



IRFU

**IRISH RUGBY FOOTBALL UNION**



**ANNUAL REPORT  
2013/2014**



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## **CONTENTS**

<b>02</b>	OFFICE BEARERS AND COMMITTEE
<b>03</b>	STANDING COMMITTEES
<b>04</b>	PRESIDENT'S REPORT
<b>06</b>	CHIEF EXECUTIVE'S REPORT
<b>18</b>	HONORARY TREASURER'S REPORT
<b>23</b>	ACCOUNTS

Rugby RBS 6 Nations 2014



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## Vice Presidents

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M. O'Sullivan

## Hon. Treasurer

T. Grace

## Immediate Past President

W.B. Glynn

## Chairman Management Committee

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N. Comyn

M. Cunningham

G. Drennan

L. Galvin

B. Gormley

S.R. Hilditch

T.H.N. Jackson

D. Kavanagh

D. Lamont

K. Lyons

D. Madden

I. McIlrath

J. O'Driscoll

P. Orr

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P. Whelan

## Six Nations Committee

P.J. Boyle

P. Whelan

## European Rugby Cup

P.J. Boyle

P. Browne

## Celtic League

P. Browne

P. Orr

## Lions

T. Grace

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S.R. Hilditch

## Trustees

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T.J. Kiernan

W.S.H. Lavery

Dr. S. Millar

## Chief Executive

P. Browne

## National Coach

J. Schmidt



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# STANDING COMMITTEES

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## Management

**F. Crowley - Chairman**, T. Grace, P.J. Boyle, P. Whelan, M.J. O'Sullivan, P. Fitzgerald, L.P. Magee, W.B. Glynn, S.R. Hilditch, I. McIlrath (co-opted), P.R. Browne, K. Potts, E. Wigglesworth and S. McNamara.

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**L.P. Magee - Chairman**, M.J. O'Sullivan, T. Grace, D. Lamont, P. Whelan, F. Crowley, P.R. Browne and E. Wigglesworth.



# PRESIDENT'S REPORT

PAT FITZGERALD

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It was my great privilege to be honoured with the  
Presidency of the Irish Rugby Football Union  
for the 2013/14 season.

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I undertook the role with a deep sense of humility and pride and I regarded my election as a shared honour for myself, my family, Longford Rugby Club, the Midlands Area and the Leinster Branch.

It was a particular delight for me that junior club rugby was given this recognition, but that rural junior rugby was honoured is itself reflective of the ethos of the IRFU and its democratic process of governance.

Indeed, a most heart-warming feature of my year was evidence of the respect in which the Union is held as the game's Governing Body. Throughout my extensive travels, I experienced nothing but a warm welcome for the position of President and admiration of the role being performed by the IRFU and its Provincial Branches.

I am mindful, of course, that we face many challenges, not least in the clubs, but in my many addresses, I emphasised that we all

have a part to play in tackling the issues and that we must all sign up to a unified effort with Union, Branch and Club joining forces in a shared act of togetherness to care for our game.

I spoke of keeping clubs solvent by exploring more ways to generate income; by more astute spending; by making clubs less elitist and more engrossed in the local community; by exploring the notion of sharing facilities with other sporting disciplines; by teaching newcomers the old values of rugby; and by passing on to a new audience and a new generation of parents and children the qualities and traditions that make our game so unique.

Notwithstanding these issues – and I earnestly ask clubs to support the Union Committee in its many club related initiatives and recommendations – it was a great source of satisfaction to me that I found our game to be in general good order.



**Ireland  
celebrate at the  
final whistle  
in Paris.**

The success of our National Team in the RBS 6 Nations Championship, the consistent competitiveness of our provinces, the burgeoning state of our women's game, the encouraging indications from our Academy and under age teams, the success of our domestic and community programmes; the huge influx of new recruits and the many thousands of committed volunteers across the Island working in tandem with our key professional personnel in the Branches and the Union, all express a healthy state of affairs.

