

COMPARISON OF ARU AND NZRU FINANCIAL PERFORMANCE

INCOME

	2012	AUS Share of Revenue	2011	Share of Revenue	Increase / (Decrease) 2011 to 2012
Commercial Revenue					
Broadcasting	28,363	29%	25,095	33%	13%
Sponsorships	27,974	29%	21,568	29%	30%
Licensing	1,942	2%	1,851	2%	5%
Sub-total	58,279	60%	48,514	64%	20%
Match Revenue					
Matchday	33,541	35%	19,141	25%	75%
Sub-total	33,541	35%	19,141	25%	75%
Other Revenue					
Government Grants	1,993	2%	1,295	2%	54%
IRB Grants	478	0%	4,436	6%	(89%)
Other Income	2,273	2%	2,225	3%	2%
Sub-total	4,744	5%	7,956	11%	(40%)
Total Revenue	96,564	100%	75,611	100%	28%
Financial Income					
Finance Income	152		1,848		(92%)
Foreign Exchange	(1,546)		(5,694)		(73%)
Total Financial Income	(1,394)		(3,846)		(64%)

	2012	NZ Share of Revenue	2011	Share of Revenue	Increase / (Decrease) 2011 to 2012
Commercial Revenue					
Commercial Income	61,077	78%	63,750	83%	(4%)
Sub-total	61,077	78%	63,750	83%	(4%)
Match Revenue					
Fixtures and Tours Income	14,254	18%	3,505	5%	307%
Sub-total	14,254	18%	3,505	5%	307%
Other Revenue					
Government Grants	1,482	2%	1,219	2%	22%
Other Income	1,438	2%	8,763	11%	(84%)
Sub-total	2,919	4%	9,983	13%	(71%)
Total Revenue	78,250	100%	77,237	100%	1%
Financial Income					
Finance Income	1,823		880		107%
Foreign Exchange	4,930		13,278		(63%)
Total Financial Income	6,752		14,159		(52%)