b>(5,476)</b>	<b>4,059</b>	<b>(10,073)</b>	<b>10,042</b>	<b>(10,198)</b>	<b>31,886</b>
Balance at the end of period	27,213	21,861	1,290	1,290	11,180	16,656	(13,369)	(3,295)	26,314	36,512

The statement of changes in equity is to be read in conjunction with the notes to the concise financial report.

**Statement of changes in equity  
(Consolidated entity)  
For the year ended 31 December 2018**

	Retained earnings		Asset revaluation reserve		Cash flow hedge reserve realised		Cash flow hedge reserve unrealised		Non-controlling interest		Total equity	
	2018 \$'000	2017 \$'000	2018 \$'000	2017 \$'000	2018 \$'000	2017 \$'000	2018 \$'000	2017 \$'000	2018 \$'000	2017 \$'000	2018 \$'000	2017 \$'000
Balance at beginning of period	21,861	4,076	1,290	1,290	16,656	12,597	(3,295)	(13,337)	607	760	37,119	5,386
<b>Total comprehensive income/(loss) for the period</b>												
Net (deficit)/surplus for the year	5,352	17,785	-	-	-	-	-	-	(148)	(153)	5,204	17,632
<b>Other comprehensive income/(loss)</b>												
Net change in fair value of fixed assets transferred to equity	-	-	-	-	-	-	-	-	-	-	-	-
Net change in fair value of cash flow hedge transferred to profit and loss	-	-	-	-	(5,476)	(3,612)	-	-	-	-	(5,476)	(3,612)
Net change in fair value of cash flow hedge transferred to equity	-	-	-	-	-	7,671	(10,073)	10,042	-	-	(10,073)	17,713
<b>Total comprehensive income/(loss) for the period</b>	<b>5,352</b>	<b>17,785</b>	<b>-</b>	<b>-</b>	<b>(5,476)</b>	<b>4,059</b>	<b>(10,073)</b>	<b>10,042</b>	<b>(148)</b>	<b>(153)</b>	<b>(10,346)</b>	<b>31,733</b>
<b>Balance at the end of period</b>	<b>27,213</b>	<b>21,861</b>	<b>1,290</b>	<b>1,290</b>	<b>11,180</b>	<b>16,656</b>	<b>(13,369)</b>	<b>(3,295)</b>	<b>458</b>	<b>607</b>	<b>26,772</b>	<b>37,119</b>

The statement of changes in equity is to be read in conjunction with the notes to the concise financial report.



**Statement of cashflows**  
**For the year ended 31 December 2018**

	<b>Note</b>	<b>Consolidated Entity \$'000</b>	<b>Parent Entity \$'000</b>	<b>Consolidated Entity \$'000</b>	<b>Parent Entity \$'000</b>
<b>Cash flows from operating activities</b>					
Receipts in the course of operations		133,929	132,617	143,784	143,536
Payments in the course of operations		(128,345)	(127,054)	(143,117)	(142,726)
<b>Net cash inflow/(outflow) from operating activities</b>		<b>5,584</b>	<b>5,562</b>	<b>667</b>	<b>810</b>
<b>Cash flows from investing activities</b>					
Net interest received		188	185	272	272
Payments for capital expenditure on investment properties		-	-	-	-
Payments for property, plant & equipment		(509)	(509)	(13,164)	(13,164)
Payments for intangibles		(743)	(743)	(308)	(308)
Grant proceeds received for ARDC construction		-	-	5,516	5,516
Payments for ARDC construction		-	-	(6,559)	(6,559)
<b>Net cash inflow/(outflow) from investing activities</b>		<b>(1,064)</b>	<b>(1,067)</b>	<b>(14,243)</b>	<b>(14,243)</b>
<b>Cash flows from financing activities</b>					
Loans issued to related parties		(284)	(284)	(144)	(144)
Allocations to Member Unions & Affiliates		(3,940)	(3,940)	(2,936)	(2,936)
Proceeds from sale of foreign exchange contracts		-	-	7,671	7,671
<b>Net cash inflow/(outflow) from financing activities</b>		<b>(4,224)</b>	<b>(4,224)</b>	<b>4,591</b>	<b>4,591</b>
<b>Net increase/(decrease) in cash and cash equivalents</b>		<b>295</b>	<b>272</b>	<b>(8,985)</b>	<b>(8,842)</b>
Cash and cash equivalents at the beginning of the year		17,786	17,146	26,771	25,988
<b>Cash and cash equivalents at the end of the year</b>		<b>18,081</b>	<b>17,418</b>	<b>17,786</b>	<b>17,146</b>

The statements of cash flows are to be read in conjunction with the notes to the concise financial report.

## Notes to the concise financial report

For the year ended 31 December 2018

### Note 1 Reporting entity

Rugby Australia Limited (the 'Company'), is a not-for-profit company, limited by guarantee, domiciled in Australia. The address of the Company's registered office is Cnr Moore Park Rd & Driver Ave, Moore Park, NSW, 2021.

### Note 2 Basis of Preparation

The requirements of AASB 1039 *Concise Financial Reports* do not have mandatory applicability to Rugby Australia Ltd. However, the Directors of the Company have prepared the concise financial report, in accordance with the presentation and disclosure requirements of AASB 1039 *Concise Financial Reports* for the distribution to the members. This financial report does not substitute nor is it intended to replace the mandatory requirements applicable to Rugby Australia Ltd under the Corporations Act 2001.

This is the first set of the Group's financial statements in which AASB 9 Financial Instruments have been applied. The impact of this was not material and as such no restatement has been made.

The financial statements and specific disclosures required by AASB 1039 have been derived from the consolidated entity's full financial report for the financial year. Other information included in the concise financial report is consistent with the consolidated entity's full financial report.

The concise financial report cannot be expected to provide as full an understanding of the financial performance, financial position and financing and investing activities of the consolidated entity as the full financial report. A full financial report is available to the members free of charge, upon request to the Company.

The concise financial report is presented in Australian dollars.

The concise financial report is prepared on the historical cost basis except that financial instruments are valued at fair value through other comprehensive income as well as derivative financial instruments and memorabilia which are measured at fair value.

The concise financial report has been prepared on a going concern basis based on an analysis of the forecast cash flows from operations of the consolidated entity.

A full description of accounting policies adopted by the consolidated entity may be found in the consolidated entity's full financial report.



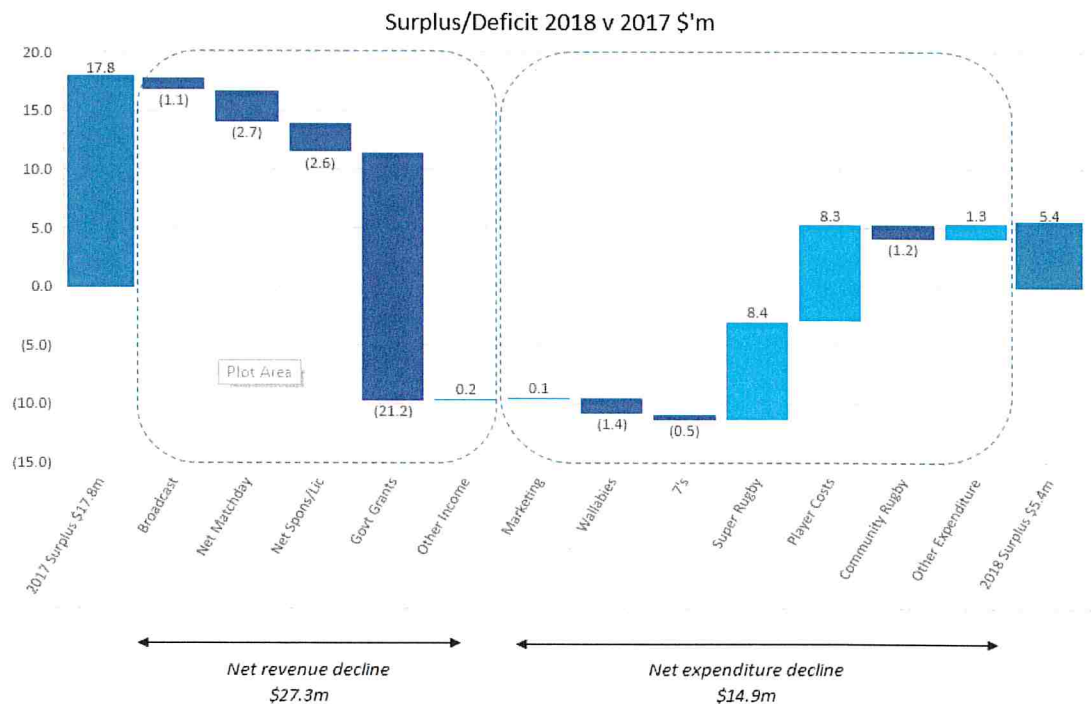
## Notes to the concise financial report

For the year ended 31 December 2018

### Note 3 Management Discussion and Analysis

The financial statements for 2018 are presented as a consolidated financial report, with the results of the Australian Rugby Foundation Ltd (ARF) consolidated with the results of Rugby Australia Ltd (Rugby AU). Consolidation of ARF is required under accounting regulations due to the control that Rugby AU has over board appointments for this entity.