The winning of the RBS 6 Nations title in Paris was a wonderful shot in the arm for the game and I congratulate Coach, Joe Schmidt, and his management and team Captain, Paul O'Connell, and his squad. The success represents an enormous promotional awareness of rugby, from which the Union, its Branches and clubs can benefit greatly by way of profile and recruitment.

It was a highlight of my year to bring the winning team and management to Farmleigh House for the State Reception accorded us. It allowed me the opportunity to acknowledge that the well-being of sport on this Island owes an enormous debt to the Governments, North and South and in the case of the Irish Sports Council that the IRFU is assisted greatly by the generous funding that help us to implement our various domestic game programmes. They, in effect, begin the conveyor belt from which our heroes ultimately emerge.

A note of sadness, of course, was the milestone that the season marked the retirement of Brian O'Driscoll. But how better his departure could be scripted than to roll back the years - all 14 of them - to perfectly book-end his glittering career with that famous

win in Stade de France! We rejoice in Brian's career and wish him well in his retirement.

Another landmark during my year was the staging of the first ever women's rugby international at the Aviva Stadium. To share the same stage, poignantly on International Women's Day, with the senior men's National Team in a "Super Saturday" Ireland - Italy RBS 6 Nations double-header, was a fitting salute to the advancement being made in Irish women's rugby, for which I commend the IRFU's Women's Game Sub Committee, together with the Irish Sports Council's "Women in Sport" grant programme.

At the conclusion of my memorable term, I must put on record my appreciation of all those who helped me in my busy schedule. I mentioned earlier the productive relationship which exists between the volunteers and the professional staffs at Union and Branch levels. In this regard, I commend our Chief Executive, Philip Browne, for the standard and tone he sets. I also pay tribute to my fellow members on the Management Committee and its Chairman, Finbarr Crowley, to Honorary Treasurer, Tom Grace; and to all Directors of the various Departments and Chairs of Standing Committees, that make up this wonderful organisation.

I also acknowledge the support by Grainne Fulham, who managed my busy diary so caringly. And I say a huge thank you to my wife Ann and son John. Their support and encouragement was fundamental to my role as the IRFU's 126th President and the first representative of a junior club in Leinster to hold the office. My hope is that I did so in the manner as upheld by my predecessors down through the years.



# CHIEF EXECUTIVE'S REPORT

PHILIP BROWNE

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The continued success of our National and Provincial teams has been felt by our clubs who have witnessed a strong growth in the number of mini and youth players.

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It has been a very busy year on and off the pitch with a number of very significant off-pitch matters played out in the full glare of the media, which is the nature of sport these days. Firstly mention of success on the pitch and congratulations to the National Team, captained by Paul O'Connell and coached by Joe Schmidt and his management team on capturing the RBS 6 Nations Championship for only the second time in 40 years in a close and hard fought campaign that went down to the last minutes of the last game in Paris. Congratulations also to Brian O'Driscoll on completing his stellar career and sterling service to Ireland and Leinster – it was fitting that he did so winning the Championship.

The detailed reports of the international matches and indeed all other representative matches are available on the IRFU website [www.irishrugby.ie](http://www.irishrugby.ie).

Off the pitch there were two very significant issues, firstly concussion and secondly the future of European cross-border competitions.

On the matter of concussion, a confluence of circumstances arose in July to November which highlighted the issue. The head injury suffered by George Smith in the third Lions test against Australia in July and his ill-advised return to the field was followed in the Autumn by the inquest to the tragic death of Ulster schoolboy Benjamin Robinson, following a head injury in a schools match in 2011.

At professional level it is much easier to implement concussion protocols to protect players, given the resources and expertise within the professional environment. It is much more of a challenge ensuring that the players in the amateur game are informed and protected. The IRFU has been very proactive in this area over the last 18 months with the introduction of the SAFE-Rugby programme which delivers first-aid and injury prevention training for club personnel. This was supplemented by the introduction of a specific concussion education strategy which is aimed at players, coaches, referees, parents and medical personnel.