The financial analysis provided below relates only to the results of Rugby AU ("Parent Entity").



### Revenue

#### Broadcast

Broadcast revenue recorded for the year was \$60.6m, a decrease of \$1.1m from 2017. This decrease is as a result of an overseas broadcaster (OSN) entering into a settlement agreement to terminate their broadcast contract. Rugby AU are into the 3<sup>rd</sup> year of a broadcast arrangement for the 2016-20 period where revenue recognition is aligned to the delivery of matches played during this period.

#### Matchday

Net matchday revenues were \$9.7m for the year, a decrease of \$2.7m from 2017. The decrease is primarily due to a weaker attendance at the Sydney 7s. A strong June test match series against Ireland in FY18 was offset against a weaker than expected crowd attendance for the TRC competition and one less test match played in Australia compared to 2017.

#### Sponsorship

Net sponsorship revenue was \$25.4m for the year, a decrease of \$2.6m from 2017. 2017 also included revenue received from Western Force sponsors (\$2.4m) no longer reported as part of Rugby AU operations. The remaining decrease was due to minor reductions across the Wallabies and Super Rugby properties offset by an uplift in Sevens sponsorship.

## Notes to the concise financial report

For the year ended 31 December 2018

### Note 3 Management Discussion and Analysis (*continued*)

#### ***Australian Rugby Development Centre ("ARDC") Funding***

Upon completion of the ARDC in October 2017 \$21.6m of grants recognised in relation to the project were transferred to the profit and loss. The expenditure relating to the funds is accounted for via capitalisation to the balance sheet and amortised over the lease period of 25 years.

#### ***Other revenue***

- Licensing revenue of \$1.7m was in line with the previous year.
- Government grants funding of \$3.6m included \$0.5m of revenue associated with direct flow through grant funding to Melbourne Rebels Rugby Union Ltd and \$0.3m received to assist with the Women's Rugby World Cup bid. Other Government grant funding was generally in line with the previous year and was associated with support for Sevens high performance programs and other Community based programs.
- World Rugby grants of \$0.6m were in line with the previous year.
- Other revenue of \$3.6m, an increase of \$0.7m on 2017, includes royalties from betting operators, revenue received from community programs, software licensing provided to member unions and RAH contributions.

#### ***Expenditure***

Net expenditure decreased \$14.9m in 2018. Major factors contributing to this decrease were:

##### ***Marketing & Media***

Marketing spend for 2018 is \$0.1m less than 2017. A reduction in overall spend due to the Western Force not being included as part of Rugby AU operations in FY18 was offset by increased marketing ahead of the 2019 Bledisloe Cup and digital investment.

##### ***Wallabies team costs***

Total spend on the Wallabies amounted to \$10m being an increase of \$1.4m on 2017. The increase was predominately due to additional Wallaby staffing requirements (\$0.9m) and increased travel costs (\$0.5m).

##### ***National sevens teams costs***

An increase in investment in the National sevens program of \$0.5m relates to increased competition costs for the AON 7s with the introduction of an additional 2 teams from 2017.

##### ***Super Rugby teams costs***

Total expenditure on Super Rugby teams in 2018 of \$5.8m is a decrease of \$6.4m from 2017. This variance is predominately due to the costs related to running the Western Force Super Rugby season in 2017 as well as reduced travel costs for 2018.

##### ***Super Rugby funding***

In 2018, the funding directly to Super Rugby teams reduced from \$27.0m in 2017 to \$25.0m.

Funding for the NSW Waratahs, ACT Brumbies and QLD Reds was slightly up on 2017 values. Funding for Melbourne Rebels Rugby Union Ltd in 2017 and 2018 includes special funding being a legacy of the sale to Imperium along with funding received from the Victorian State Government paid through by Rugby AU.

##### ***Player costs***

Player costs decreased \$8.3m on 2017. With Rugby AU returning the management of the Western Force professional business to Rugby WA, \$8.2m of this variance relates directly to the investment in players in the Western Force professional team. The additional expenditure relates to increased payments to the Men's and Women's Sevens teams offset by a reduction in Wallaby payments.



Notes to the concise financial report  
For the year ended 31 December 2018

**Note 3    Management Discussion and Analysis (*continued*)**

***Community Rugby***

Total Community Rugby and Allocations to Affiliates increased from \$6.6m in 2017 to \$7.9m in 2018 leading to an overall increase in expenditure and funding of \$1.3m on 2017. As disclosed in the 2017 Financial Report a new National Strategic Growth Funding model was implemented in 2018 with an uplift of \$1.0m distributed to member unions. The remaining increased spend relates to additional program costs.

***High Performance National Teams***

An increase of \$0.4m on 2017 was invested in High Performance National Teams. The main contributing factor to this variance is an increase in staffing costs to support programs.

***Corporate***

Corporate expenditure encompasses all costs associated with the administration, legal, compliance, information technology and indirect commercial costs of running the business. The \$1.8m reduction on 2017 expenditure includes \$1.1m in reduced staffing costs and \$0.7m in other overhead costs.

***Statement of Financial Position***

The Statement of Financial Position shows a total capital position of \$38.4m, down from \$38.5m in 2017. The decrease is attributable to the current year surplus of \$5.4m, offset by a reduction in the realised cash flow hedge reserve of \$5.5m. This reserve arose from the restructuring of future foreign currency forward contracts over the balance of the broadcast period at the time of restructure, which had the effect of bringing forward future cash flow. The balance of this reserve, \$11.2m, will be amortised to the P&L over the next two years through to 2020.

At 31 December 2018, the value of foreign currency forward contracts was revalued at current market foreign exchange rates. A negative unrealised cash flow hedge reserve of \$13.4m was recorded as at 31 December 2018 reflecting an unfavourable position on the Company forward contracts.

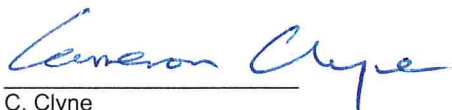
## ***Directors' declaration***

In the opinion of the directors of Rugby Australia Limited ('the Company') and its controlled entity ('the Group'):

- a) the Company is not a reporting entity;
- b) the consolidated financial statements and notes, are in accordance with the Corporations Act 2001, including:
  - i. giving a true and fair view of the financial position of the Company and the Group as at 31 December 2018 and of its performance, as represented by the results of their operations and its cash flows, for the financial year ended on that date in accordance with the statement of compliance and basis of preparation described in Note 1; and
  - ii. complying with Australian Accounting Standards (including Australian Accounting Interpretations) to the extent described in Note 1 and the Corporations Regulations 2001; and
- c) there are reasonable grounds to believe that the Company will be able to pay its debts as and when they become due and payable.

Dated at Sydney this 28<sup>th</sup> March 2019

Signed in accordance with a resolution of the directors:



C. Clyne  
Director



R. Castle  
Director





# Independent Auditor's Report

To the Members of Rugby Australia Limited

## Report on the audit of the Concise Financial Report

### Opinion

We have audited the **Concise Financial Report** of Rugby Australia Limited (the Company) and its controlled entities (the **Group**) as at 31 December 2018 and for the year ended on that date.

In our opinion, the accompanying Concise Financial Report, including the discussion and analysis of the Group and Company, complies with *Australian Accounting Standard 1039 Concise Financial Reports*.

The **Concise Financial Report** comprises:

- Statement of financial position as at 31 December 2018
- Income statements, Statements of comprehensive income, Statements of changes in equity, and Statement of cash flows for the year then ended
- Related notes
- Directors Declaration

The financial statements, listed above, and related notes are derived from the financial report of the Company for the year ended 31 December 2018 (the Financial Report).

The **Group** consists of the Company and the entities it controlled at the year end or from time to time during the financial year.

### Basis for opinion

We conducted our audit in accordance with *Australian Auditing Standards*. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Our responsibilities under those standards are further described in the *Auditor's responsibilities for the audit of the Concise Financial Report* section of our report.

We are independent of the Company in accordance with 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 Concise Financial Report in Australia. We have fulfilled our other ethical responsibilities in accordance with the Code.

### Concise Financial Report

The Concise Financial Report does not contain all the disclosures required by Australian Accounting Standards in the preparation of the Financial Report. Reading the Concise Financial Report and this Auditor's Report thereon, therefore, is not a substitute for reading the Financial Report and our auditor's report thereon.



### The Financial Report and our auditor's report thereon

We expressed an unmodified audit opinion on the Financial Report in our auditor's report dated 28 March 2019.

### Responsibilities of the Directors for the Concise Financial Report

The Directors are responsible for:

- preparing the Concise Financial Report in accordance with *Australian Accounting Standard AASB 1039 Concise Financial Reports* and the *Corporations Act 2001*
- implementing necessary internal control to enable the preparation of the Concise Financial Report that is free from material misstatement, whether due to fraud or error

### Auditor's responsibility for the audit of the Concise Financial Report

Our responsibility is to express an opinion on whether the Concise Financial Report, including the discussion and analysis, in all material respects, complies with *Australian Accounting Standard AASB 1039 Concise Financial Reports* based on our procedures, which were conducted in accordance with *Australian Auditing Standard ASA 810 Engagements to Report on Summary Financial Statements*.

KPMG

Trent Duvall  
Partner  
KPMG Sydney  
28 March 2019

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# match results



## QANTAS WALLABIES

### JUNE SERIES

Australia 19 v 8 Ireland  
9 June, Suncorp Stadium, Brisbane  
Australia 21 v 26 Ireland  
16 June, AAMI Park, Melbourne  
Australia 16 v 20 Ireland  
23 June, Allianz Stadium, Sydney

### THE RUGBY CHAMPIONSHIP

Australia 13 v 38 New Zealand  
18 August, ANZ Stadium, Sydney  
Australia 12 v 40 New Zealand  
25 August, Eden Park, Auckland, New Zealand  
Australia 23 v 18 South Africa  
8 September, Suncorp Stadium, Brisbane  
Australia 19 v 23 Argentina  
15 September, Cbus Super Stadium, Gold Coast  
Australia 12 v 23 South Africa  
30 September, Nelson Mandela Bay Stadium, Port Elizabeth, South Africa  
Australia 45 v 34 Argentina  
7 October, Padre Ernesto Martearena Stadium, Salta, Argentina

### SPRING TOUR

Australia 20 v 37 New Zealand  
27 October, Nissan Stadium, Yokohama, Japan  
Australia 6 v 9 Wales

11 November, Principality Stadium, Cardiff, Wales  
Australia 26 v 7 Italy  
18 November, Stadio Euganeo, Padua, Italy  
Australia 18 v 37 England  
25 November, Twickenham Stadium, England

## BUILDCORP WALLAROOS

Australia 11 v 31 New Zealand  
18 August, ANZ Stadium, Sydney  
Australia 17 v 45 New Zealand  
25 August, Eden Park, Auckland, New Zealand

## QANTAS AUSTRALIAN MEN'S SEVENS

### HSBC MEN'S RUGBY SEVENS WORLD SERIES

**Dubai, UAE (2017-18 Season), 1-2 December 2017**  
Australia 38 v 7 Wales  
Australia 47 v 0 Russia  
Australia 19 v 26 Fiji  
Australia 19 v 26 England (Quarter Final)  
Australia 19 v 12 Kenya (5th Place Semi Final)

Australia 22 v 17 Samoa  
(5th Place Play Off)

### Cape Town, South Africa (2017-18 Season), 9-10 December 2017

Australia 36 v 12 Spain  
Australia 14 v 31 USA  
Australia 12 v 35 New Zealand  
Australia 47 v 12 Uganda (Challenge Trophy Quarter Final)  
Australia 42 v 5 Wales (Challenge Trophy Semi Final)  
Australia 26 v 7 Spain (Challenge Trophy Final)

### Sydney, Australia (2017-18 Season), 26-28 January 2018

Australia 26 v 19 USA  
Australia 27 v 5 Canada  
Australia 24 v 21 Scotland  
Australia 24 v 12 New Zealand (Quarter Final)  
Australia 28 v 0 Argentina (Semi Final)  
Australia 29 v 0 South Africa (Championship Final)

### Hamilton, New Zealand (2017-18 Season), 3-4 February 2018

Australia 21 v 5 Spain  
Australia 26 v 7 Wales  
Australia 15 v 26 Fiji  
Australia 33 v 12 Kenya (Quarter Final)  
Australia 5 v 24 South Africa (Semi Final)  
Australia 8 v 7 New Zealand (Bronze Final)

### Las Vegas, USA (2017-18 Season), 2-4 March 2018

Australia 24 v 0 Spain  
Australia 7 v 28 USA  
Australia 24 v 7 Samoa  
Australia 17 v 29 South Africa (Quarter Final)  
Australia 26 v 21 Kenya (5th Place Semi Final)  
Australia 12 v 17 New Zealand (5th Place Play Off)

### Vancouver, Canada (2017-18 Season), 10-11 March 2018

Australia 19 v 19 Canada  
Australia 50 v 17 Uruguay  
Australia 31 v 21 USA  
Australia 19 v 24 South Africa (Quarter Final)  
Australia 28 v 24 Argentina (5th Place Semi Final)  
Australia 14 v 31 England (5th Place Play Off)

### Hong Kong (2017-18 Season), 6-8 April 2018

Australia 12 v 17 Spain

Australia 14 v 34 Canada  
 Australia 28 v 26 Kenya  
 Australia 17 v 14 England  
 (Challenge Trophy Quarter Final)  
 Australia 12 v 24 France  
 (Challenge Trophy Semi Final)  
**Singapore (2017-18 Season),  
 28-29 April 2018**  
 Australia 24 v 20 Scotland  
 Australia 19 v 12 New Zealand  
 Australia 38 v 0 Wales  
 Australia 7 v 5 Spain (Quarter Final)  
 Australia 15 v 7 England (Semi Final)  
 Australia 22 v 28 Fiji (Championship Final)  
**London, United Kingdom  
 (2017-18 Season), 2-3 June 2018**  
 Australia 33 v 7 Ireland  
 Australia 20 v 12 Wales  
 Australia 28 v 22 Spain  
 Australia 17 v 21 England (Quarter Final)  
 Australia 7 v 38 New Zealand  
 (5th Place Semi Final)  
**Paris, France (2017-18 Season),  
 9-10 June 2018**  
 Australia 29 v 10 Wales  
 Australia 10 v 17 Spain  
 Australia 14 v 24 Ireland  
 Australia 14 v 5 Russia  
 (Challenge Trophy Quarter Final)  
 Australia 19 v 24 Argentina  
 (Challenge Trophy Semi Final)  
**RUGBY WORLD CUP 7s  
 San Francisco, 20-22 July 2018**  
 Australia 17 v 22 France  
 Australia 41 v 0 Russia  
 (Challenge Quarter Finals)

Australia 19 v 7 Canada  
 (Challenge Semi Finals)  
 Australia 14 v 24 Ireland  
 (Challenge Trophy Final)  
**2018 COMMONWEALTH GAMES  
 Gold Coast, 13-15 April 2018**  
 Australia 24 v 7 Samoa  
 Australia 32 v 5 Jamaica  
 Australia 17 v 26 England  
 Australia 33 v 5 Kenya  
 (5th Place Semi Final)  
 Australia 26 v 0 Scotland  
 (5th Place Play Off)

## QANTAS AUSTRALIAN WOMEN'S SEVENS

**HSBC WOMEN'S RUGBY SEVENS  
 WORLD SERIES**  
**Dubai, UAE (2017-18 Season),  
 30 November – 1 December 2017**  
 Australia 27 v 0 Japan  
 Australia 22 v 7 England  
 Australia 31 v 12 Russia  
 Australia 29 v 12 England (Quarter Final)  
 Australia 25 v 7 Canada (Semi Final)  
 Australia 34 v 0 USA (Championship Final)  
**Sydney, Australia (2017-18 Season),  
 26-28 January 2018**  
 Australia 29 v 0 Spain  
 Australia 50 v 0 Papua New Guinea  
 Australia 43 v 0 France  
 Australia 29 v 0 Spain (Quarter Final)  
 Australia 31 v 0 Russia (Semi Final)  
 Australia 31 v 0 New Zealand  
 (Championship Final)  
**Kitakyushu, Japan (2017-18 Season),  
 21-22 April 2018**  
 Australia 33 v 5 China  
 Australia 31 v 0 Ireland  
 Australia 14 v 17 Spain  
 Australia 31 v 7 Fiji (Quarter Final)  
 Australia 12 v 17 New Zealand (Semi Final)  
 Australia 19 v 5 Spain (Bronze Final)  
**Langford, Canada (2017-18 Season),  
 12-13 May 2018**  
 Australia 22 v 7 Canada  
 Australia 31 v 19 Ireland  
 Australia 43 v 10 Spain  
 Australia 21 v 5 Fiji (Quarter Final)  
 Australia 17 v 12 France (Semi Final)  
 Australia 0 v 46 New Zealand  
 (Championship Final)