**Rob Kearney celebrates scoring Ireland's third try vs Scotland.**

The "Stop-Inform-Rest-Return" concussion guidelines have been widely disseminated over the course of the season at club and schools level as part of this strategy and the IRFU have taken a very firm stance in relation to concussion at under-age level where players cannot return to play until three weeks have elapsed – being more conservative than IRB guidelines. This will continue to be a work in progress but I am happy that the IRFU, advised by Head of Medical Services, Dr. Rod McLoughlin and the Medical Advisory Committee, are implementing a well thought out strategy to manage the welfare of our players.

The future of European cross-border competition in the form of the Heineken Cup was also the subject of much publicity and some acrimony over the course of the year.

The desire of the English and French clubs to have a greater level of self-determination and control of what they saw as "club" competitions lay at the heart of this issue. The difficulty of differing professional game models in different Unions complicated the matter with the "club benefactor/owner" model at one end of the spectrum and the Union "centrally funded/owned" model at the other end.

In the end, after much wrangling and brinkmanship, agreement was reached whereby ERC Ltd., the current organiser of the competitions, will be wound down over a 12 month period during which its staff will help operate the new competitions which will be owned and run by a new Association based in Neuchatel in Switzerland.

This new Association will be run by the three European Leagues, Premier Rugby Ltd (England), Ligue National de Rugby (France)

and the Pro12 (Ireland, Italy, Scotland and Wales). The financial distributions will be divided equally between the three leagues, albeit guarantees have been given that the Pro12 Unions will be no worse off than at present.

Initial indications suggest that the revenue model will generate additional revenues for the IRFU compared to the ERC model. The downside is that the new European Rugby Champions Cup will only have 20 teams (6 from PRL, 6 from LNR and 7 from Pro12 and last placed determined by play-off) compared to the 24 teams in the Heineken Cup and that the final must be completed no later than the first weekend in May.

This has a number of consequences including making it a much more difficult competition to progress in and more difficult to gain qualification in to. Qualification will be based on meritocracy with the top seven Pro 12 teams qualifying (provided that all four Unions are represented) and with eighth and ninth placed teams playing off against seventh placed teams of PRL and LNR to determine the last place available in the Rugby Champions Cup.

On the positive side it will greatly increase the competitiveness and consequently the commercial and public enthusiasm for the Pro12 which will now become a more vibrant and difficult competition to win.

The second tier competition, European Rugby Challenge Cup will be made up of the remaining eighteen professional clubs in Europe plus two teams to qualify from a FIRA organised third tier. The intention is that this second tier competition will be more competitive and valuable than the current Amlin Challenge Cup.

There is no doubt that this new competition and the changes in its scheduling will change the dynamic that our Provinces have been used to, and to some extent have mastered, over the last 15 years and more. The need to finish in the top six or seven in the Pro12 will place pressures on the Provinces, particularly during the international windows when the international players are not available.

It remains to be seen how all this will impact Irish Rugby, however, the alternative, of potentially no European cross-border competitions, with Welsh Regions also threatening to pull out of the Pro12, could not be contemplated. This would have killed the professional game in Ireland with disastrous consequences ultimately for the amateur game which relies on funds generated from the professional game.

A related theme is the economy of professional rugby which has seen significant change over the past year or two. The dominance of the European market, particularly France and England, has skewed the rugby economy internationally and is a worry to all. The recent television deal secured by LNR doubled their television revenues to over €70m and the PRL deal with BT in the UK has also seen a significant uplift in revenues. This, together with the fact that both England and France operate “club benefactor/owner” models where significant private money can be put into clubs, has resulted in a significant inflation in salaries available to players in France and England and has created a movement of players to clubs in those countries, most notably high profile players from all around the world to French clubs. This has put a strain on Unions around the world that are operating a “centrally Union owned” club or franchise model and Ireland is no exception. The Union and our Provinces are going to find it more difficult to hold players here in Ireland as salaries in the UK and France inflate more rapidly. The IRFU and the Provincial Chief Executives are looking at ways in which we can collectively mitigate this risk.