### Paris, France (2017-18 Season), 8-10 June 2018

Australia 24 v 10 Fiji  
 Australia 24 v 20 Russia  
 Australia 31 v 14 Canada  
 Australia 22 v 19 Fiji (Quarter Final)  
 Australia 21 v 17 France (Semi Final)  
 Australia 7 v 33 New Zealand  
 (Championship Final)

### RUGBY WORLD CUP 7s

#### San Francisco, 20-22 July 2018

Australia 34 v 5 Papua New Guinea  
 Australia 34 v 0 Spain (Championship  
 Quarter Finals)  
 Australia 12 v 19 France  
 (Championship Semi Finals)  
 Australia 24 v 14 USA (Bronze Final)

### 2018 COMMONWEALTH GAMES

#### Gold Coast, 13-15 April 2018

Australia 34 v 5 Wales  
 Australia 29 v 12 England  
 Australia 17 v 10 Fiji  
 Australia 33 v 7 Canada (Semi Final)  
 Australia 12 v 17 New Zealand  
 (Gold Medal Final)

## JUNIOR WALLABIES

### OCEANIA RUGBY U20s CHAMPIONSHIP

Junior Wallabies 51 v 5 Fiji U20s  
**27 April, Bond University, Gold Coast**  
 Junior Wallabies 91 v 7 Tonga U20s  
**1 May, Bond University, Gold Coast**  
 Junior Wallabies 28 v 43 New Zealand U20s  
**5 May, Bond University, Gold Coast**

### WORLD RUGBY U20 CHAMPIONSHIP

Junior Wallabies 21 v 26 Wales U20s  
**31 May, Stade de la Méditerranée,  
 Béziers, France**  
 Junior Wallabies 54 v 19 Japan U20s  
**3 June, Parc des Sports et de l'Amitié,  
 Narbonne, France**  
 Junior Wallabies 18 v 27 New Zealand U20s  
**8 June, Stade Aime Giral,  
 Perpignan, France**  
 Junior Wallabies 44 v 15 Italy U20s  
 (5th Place Semi Final)  
**13 June, Parc des Sports et de l'Amitié,  
 Narbonne, France**  
 Junior Wallabies 41 v 15 Argentina U20s  
 (5th Place Playoff)  
**17 June, Stade de la Méditerranée,  
 Béziers, France**



# match results

## VODAFONE SUPER RUGBY

### Round 2: 23-25 February

Rebels 45 v 19 Reds  
AAMI Park, Melbourne  
Brumbies 32 v 25 Sunwolves  
Chichibunomiya Rugby Stadium, Tokyo  
Waratahs 34 v 27 Stormers  
Allianz Stadium, Sydney

### Round 3: 2-4 March

Reds 18 v 10 Brumbies  
Suncorp Stadium, Brisbane  
Rebels 37 v 17 Sunwolves  
Chichibunomiya Rugby Stadium, Tokyo  
Waratahs 24 v 24 Sharks  
Kings Park Stadium, Durban, South Africa

### Round 4: 9-11 March

Rebels 33 v 10 Brumbies  
AAMI Park, Melbourne  
Reds 20 v 14 Bulls  
Suncorp Stadium, Brisbane  
Waratahs 28 v 38 Jaguares  
Estadio Jose Amalfitani, Buenos Aires, Argentina

### Round 5: 16-18 March

Brumbies 24 v 17 Sharks  
GIO Stadium, Canberra  
Reds 18 v 7 Jaguares  
Estadio Jose Amalfitani, Buenos Aires, Argentina  
Waratahs 51 v 27 Rebels  
Allianz Stadium, Sydney

### Round 6: 23-25 March

Rebels 46 v 14 Sharks  
AAMI Park, Melbourne  
Reds 19 v 25 Stormers  
DHL Newlands Stadium, Cape Town, South Africa

### Round 7: 30 March – 1 April

Rebels 19 v 50 Hurricanes  
AAMI Park, Melbourne  
Waratahs 24 v 17 Brumbies  
GIO Stadium, Canberra

### Round 8: 6-8 April

Waratahs 50 v 29 Sunwolves  
Prince Chichibu Memorial Stadium, Tokyo, Japan  
Brumbies 45 v 21 Reds  
GIO Stadium, Canberra

### Round 9: 13-15 April

Rebels 22 v 25 Jaguares  
AAMI Park, Melbourne  
Brumbies 17 v 43 Highlanders  
Forsyth Barr Stadium, Dunedin, New Zealand  
Waratahs 37 v 16 Reds

Sydney Cricket Ground, Sydney

### Round 10: 20-22 April

Waratahs 0 v 29 Lions  
Allianz Stadium, Sydney  
Reds 12 v 36 Chiefs  
Suncorp Stadium, Brisbane  
Rebels 10 v 28 Bulls  
Loftus Versfeld Stadium, Pretoria, South Africa  
Brumbies 20 v 25 Jaguares  
GIO Stadium, Canberra

### Round 11: 27-29 April

Rebels 18 v 34 Stormers  
DHL Newlands Stadium, Cape Town, South Africa  
Reds 27 v 22 Lions  
Suncorp Stadium, Brisbane  
Brumbies 8 v 21 Crusaders  
GIO Stadium, Canberra

### Round 12: 4-6 May

Rebels 10 v 55 Crusaders  
AAMI Park, Melbourne  
Waratahs 21 v 24 Blues  
Brookvale Oval, Sydney

### Round 13: 11-13 May

Reds 28 v 63 Sunwolves  
Prince Chichibu Memorial Stadium, Tokyo, Japan  
Waratahs 29 v 31 Crusaders  
AMI Stadium, Christchurch, New Zealand  
Rebels 27 v 24 Brumbies  
GIO Stadium, Canberra

### Round 14: 18-20 May

Reds 34 v 38 Hurricanes  
Westpac Stadium, Wellington, New Zealand  
Waratahs 41 v 12 Highlanders  
Allianz Stadium, Sydney  
Brumbies 24 v 42 Lions  
Emirates Airlines Park, Johannesburg, South Africa

### Round 15: 25-27 May

Rebels 40 v 13 Sunwolves  
AAMI Park, Melbourne  
Waratahs 27 v 39 Chiefs  
FMG Stadium Waikato, Hamilton, New Zealand  
Reds 15 v 18 Highlanders  
Suncorp Stadium, Brisbane  
Brumbies 38 v 28 Bulls  
Loftus Versfeld Stadium, Pretoria, South Africa

### Round 16: 1-3 June

Rebels 20 v 10 Blues  
Eden Park, Auckland, New Zealand  
Waratahs 52 v 41 Reds  
Suncorp Stadium, Brisbane

Brumbies 41 v 31 Sunwolves  
GIO Stadium, Canberra

### Round 17: 29 June – 1 July

Reds 16 v 39 Blues  
Eden Park, Auckland, New Zealand  
Rebels 26 v 31 Waratahs  
AAMI Park, Melbourne  
Brumbies 24 v 12 Hurricanes  
GIO Stadium, Canberra

### Round 18: 6-8 July

Reds 37 v 23 Rebels  
Suncorp Stadium, Brisbane  
Brumbies 19 v 24 Chiefs  
FMG Stadium Waikato, Hamilton, New Zealand  
Waratahs 77 v 25 Sunwolves  
Allianz Stadium, Sydney

### Round 19: 13-15 July

Reds 48 v 27 Sunwolves  
Suncorp Stadium, Brisbane  
Rebels 37 v 43 Highlanders  
Forsyth Barr Stadium, Dunedin, New Zealand  
Waratahs 31 v 40 Brumbies  
Allianz Stadium, Sydney

### Quarter Finals: 20-21 July

Hurricanes 32 v 31 Chiefs  
Westpac Stadium, Wellington, New Zealand  
Crusaders 40 v 10 Sharks  
AMI Stadium, Christchurch, New Zealand  
Waratahs 30 v 23 Highlanders  
Allianz Stadium, Sydney  
Lions 40 v 23 Jaguares  
Emirates Airlines Park, Johannesburg, South Africa

### Semi Finals: 28 July

Crusaders 30 v 12 Hurricanes  
AMI Stadium, Christchurch, New Zealand  
Waratahs 26 v 44 Lions  
Emirates Airlines Park, Johannesburg, South Africa

### Final: 4 August

Crusaders 37 v 18 Lions  
AMI Stadium, Christchurch, New Zealand

## BUILDCORP SUPER W

### Round 1: 10-11 March

NSW Women 18 v 0 Queensland Women  
Suncorp Stadium, Brisbane  
Western Force Women 85 v 13  
Melbourne Rebels Women  
Cottesloe Rugby Club, Western Australia

### Round 2: 17-18 March



Queensland 42 v 5 Brumbies Women  
GIO Stadium, Canberra  
NSW Women 32 v 10 Western Force Women  
Allianz Stadium, Sydney

**Round 3: 24-25 March**

NSW Women 24 v 5 Brumbies Women  
Warringah Rugby Park, Sydney  
Queensland Women 60 v 0 Melbourne  
Rebels Women

Ballymore, Brisbane

**Round 4: 30-31 March**

Brumbies Women 37 v 8 Melbourne  
Rebels Women

AAMI Park, Melbourne

Queensland Women 32 v 30 Western  
Force Women

Kingsway Sporting Complex, Western  
Australia

**Round 5: 7 April**

NSW Women 57 v 0 Melbourne Rebels  
Women

Box Hill Rugby Club, Victoria

Western Force Women 29 v 10 Brumbies  
Women

GIO Stadium, Canberra

**Final: 20 April**

NSW Women 16 v 13 Queensland Women

Allianz Stadium, Sydney

## AON UNI 7s SERIES

**ROUND 1: SATURDAY 25TH –  
SUNDAY 26TH AUGUST,  
UNIVERSITY OF TASMANIA,  
HOBART**

**Round 1: 25th August**

Macquarie University 17 v 7 University  
of Adelaide

University of Queensland 39 v 5

University of Tasmania

Bond University 15 v 12 University  
of New England

Griffith University 26 v 12 University  
of Sydney

**Round 2: 25th August**

Macquarie University 25 v 0 University  
of Tasmania

University of Adelaide 31 v 5 University  
of Melbourne

University of Sydney 32 v 0 Bond University

University of Canberra 24 v 19

University of New England

**Round 3: 25th August**

University of Adelaide 26 v 12

University of Tasmania

University of Queensland 46 v 0

University of Melbourne



University of Sydney 22 v 10 University  
of New England

Griffith University 30 v 0 University  
of Canberra

**Round 4: 25th August**

University of Tasmania 26 v 17

University of Melbourne

Macquarie University 21 v 7 University  
of Queensland

Griffith University 20 v 17 University  
of New England

Bond University 24 v 10 University  
of Canberra

**Round 5: 26th August**

Macquarie University 36 v 0 University  
of Melbourne

University of Queensland 31 v 5

University of Adelaide

Griffith University 20 v 10 Bond  
University

University of Sydney 12 v 7 University  
of Canberra

**Semi Finals: 26th August**

University of Canberra 27 v 0 University  
of Adelaide

Macquarie University 19 v 5 University  
of Sydney

University of Tasmania 26 v 7 Bond  
University

University of Queensland 29 v 0 Griffith  
University

**Finals: 26th August**

University of New England 39 v 0

University of Melbourne (9th Place  
Playoff)

University of Adelaide 24 v 12 Bond  
University (7th Place Playoff)

University of Canberra 25 v 12 University  
of Tasmania (5th Place Playoff)

University of Queensland 19 v 5

Macquarie University (Bronze Medal Match)

Griffith University 36 v 0 University  
of Sydney (Gold Medal Match)

**ROUND 2: SATURDAY 8TH – SUNDAY  
9TH SEPTEMBER, UNIVERSITY OF  
CANBERRA, CANBERRA**

**Round 1: 8th September**

University of Canberra 12 v 12 Bond  
University

University of Queensland 33 v 0

University of New England

University of Tasmania 24 v 22

University of Adelaide

Macquarie University 33 v 5 5 University  
of Melbourne

**Round 2: 8th September**

Bond University 21 v 19 University  
of New England

University of Canberra 22 v 12

University of Sydney

University of Adelaide 21 v 5 University  
of Melbourne

Griffith University 42 v 0 University  
of Tasmania

**Round 3: 8th September**

University of New England 19 v 17

University of Canberra

University of Queensland 36 v 10

University of Sydney

University of Tasmania 28 v 12

University of Melbourne

Griffith University 21 v 19 Macquarie  
University

**Round 4: 8th September**

University of Queensland 15 v 7

University of Canberra

University of Sydney 21 v 10 Bond  
University

Griffith University 46 v 0 University  
of Melbourne

Macquarie University 39 v 0 University  
of Adelaide

**Round 5: 9th September**

Bond University 15 v 14 University  
of Queensland

# match results

University of New England 27 v 5  
University of Sydney  
Griffith University 36 v 7 University of  
Adelaide

Macquarie University 44 v 5 University  
of Tasmania

## **Semi Finals: 9th September**

University of New England 24 v 12

University of Adelaide

Macquarie University 26 v 19 University  
of Queensland

University of Canberra 31 v 0 University  
of Tasmania

Griffith University 19 v 5 Bond University

## **Finals: 9th September**

University of Sydney 31 v 0 University  
of Melbourne (9th Place Playoff)

University of Tasmania 22 v 20

University of Adelaide (7th Place Playoff)

University of Canberra 15 v 10 University  
of New England (5th Place Playoff)

University of Queensland 29 v 5 Bond

University (Bronze Medal Match)

Macquarie University 26 v 0 Griffith

University (Gold Medal Match)

## **ROUND 3: SATURDAY 22ND – SUNDAY**

### **23RD SEPTEMBER, UNIVERSITY OF**

#### **QUEENSLAND, BRISBANE**

#### **Round 1: 22nd September**

University of Sydney 19 v 8 Macquarie

University

Bond University 12 v 5 University

of Canberra

University of Queensland 36 v 0

University of Melbourne

University of New England 22 v 15

University of Tasmania

#### **Round 2: 22nd September**

University of Canberra 24 v 14

Macquarie University

University of Adelaide 19 v 17 Bond

University

University of Queensland 40 v 0

University of New England

Griffith University 41 v 0 University

of Melbourne

#### **Round 3: 22nd September**

University of Canberra 24 v 7 University

of Adelaide

University of Sydney 27 v 14 Bond University

Griffith University 36 v 5 University

of New England

University of Queensland 24 v 5

University of Tasmania

#### **Round 4: 22nd September**

University of Adelaide 24 v 5 University

of Sydney

Macquarie University 21 v 10 Bond

University

University of Tasmania 19 v 5 University

of Melbourne

Griffith University 10 v 7 University

of Queensland

#### **Round 5: 23rd September**

Macquarie University 29 v 0 University

of Adelaide

University of Sydney 22 v 17 University

of Canberra

Griffith University 17 v 17 University

of Tasmania

University of New England 31 v 7

University of Melbourne

#### **Semi Finals: 23rd September**

University of Canberra 29 v 0 University

of Tasmania

University of Queensland 22 v 12

University of Sydney

University of New England 21 v 14

University of Adelaide

Griffith University 2 v 0 Macquarie

University

#### **Finals: 23rd September**

Bond University 41 v 0 University of

Melbourne (9th Place Playoff)

University of Adelaide 24 v 0 University

of Tasmania (7th Place Playoff)

University of Canberra 22 v 21

University of New England (5th Place

Playoff)

Macquarie University 24 v 12 University

of Sydney (Bronze Medal Match)

Griffith University 28 v 7 University

of Queensland (Gold Medal Match)

## **ROUND 4: SATURDAY 6TH – SUNDAY**

### **7TH OCTOBER, BOND UNIVERSITY,**

#### **GOLD COAST**

#### **Round 1: 6th October**

Griffith University 45 v 5 University

of Canberra

Bond University 22 v 5 University

of Tasmania

Macquarie University 38 v 7 University

of New England

University of Queensland 12 v 5

University of Adelaide

#### **Round 2: 6th October**

Griffith University 48 v 0 University

of Tasmania

University of Sydney 42 v 12 University

of Canberra

University of New England 36 v 10

University of Adelaide

University of Queensland 29 v 0

University of Melbourne

#### **Round 3: 6th October**

University of Sydney 32 v 12 University

of Tasmania

Griffith University 24 v 5 Bond University

University of New England 33 v 7

University of Melbourne

Macquarie University 14 v 0 University

of Adelaide

#### **Round 4: 6th October**

Bond University 26 v 0 University

of Melbourne

Griffith University 20 v 17 University

of Sydney

University of Adelaide 27 v 0 University

of Melbourne



University of Queensland 19 v 12  
University of Sydney

**Round 5: 7th October**

University of Tasmania 31 v 15  
University of Canberra  
Bond University 12 v 12 University  
of Sydney  
Macquarie University 46 v 0 University  
of Melbourne  
University of New England 24 v 17  
University of Queensland