### Domestic Rugby

To an uninformed observer looking at media coverage it may seem that the IRFU is overly concentrated on the professional game, to the detriment of the amateur club and schools game. This would be far from the truth as there is a very active Rugby Committee tasked with looking after the amateur club and schools game which has a budget of some €9m which is to be increased to €9.5m next season.

This structure is replicated in the four Provincial Branches with the theme being local delivery of the central IRFU strategy and implementation plans for the amateur game. Much of the strategy has been informed by the significant and wide-ranging consultation exercises that have been carried out by the IRFU and the Rugby Committee over the last two years.

Research carried out by the Economic and Social Research Institute, on behalf of the Irish Sports Council, entitled “Keeping Them in

the Game: Taking Up and Dropping Out of Sport and Exercise in Ireland” was published in December and the IRFU invited its author Dr. Peter Lunn to present his findings to the Rugby Committee. Our strategy for investment and development in the amateur game is based on factual and current information which allows us to address the real issues.

One of the real issues facing not only rugby but many other sports at present is that of finance and the struggle that clubs and volunteers have in keeping clubs financially sustainable. The IRFU is simply not in a position to be the lender of last resort to clubs but there are a number of initiatives that the IRFU can assist with and has made commitments in this regard. Firstly, the IRFU recognises the need for investment in club facilities and has supported this with its **Club Financial Assistance Scheme**, which provides for low interest loans and/or loan interest subsidies to cover a contribution towards capital investment projects undertaken by clubs to improve their rugby facilities. This scheme has assisted many clubs who have used it alongside the Government’s Capital Grants Scheme. The IRFU Club Financial Assistance Scheme consists of a €2.5m revolving fund which has been completely allocated. The IRFU has committed a further €1m to this fund to encourage the continued investment in rugby facilities around the Island.

Another initiative that was undertaken by the Rugby Committee was an in depth review of the financial sustainability of clubs in Ireland and this involved consultation with clubs again. This resulted in the publication of the **Club Sustainability Report** which made recommendations in relation to a number of matters but in particular in relation to the payment of material benefit to players in clubs. Whilst there have been regulations in place covering this matter it was felt by a majority of clubs that the guidelines needed to be a) tightened and b) enforced as such payments were having an adverse impact on clubs in terms of finance, volunteerism, club loyalty and potential distortion of competition. Revised Regulations and a structure for monitoring and enforcement will be in place for next season with a commitment from the IRFU to act on the wishes of the majority of clubs to take payments out of the club game, which in the view of many has been to the overall detriment of the club game and has led to the financial difficulties that many clubs have found themselves in.

### Governance

Governance has been a topic in the full glare of the media in the context of charities and the Garda “whistle-blower” issue. What it serves to demonstrate is that any forward thinking organisation must not be complacent about its governance and should keep it under constant review and amend it as needs arise and where appropriate.

The Union has embarked on a governance review process as is set out in the most recent strategic plan. Following a similar inclusive and wide reaching consultation process as that used in the successful “**Plan Ireland**” process, two significant workshops



have been held with key personnel, volunteers and staff, drawn from the Union, Provincial Branches, players, past presidents and independent experts.

The purpose of these workshops was to review our governance and to establish its strengths and weaknesses with view to identifying issues and how they might be addressed. The key is to ensure that we have a governance model that is fit for purpose given current and future challenges. The structure must be able to cater for the different needs of the professional game and the amateur game and this perhaps is where the greatest test will be. The process is on-going and hopefully will reach a conclusion next season.

The remainder of this report provides a high-level snapshot of activity this year and I would recommend the IRFU website [irishrugby.ie](http://irishrugby.ie) where reports and information is posted during the season. I would also recommend the IRFU club e-zine, "The Clubhouse," and our new free digital magazine "In Touch" which can be subscribed to on [irishrugby.ie](http://irishrugby.ie).

Finally it remains for me to thank the thousands of volunteers in our game without whom Irish Rugby could not function. Their selfless efforts in delivering the game throughout Ireland is as critical to the success of the game as are the winning performances of the Irish National Team.

In particular I want to mention two retiring members of the IRFU Committee, Past President Billy Glynn and Neill Jackson. Billy Glynn, a former President of Connacht, joined the Union Committee in 2000 and made significant contributions sitting on the Domestic Game Committee and also Chairman of the Disciplinary Panel along with his involvement in the professional game in Connacht. Neill Jackson, a former President of Ulster, joined the Union Committee in 2002 and was the first Chair of the Representative Game Committee and the Player Advisory Group that was responsible for liaising with Provinces on player contracts. He played a major role in the establishment of the Union's first strategic plan in 2003 along with the associated governance review at the time. Best wishes to Billy Glynn and Neill Jackson on their retirement from the IRFU.

### NATIONAL TEAM

The Summer Tour of 2013 saw Les Kiss take charge of an Ireland team that travelled to the USA and Canada in need of a win. The team, captained for the first time by Peter O'Mahony, fought hard and were victorious in both games despite spirited performances by the USA (12-15) and Canada (14-40).

The summer tour coincided with the Lions' victorious tour of Australia, in which Ireland was well represented, with 12 Irish players participating in the tour programme.

Joe Schmidt officially took up his position as National Team Coach after the summer tour ahead of 2013 Guinness Series. While the series resulted in just one win out of three, against Samoa (40-9) followed by a loss to Australia (15-32), it was the performance against the All Blacks (22-24) which gave an indication of what the squad were capable of delivering under the new national coaching team.

The 2014 RBS 6 Nations began with home wins against Scotland (28-6) and Wales (26-3) before a closely fought away loss to England (13-10) at Twickenham. A comprehensive victory over Italy (46-7) at the Aviva set up an intriguing contest against the French in Paris. Ireland secured the victory (20-22) and the Championship at the Stade de France.

Ireland rose to fifth in the IRB World Rankings, having dropped to ninth just 12 months earlier.

### Provincial Teams/Professional Game

For the second year in a row it was Munster who were the last remaining Irish team in the Heineken Cup, as they once again reached the semi-final. However, despite a strong performance they were unable to overcome defending champions Toulon (24-16).

Leinster and Ulster reached the quarter-finals before losing out to Toulon (29-14) and Saracens (15-17), respectively. Connacht recorded three Heineken Cup wins including a historic away win to Toulouse (14-16).



The RaboDirect Pro12 once again proved fertile ground for Irish teams with Leinster, Munster and Ulster challenging for the top spot for much of the season. Derby games continued to capture the imagination and deliver great attendance numbers. Three Irish teams got to the knock out rounds with Leinster beating Ulster (13-9) and Glasgow beating Munster (16-15) to get to the Final. Leinster put on a polished performance in the Final against Glasgow in the RDS to retain their title in some style (34-12).

## OTHER REPRESENTATIVE TEAMS

### Women's XV

The National Women's team, sponsored by Aon, set out to defend their RBS 2013 6 Nations championship title this year. After a hard fought campaign they completed the 2014 season in third place. The highlight was a 39-0 win against Italy on their historic debut at the Aviva Stadium. The squad and management will take many positives from the 2014 6 Nations as they prepare for the Women's Rugby World Cup. The team begin their campaign against the USA on Friday 1st August before taking on 2010 winners, New Zealand, on Tuesday 5th August while their final group game against Kazakhstan takes place on Saturday 9th August.