**Semi Finals: 7th October**

University of Adelaide 19 v 17 Bond  
University  
Griffith University 33 v 5 University  
of Queensland  
University of New England 24 v 5  
University of Tasmania  
University of Sydney 15 v 7 Macquarie  
University

**Finals: 7th October**

University of Canberra 33 v 5 University  
of Melbourne (9th Place Playoff)  
University of Tasmania 26 v 10 Bond  
University (7th Place Playoff)  
University of New England 35 v  
17 University of Adelaide  
(5th Place Playoff)  
Macquarie University 24 v 0 University  
of Queensland (Bronze Medal Match)  
Griffith University 31 – 0 Sydney  
University (Gold Medal Match)

**ROUND 5: SATURDAY 20TH –  
SUNDAY 21ST OCTOBER,  
UNIVERSITY OF ADELAIDE**

**Round 1: 20th October**

Griffith University 36 v 12 University  
of New England  
Bond University 29 v 0 University of  
Canberra  
University of Adelaide 31 v 15  
Macquarie University  
University of Sydney 36 v 0 University  
of Melbourne

**Round 2: 20th October**

University of New England 19 v 5 Bond  
University  
University of Queensland 27 v 0  
University of Canberra  
University of Adelaide 48 v 0 University  
of Melbourne  
Macquarie University 20 v 5 University  
of Tasmania

**Round 3: 20th October**

University of Queensland 24 v 5  
University of New England  
Griffith University 30 v 0 Bond University

Macquarie University 37 v 0 University  
of Melbourne  
University of Sydney 24 v 21 University  
of Tasmania

**Round 4: 20th October**

University of New England 17 v 0  
University of Canberra  
Griffith University 20 v 10 University  
of Queensland  
University of Adelaide 34 v 5 University  
of Tasmania  
University of Sydney 19 v 14 Macquarie  
University

**Round 5: 21st October**

University of Queensland 26 v 0 Bond  
University  
Griffith University 26 v 0 University  
of Canberra  
University of Tasmania 19 v 5 University  
of Melbourne  
University of Adelaide 14 v 5 University  
of Sydney

**Semi Finals: 21st October**

University of Tasmania 21 v 19  
University of New England  
Griffith University 39 v 5 University  
of Sydney  
Macquarie University 33 v 5 Bond  
University  
University of Queensland 17 v University  
of Adelaide

**Finals: 21st October**

University of Canberra 31 v 10  
University of Melbourne (9th Place  
Playoff)  
Bond University 10 v 7 University  
of New England (7th Place Playoff)  
Macquarie University 24 v 17 University  
of Tasmania (5th Place Playoff)  
University of Sydney 14 v 10 University  
of Adelaide (Bronze Medal Playoff)  
Griffith University 26 v 19 University  
of Queensland (Gold Medal Playoff)

## NATIONAL RUGBY CHAMPIONSHIP

**Round 1: 1 - 2 September**

Fiji Drua 40 v 17 Melbourne Rising  
Ratu Cakobau Park, Nausori, Fiji  
Queensland Country 45 v 35 Canberra  
Vikings, Viking Park, Canberra  
Western Force 47 v 29 Brisbane City  
North Rugby Club, Brisbane  
NSW Country 33 v 19 Sydney City  
Leichardt Oval, Sydney

**Round 2: 8 – 9 September**

Fiji Drua 66 v 5 Brisbane City  
Churchill Park, Lautoka, Fiji  
Canberra Vikings 54 v 17 Sydney  
Concord Oval, Sydney  
Queensland Country 29 v 28 Melbourne  
Rising, Mike Carney Park, Townsville  
Western Force 54 v 28 NSW Country  
UWA Sports Park, Perth

**Round 3: 15 – 16 September**

Melbourne Rising 62 v 7 NSW Country  
Glen Willow Sports Stadium, Mudgee  
Queensland Country 52 v 22 Fiji Drua  
BB Print Stadium, Mackay  
Brisbane City 61 v 40 Sydney  
Woollahra Oval, Sydney  
Canberra Vikings 29 v 19 Western Force  
Viking Park, Canberra

**Round 4: 22 – 23 September**

Brisbane City 33 v 28 Melbourne Rising  
Bailey Reserve, Adelaide  
Western Force 42 v 40 Queensland  
Country, Bond University, Gold Coast  
Canberra Vikings 24 v 17 NSW Country  
UNE Bellevue Oval, Armidale  
Fiji Drua 34 v 31 Sydney  
Concord Oval, Sydney

**Round 5: 29 – 30 September**

Fiji Drua 48 v 7 NSW Country  
Ratu Cakobau Park, Nausori, Fiji  
Canberra Vikings 31 v 21 Melbourne  
Rising, Viking Park, Canberra  
Brisbane City 39 v 24 Queensland  
Country, Wests Rugby Club, Toowong  
Western Force 63 v 15 Sydney  
UWA Sports Park, Perth

**Round 6: 6 – 7 September**

Fiji Drua 40 v 35 Canberra Vikings  
Churchill Park, Lautoka, Fiji  
Queensland Country 64 v 24 Sydney  
Bond University, Gold Coast  
Brisbane City 28 v 27 NSW Country  
Camden Rugby Park, Camden  
Western Force 31 v 28 Melbourne Rising  
GMHBA Stadium, Geelong

**Round 7: 13 – 14 October**

Fiji Drua 33 v 28 Western Force  
UWS Sports Park, Perth  
Queensland Country 45 v 21 NSW  
Country, Scully Park, Tamworth  
Melbourne Rising 55 v 21 Sydney  
St Patricks School, Ballarat  
Canberra Vikings 13 v 10 Brisbane City  
East Rugby Club, Coorparoo

**Semi Finals: 20 - 21 October**

Fiji Drua 35 v 28 Canberra Vikings  
Churchill Park, Lautoka, Fiji



# match results

Queensland Country 45 v 24 Western Force, Bond University, Gold Coast  
**Final: 27 October**  
 Fiji Drua 36 v 26 Queensland Country  
 Churchill Park, Lautoka, Fiji

## U19 NATIONAL RUGBY CHAMPIONSHIP

### VIKING PARK, WANNIASSA, ACT

#### Round 1: 29 September

Brisbane City 31 v 30 Western Australia  
 Brumbies 31 v 12 NSW Country  
 Barbarians 32 v 12 Sydney City  
 Queensland Country 49 v 7 Victoria

#### Round 2: 1 October

Brisbane City 28 v 12 Brumbies  
 NSW Country 36 v 22 Western Australia  
 Queensland Country 30 v 25 Barbarians  
 Victoria 28 v 26 Sydney City

#### Round 3: 3 October

Brumbies 25 v 19 Western Australia  
 Brisbane City 35 v 19 NSW Country  
 Barbarians 40 v 3 Victoria  
 Queensland Country 41 v 14 Sydney City

#### Finals: 5 October

Western Australia 40 v 31 Sydney City  
 (7th Place Playoff)  
 NSW Country 78 v 0 Victoria  
 (5th Place Playoff)  
 Brumbies 29 v 21 Barbarians  
 (Bronze Medal Match)  
 Brisbane City 40 v 7 Queensland Country (Gold Medal Match)

## JUNIOR RUGBY CHAMPIONSHIP

### THE SOUTHPORT SCHOOL, QUEENSLAND

NSW I 51 v 7 Victoria  
 Queensland II 52 v 0 Western Australia  
 NSW II 7 v 7 Fiji  
 Queensland I 53 v 5 Brumbies

#### Round 2: 2 October

NSW II 68 v 0 Western Australia  
 Victoria 19 v 17 Queensland II  
 Queensland I 61 v 5 Fiji  
 Brumbies 19 v 15 NSW II

#### Round 3: 4 October

Victoria 51 v 7 Western Australia  
 NSW I 29 v 17 Queensland II  
 Brumbies 62 v 19 Fiji