### O<sub>2</sub> Ireland Wolfhounds

The O<sub>2</sub> Ireland Wolfhounds recorded a hard fought victory (8-14) over the Saxons in Kingsholm under the coaching guidance of Anthony Foley. The team got off to a great start with an early Isaac Boss try to take a lead, which they never lost.

### Emerging Ireland

Joey Miles and Allen Clarke took charge of 'Emerging Ireland' for the inaugural Tbilisi Cup in June. The team overcame tournament hosts Georgia (15-20), and Uruguay (33-42), while South Africa

President's Selection XV proved too strong (8-19) and the Irish team finished second. This year the team will travel to Romania in June to participate in the IRB Nations Cup under the guidance of coaches Dan McFarland and Neil Doak.

### Ireland U20's

The 2013/14 season started well for the U20's, sponsored by PwC, with victory against Scotland (34-7). However, with losses to Wales (0-16), England (33-9) and France (23-13), broken only by a home victory over Italy (18-0) the 6 Nations left the team with work to do as they head to the 2014 Junior Rugby World Cup in New Zealand in June.

### Ulster Bank Club International Team

The squad played two matches this season achieving an excellent win (28-3) over Scotland before recording a historic first ever away win over England Counties (23-22) which was secured by an injury time penalty from David Joyce.

### Women's 7s

The Irish Women's 7s team secured qualification for the 2013/14 IRB World Series in Moscow in June 2013. It has been a difficult passage for this new side as it adjusts to the rising competitiveness of nations as eager as ourselves to achieve an Olympic podium position in 2016. The squad will now seek to secure entry to the 2015 Women's World Sevens Series through the European FIRA and repechage process. The IRFU thanks the Irish Sports Council for its generous support and funding of this exciting new programme in Irish women's rugby.

### National U18 Club Team

The National U18 Club Team, sponsored by PwC, participated in a tri-union tournament which saw them record a loss against France (3-7), and a well-deserved win over the English Club and Schools Team (30-22).

## 2013/14 PARTICIPATION DATA

	Ulster	Munster	Leinster	Connacht	Total
Senior Males	5,184	4,484	6,437	1,188	17,293
Senior Women	804	1,125	1,592	178	3,699
Age Grade (Club)	3,920	6,990	8,440	2,976	22,326
Mini Rugby	3,479	8,024	14,740	3,355	29,598
<b>Total Club Numbers</b>	<b>13,387</b>	<b>20,623</b>	<b>31,209</b>	<b>7,697</b>	<b>72,916</b>
School Rugby Programmes					
Age Grade (82 Exempt Secondary schools)	9,448	2,789	8,598	1,300	22,135
School Development Programme (including Play Rugby)	14,100	11,100	36,471	4,812	66,483
<b>Total Participants (School &amp; Club)</b>	<b>36,935</b>	<b>34,512</b>	<b>76,278</b>	<b>13,809</b>	<b>161,534</b>

**U18 Schools**

The U18 Schools side, sponsored by PwC, participated in the AER-FIRA U18 European Championship, finishing second. After wins against Georgia (20-11) and France (24-11) the preliminary rounds, the U18's were beaten by a strong England side (30-14) in the final.

**DOMESTIC GAME**

The Club and Community game continues to be the bedrock of Irish Rugby, and covers a large cross section of rugby activities, from the Ulster Bank League, through to mini-rugby and social rugby. Under the leadership of Stephen Hilditch, Chair of the Domestic Game Committee, the IRFU has implemented a number of financial and operational programmes to support the growth of the game. We acknowledge and thank the Irish Sports Council for their financial assistance and supporting the IRFU's rugby development activities.

The continued success of our National and Provincial teams has been felt by our clubs who have witnessed a strong growth in the number of mini and youth players. The table above indicates the growth of the game over the last 12 months.

It is evident that the challenge for the Union is not in recruiting players, but in retaining players through Age Grade and maximizing the volunteer resources in clubs and schools to manage the growth of the game. Recognising the changes that face our sport the IRFU held a summit on player retention which was attended by over 30 representatives from Scottish, English and Welsh Rugby Unions to share knowledge and programmes on retaining players.