Queensland I 46 v 0 NSW II

#### Finals: 6 October

Fiji 46 v 10 Western Australia  
 (7th Place Playoff)  
 NSW II 17 v 12 Queensland II  
 (5th Place Playoff)  
 Victoria 29 v 10 Brumbies  
 (Bronze Medal Match)  
 Queensland I 41 v 12 NSW I  
 (Gold Medal Match)

## AUSTRALIAN SCHOOLS AND U18s

Australian Schools & U18s 34 v 15  
 Munster Academy  
 30 November, Munster Academy,  
 Cork, Ireland

Australian Schools & U18s 17 v 22  
 Ulster Academy  
 4 December, Ulster Academy,  
 Belfast, Ireland

Australian Schools & U18s 17 v 5  
 Ireland U19s

8 December, Dublin, Ireland  
 Australian Schools & U18s 70 v 0  
 Scotland Select U19s

12 December, Oriam Sports  
 Performance Centre, Scotland  
 Australian Schools & U18s 46 v 14  
 Scotland U19s

16 December, Oriam Sports  
 Performance Centre, Scotland

## NATIONAL 7s CHAMPIONSHIP – MEN

### BALLYMORE, QUEENSLAND

#### Round 1: 7 December

Queensland Red 22 v 7 NSW II  
 National Indigenous 45 v 7 ACT  
 Queensland Grey 31 v 5 Tasmania  
 NSW I 33 v 10 National Universities  
 Defence 31 v 24 Western Australia  
 Victoria 24 v 7 Northern Territory

#### Round 2: 7 December

Queensland Red 45 v 5 National Indigenous  
 NSW II 12 v 10 ACT  
 Queensland Grey 12 v 10 National Universities  
 NSW I 37 v 0 Tasmania  
 Northern Territory 33 v 17 Defence

Victoria 26 v 15 Western Australia

#### Round 3: 7 December

National Indigenous 19 v 17 NSW II  
 Queensland Red 14 v 12 ACT  
 Tasmania 17 v 12 National Universities  
 Queensland Grey 26 v 24 NSW I  
 Western Australia 26 v 21 Northern Territory  
 Victoria 40 v 0 Defence

#### Qualifying Finals: 8 December

Queensland Red 36 v 0 Western Australia  
 NSW I 46 v 0 National Indigenous  
 Queensland Grey 17 v 14 Northern Territory  
 NSW II 17 v 7 Victoria

#### Semi Finals: 8 December

National Indigenous 27 v 5 Victoria  
 ACT 27 v 12 Defence  
 National Universities 24 v 14 Tasmania  
 Northern Territory 29 v 7 Western Australia  
 NSW I 24 v 5 NSW II  
 Queensland Red 24 v 21 Queensland Grey  
 Finals: 9 December  
 Defence 21 v 19 Tasmania  
 Victoria 26 v 24 Western Australia  
 ACT 31 v 7 National Universities  
 Northern Territory 16 v 19 National Indigenous  
 Queensland Grey 26 v 17 NSW II  
 Queensland Red 28 v 7 NSW I

## NATIONAL 7s CHAMPIONSHIP – YOUTH GIRLS

### BALLYMORE, QUEENSLAND

#### Round 1: 7 December

NSW White 39 v 5 National Indigenous  
 NSW Blue 65 v 0 Tasmania  
 Queensland Grey 38 v 10 Victoria  
 ACT 24 v 12 Queensland White  
 Western Australia 40 v 0 Northern Territory

#### Round 2: 7 December

Queensland Red 19 v 19 NSW White  
 NSW Blue 50 v 5 Victoria  
 Queensland Grey 65 v 0 Tasmania  
 ACT 57 v 0 Northern Territory  
 Western Australia 33 v 7 Queensland White

#### Round 3: 7 December

Queensland Red 36 v 14 National Indigenous  
 Victoria 55 v 0 Tasmania  
 NSW Blue 17 v 7 Queensland Grey  
 Queensland White 40 v 0 Northern Territory  
 ACT 33 v 17 Western Australia

**Qualifying Finals: 8 December**

NSW White 40 v 0 Victoria  
 Queensland Red 22 v 5 Queensland Grey  
 Queensland White 19 v 5 ACT  
 NSW White 15 v 15 Western Australia

**Semi Finals: 8 December**

National Indigenous 45 v 0 Tasmania  
 National Indigenous 7 v 0 Northern Territory

Queensland Grey 31 v 12 Victoria  
 NSW Blue 19 v 12 Queensland Red  
 Northern Territory 40 v 0 Tasmania  
 Western Australia 19 v 5 ACT  
 NSW White 38 v 0 Queensland White

**Finals: 9 December**

National Indigenous 22 v 5 Northern Territory  
 ACT 22 v 7 Victoria  
 Western Australia 24 v 10 Queensland Grey  
 Queensland Red 29 v 5 Queensland White  
 NSW Blue 12 v 10 NSW White

## NATIONAL 7s CHAMPIONSHIP – YOUTH BOYS

**BALLYMORE, QUEENSLAND****Round 1: 7 December**

NSW Blue 40 v 10 Queensland White  
 National Indigenous 17 v 15 Western Australia  
 Victoria 52 v 0 Tasmania  
 Queensland Red 29 v 7 South Australia  
 ACT 46 v 7 Northern Territory  
 Queensland Grey 14 v 12 NSW White

**Round 2: 7 December**

NSW Blue 45 v 7 National Indigenous  
 Western Australia 28 v 19 Queensland White  
 Victoria 29 v 5 South Australia  
 Queensland Red 59 v 0 Tasmania  
 ACT 27 v 0 Queensland Grey  
 NSW White 27 v 12 Northern Territory

**Round 3: 7 December**

Queensland White 44 v 10 National Indigenous  
 NSW Blue 50 v 5 Western Australia  
 South Australia 35 v 5 Tasmania  
 Queensland Reds 26 v 19 Victoria  
 Queensland Grey 27 v 12 Northern Territory  
 33 NSW White v 7 ACT

**Qualifying Finals: 8 December**

NSW Blue 48 v 0 South Australia  
 Queensland White 19 v 17 Queensland Red  
 Queensland Grey 26 v 22 Victoria

NSW White 46 v 0 ACT

**Semi Finals: 8 December**

Northern Territory 26 v 12 National Indigenous  
 Western Australia 29 v 5 Tasmania  
 NSW Blue 43 v 12 NSW White  
 Queensland Red 21 v 12 Victoria  
 ACT 41 v 0 South Australia  
 Queensland White 24 v 12 Queensland Grey

**Finals: 9 December**

National Indigenous 31 v 17 Tasmania  
 Victoria 41 v 12 South Australia  
 Western Australia 22 v 15 Northern Territory  
 ACT 19 v 14 Queensland Red  
 Queensland Grey 14 v 12 NSW White  
 NSW Blue 45 v 0 Queensland White

## JUNIOR GOLD CUP

**Round 1:**

Queensland White 10 v 0 Queensland Blue  
 28 September, Ballymore, Brisbane  
 Queensland Red 22 v 12 Queensland White  
 29 September, Ballymore, Brisbane  
 Gen Blue I 48 v 0 Gen Blue II

30 September, Eastern Suburbs Rugby Union, Sydney

Gen Blue III 43 v 17 Brumbies

30 September, Eastern Suburbs Rugby Union, Sydney

**Round 2:**

Queensland Red 109 v 0 National Indigenous

30 September, The Southport School, Brisbane

Queensland Blue 24 v 7 Victoria

30 September, The Southport School, Brisbane

Western Australia 27 v 5 Gen Blue II

1 October, Eastern Suburbs Rugby Union, Sydney

Gen Blue I 20 v 7 Gen Blue III

1 October, Eastern Suburbs Rugby Union, Sydney

**Round 3:**

Queensland White 39 v 5 Victoria

1 October, The Southport School, Brisbane

Queensland Blue 74 v 7 National Indigenous

1 October, The Southport School, Brisbane

Western Australia 35 v 24 Brumbies

2 October, Eastern Suburbs Rugby Union, Sydney



Gen Blue III 40 v 24 Gen Blue II  
 2 October, Eastern Suburbs Rugby Union, Sydney

**Round 4:**

Queensland Red 40 v 7 Victoria  
 3 October, The Southport School, Brisbane

Queensland White 88 v 12 National Indigenous

3 October, The Southport School, Brisbane

Western Australia 40 v 19 Gen Blue III

3 October, Eastern Suburbs Rugby Union, Sydney

Gen Blue I 50 v 15 Brumbies

3 October, Eastern Suburbs Rugby Union, Sydney

**Round 5:**

Victoria 57 v 31 National Indigenous

4 October, The Southport School, Brisbane

Queensland Reds 32 v 13 Queensland Blue

4 October, The Southport School, Brisbane

Brumbies 21 v 20 Gen Blue II

4 October, Eastern Suburbs Rugby Union, Sydney

Gen Blue I 27 v 6 Western Australia

4 October, Eastern Suburbs Rugby Union, Sydney

**Final:**

Queensland Red 17 v 5 Gen Blue I  
 6 October, Ballymore, Brisbane

# Qantas Wallabies

MATCH	Ireland	Ireland	Ireland	New Zealand	New Zealand	South Africa	Argentina
Date	9/06/2018	16/06/2018	23/06/2018	18/08/2018	25/08/2018	8/09/2018	15/09/2018
Kick Off (Local Time)	8:05	8:05	8:05	7:45	7:35	8:00	8:00
City	Brisbane	Melbourne	Sydney	Sydney	Auckland	Brisbane	Gold Coast
Venue	Suncorp Stadium	AAMI Park	Allianz Stadium	ANZ Stadium	Eden Park	Suncorp Stadium	Cbus Stadium
Full Time Score	18-9	21-26	16-20	13-38	40-12	23-18	19-23
Half Time Score	8-6	9-12	6-5	14-7	17-18	14-17	12-20
Yellow/Red Cards		Marika Koroiibete (6)	Israel Folau (30)				
Cittings (suspensions)							
Referee	Marius van der Westhuizen	Paul Williams	Pascal Gauzere	Jaco Peyper	Wayne Barnes	Glen Jackson	John Lacey
Assistant Referee	Paul Williams and Pascal Gauzere	Marius van der Westhuizen and Pascal Gauzere					
Crowd	46,273	29,018	44,085	66,318	48,511	27,849	16,019
Man of Gold							
Tournament/Trophy	Lansdowne Cup	Lansdowne Cup	Lansdowne Cup	Bledisloe Cup/ Rugby Championship	Bledisloe Cup/ Rugby Championship	Rugby Championship	Rugby Championship

Player	Wal caps	Wal pts pre 2018	Pos	Cap	T	C	P	DG	Pos	Cap	T	C	P	DG	Pos	Cap	T	C	P	DG	Pos	Cap	T	C	P	DG	Pos	Cap	T	C	P	DG
Ainsley, Jermaine	0	0													18	1																
Alaalatoa, Allan	23	0													17	1					3	1				3	1					
Arnold, Rory	15	5																			4	1					4	1				
Ashley-Cooper, Adam	116	90																														
Banks, Tom	0	0																														
Beale, Kurtley	71	143	12	1					12	1	1				12	1					23	1				23	1					
Carter, Sam	15	0																			12	1				10	1					
Coleman, Adam	20	15	5	1					5	1					5	1					5	1										
Cooper, Quade	70	159																														
Dempsey, Jack	6	0																														
Douglas, Kane	31	0																														
Enever, Blake	2	0																														
Faulkner, Tetera	4	0																														
Fainga'a, Folau	0	0																			16	1				16	1					
Folau, Israel	62	160	15	1					15	1					15	1					15	1				14	1					
Foley, Bernard	55	520	10	1	1	1	2		10	1	2				10	1	1	1			10	1	1			22	1					
Genia, Will	88	70	9	1					9	1					9	1					9	1	1			9	1					
Godwin, Kyle	1	0																														
Gordon, Jake	0	0																														
Hanigan, Ned	12	0													20	1										20	1					
Hanson, James	12	0																														
Hardwick, Richard	2	0																														
Haylett-Petty, Dane	18	20	14	1					14	1					14	1					15	1				15	1					
Higginbotham, Scott	34	15																														
Hodge, Reece	24	61	23	1					23	1					23	1					13	1	1			13	1					
Hooper, Michael	79	75	7	1					7	1					7	1					7	1				7	1	1				
Horwill, James	62	30																														
Hunt, Karmichael	6	0																														
Leali'ifano, Christian	19	124																														
Kepu, Sekope	91	15	3	1					3	1					3	1					18	1										
Kerevi, Samu	18	25	13	1					13	1					13	1																
Koroiibete, Marika	8	20	11	1					11	1	1				11	1					11	1				11	1					
Kuridrani, Tevita	58	90																														
Lance, Jonno	0	0																														
Latu, Silatolu	4	0	16	1					16	1					16	1																
Maddocks, Jack	0	0													23	1	1				14	1				14	1					
McCalman, Ben	53	20																														
McMahon, Sean	26	15																														
Meake, Billy	0	0																														
Morahan, Luke	3	0																														
Nabuli, Eto	1	0																														
Naivalu, Sefanaia	7	15																														
Naiyaravoro, Taquele	2	10																														
Paenga-Amosa, Brandon	0	0	2	1					2	1																						
Paia'aui, Duncan	0	0																														
Perese, Izala	0	0																														
Phillip, Matt	3	0																														
Phipps, Nick	61	40	22	1					22	1					9	1					21	1										
Pocock, David	66	35	6	1	1				6	1					8	1					8	1										
Polota-Nau, Tatafu	82	25													2	1					2	1				2	1					
Powell, Joe	3	0													22	1										21						
Robertson, Tom	18	0	17	1					17	1					1	1					17	1				17	1					
Rodda, Izack	4	0	4	1					4	1					4	1					4	1				5	1					
Rona, Curtis	3	5																														
Samu, Pete	0	0	21	1					21	1					20	1					20	1				8	1					
Simmons, Rob	82	15	19	1					19	1					19	1					19	1				19	1					
Sio, Scott	43	5	1	1					1	1					1	1					1	1				1	1					
Skelton, Will	18	10																														
Slipper, James	86	0																														
Speight, Henry	19	20																														
Timani, Lopeti	12	0																														
Timu, Caleb	0	0	8	1					8	1																						
Toomua, Matt	33	20													22	1					22	1				12	1	1	2	2		
Tui, Lukhan	4	0	20	1					20	1					6	1					6	1				6	1					
Tupou, Taniela	1	0	18	1					18	1	1				18	1									18	1						
Uelese, Jordan	2	5																														
White, Nic	22	18																														
Wright, Liam	0	0																														

MILESTONES	Debut for Brandon Paenga-Amosa (918), Caleb Timu (919) and Pete Samu (920)	First time Michael Cheika has named unchanged 23 for consecutive weeks	Debut for Jack Maddocks (922) and Jermaine Ainsley (921)	NZ retain Bledisloe Cup for 16th straight year	Australia retain the Mandela Plate
	First-ever three Test Series between Australia and Ireland	First Test try for Taniela Tupou	Maddocks is the first debutant to score a try since Taquele Naiyaravoro in 2015	Debut for Folau Fainga'a (923) and Tom Banks (924)	Pete Samu's first Test start
		Penalty try after rolling maul			





South Africa	Argentina	New Zealand	Wales	Italy	England
29/09/2018	6/10/2018	27/10/2018	10/11/2018	17/11/2018	24/11/2018
5:05	7:45	3:00pm	5:20pm	3:00pm	3:00pm
Port Elizabeth	Salta	Yokohama	Cardiff	Padova	London
Nelson Mandela Bay Stadium	Padre Ernesto Martearena Stadium	Nissan Stadium	Principality Stadium	Stadio Euganeo	Twickenham
12-23	31-7	17-10	3-3	0-14	13-13
34-45	37-20	9-6	17-26	18-37	
	Latu (77)	Latu (66)		Sio (59)	
Jerome Garces	Jaco Peyper	Romain Poite	Ben O'Keefe	Pascal Gauzere	Jaco Peyper
			Brendan Pickerill and Romain Poite		
41,000			62,000	20,000	81,275
Rugby Championship	Rugby Championship	Bledisloe Cup	James Bevan Shield		Cook Cup

[illegible]

First time in Port Elizabeth since 1963	Biggest comeback in Wallabies history	Israel Folau's first Test at outside centre	First loss to Wales since 2008 ending a 13-match win streak	First game in Padova for 10 years	Worst losing streak against England (6 games)
First Test at Nelson Mandela Bay Stadium	Israel Folau top Wallabies try scorer in Wallabies history (14)	New Zealand claim 3-0 series win for Bledisloe Cup			Second time to wear Indigenous jersey and first time overseas
	Wallabies retain the Puma trophy	Second Test between NZ and Australia in Japan			
	First Australia - Argentina Test in Soňa				
	Izack Rodda's first Test try				

**Qantas Wallabies captain**

**Qantas Wallabies debut**

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