In May 2013, the IRFU released a report into *Club Sustainability*, with the aim of protecting the two fundamental pillars of club

rugby, volunteerism and club loyalty. The report addressed the issue of player payment at Club level, and the IRFU will now look to create and manage a robust and appropriate regulatory framework that will allow clubs a degree of self-regulation. To support the recommendations the IRFU has established a Club Affairs Committee, which will lead the implementation of the report's recommendations during the 2014/15 season.

The IRFU also reviewed the Ulster Bank League, with one-on-one meetings with all 52 clubs. It is proposed that participation criteria and a Player Points System are implemented to ensure that clubs have adequate structures to develop players. It is the IRFU's view that these measures will future proof the league and ensure that it is has a secure and vibrant future.

**The Ulster Bank League**

The Ulster Bank League had a new name on its roll of honour as Clontarf FC won the title for the first time. The title race went to the final round of games as Clontarf were chased all the way by Old Belvedere, while Garryowen were relegated and Ballinahinch beat Buccaneers in the playoff match. Terenure College won Division 1B, while Dungannon and Blackrock were relegated to Division 2A. Galwegians won Division 2A and were promoted to Division 1B along with Ballymena while Bruff and Old Crescent were relegated. In the playoff match Thomond beat Highfield. Nenagh Ormond won Division 2B and Skerries were also automatically promoted, Suttonians were relegated from the Ulster Bank League to be replaced by Wanderers.

The Ulster Bank All Ireland Junior Club Cup was won for the first time by Enniscorthy where they defeated Clogher Valley (10-9). The Ulster Bank All Ireland Bateman Cup Final in early May was won by Cork Constitution who beat UCD (19-6).



The Ulster Bank League again demonstrated the vibrancy of the competition that exists in Domestic Club rugby. The *Friday Night Lights* initiative continues to grow with clubs recording increased coverage from local media, increased attendance and increased revenue generation. Twelve *Ulster Bank League and Cup Games* have been web-streamed this season and the IRFU supplied match previews, reports and match features for Division 1A and 1B to media.

### Coaching and Training

Significant work was undertaken in 2013 in delivering targeted coach support and the provision of “self-directed learning” for coaches through workshops, seminars, in-club visits and online coach development resources. IRFU Provincial Development staff continue to provide ongoing support to coaches across the various stages of the coach development programme in increasing numbers.

Over the last 12 months there has been significant attention given to concussion and its impact on player health. The IRFU has launched a promotional programme to increase the awareness of concussion and ensure that it is recognised as a serious injury. From 2014, all coaches who undertake an IRFU Coaching programme will be required to complete an Online Concussion course.

### Community Rugby Programmes

The IRFU continues to work with the provinces to implement a number of community and social inclusion activities. These included programmes in Dublin (Ballymun, Ballyogan, Tallaght and Swords), Limerick and the Gaeltacht regions. During the 2013/14 season, the focus of these programmes changed from increasing participation to linking the programmes to established clubs in the area through the deployment of Community Rugby Officers (CRO).

A Disability Rugby Working Group has been established to design, develop and implement a programme of improved access and provision for people with disability. The design and implementation phase of this initiative is expected to be completed by end of 2014, for implementation in the 2014/15 season.

The IRFU *Play Rugby* programme is designed to increase the engagement with clubs and schools. Since its inception in 2010, the programme has steadily grown and is now provided in over 400 schools linking to 115 clubs. The programme is recognised by the Dept. of Education Active Flag Programme.

The IRFU recognises the need to support players and volunteers not only in dealing with the stresses and pressures of rugby, but also those of everyday life. The IRFU has worked with Pieta House to implement a pilot programme, *Mind Ur Buddy*, which is aimed at reducing the growing number of mental health issues in the form of a peer led buddy support and training programme within rugby clubs.

### Third Level Rugby

Over the past few seasons the IRFU has increased the investment into Third Level rugby and entered into a number of partnerships with institutions for the provision of development officers.

The IRFU also works closely with Student Sport Ireland (SSI) to operate men’s and women’s rugby across third level institutions. In total over 40 men’s and 15 women’s teams participate in the leagues while the university clubs also competed in the Dudley, Conroy and Maugham-Scally Cups. The university rugby clubs have seen a marked increase in playing numbers with 24 men’s senior teams, eight U20s teams and five women’s teams.

IRFU/Student Sport Ireland (SSI) College’s Finals where hosted at Waterford Institute of Technology; Athlone IT ended IT Carlow’s dominance (36-7) of college’s rugby for 2013/14 with a resounding victory in Men’s Rugby Division 1 Final. IT Carlow also won the Men’s Division 2, Men’s Seconds and Women’s Division 1. Cork IT won the Women’s Division 2. The Women’s Rugby Interschool event was hosted by University College Cork on 12th/13th of March. The event was a great success and highly competitive with seven teams, totalling 140 players. The competition was divided between two divisions, Division 1 was contested by four teams UCC, University of Limerick, IT Carlow and NUI Galway. Division 2 was contested by Cork IT, Waterford IT and Trinity College Dublin.



### Promoting Clubs

The continued development of our clubs and school game requires the provision of tools to assist in the promotion of the game. During the season the IRFU continued to evolve existing programmes and implement new programmes.

The *Welcoming Clubs Programme* is now in its third season with over 100 clubs now engaging in the programme. This programme supports clubs in their engagement with the community and assists volunteers in running their club as efficiently as possible.

The *Club Excellence Award* continues to highlight the quality of our community rugby clubs and assists them in attracting funding and new members. The initiative was developed in conjunction with Sport NI to reward best practice in club management. Since 2010/11 the award has been presented to 14 clubs and a further 23 are actively working towards accreditation.

Fundraising has topped almost €2million since the introduction of 'Your Club Your Country' IRFU Grand Draw in 2011. The 2013 draw raised over €530,000 for the 142 clubs who participated in the scheme, an average of €3,732 per club.

The continued development of the *Clubhouse* database system, will allow clubs to administrate memberships, electronically manage teams and team sheets, and communicate directly with specific groups within their clubs to increase potential sponsorship and encourage past members to renew their memberships. The competition management area is being utilised by all provinces and it is hoped that all competitions will be administrated electronically in the future. The IRFU have recently developed a match results reporting app available for download through all app stores.

### Age Grade Rugby

Age grade rugby represents the largest growth area and the largest fall off rates in our game. To address this, the IRFU is working with the provinces and the Economic and Social Research Institute to pilot initiatives which will assist in retaining players.

Mini Rugby is a vibrant sector of the game and it is important that this first experience of rugby is one which promotes fun, participation and inclusion. The success of the initiative is thanks to the 7,000 coaches and volunteers who develop 'mini' players.

### Women's Rugby

The IRFU believes that a successful Women's 7s and XV National programme will enhance the profile of women's rugby and increase its appeal. The impact of the Women's RBS 6 Nations success has encouraged clubs to either develop or rejuvenate their women's sections. There are now 15 new women's adult teams with 63% of clubs now field a Women's XV or development team.

We have also seen an increase in the number of teams now playing XV-a-side rugby at U18 and U15 level and the IRFU will continue to work with clubs to capitalise on the promotion potential of the 2014 Rugby World Cup and 2016 Olympics.

The invaluable contribution of the Irish Sports Council "Women in Sport" funding continues to support the development of women's programmes such as *PLAY RUGBY* and a national promotion campaign '*Give it a TRY!*'.

The Women's Interprovincial saw Leinster's women defeat Munster (21-6) while the Women's AIL Division 1, which reverted back to a semi-final and final structure, was won by Old Belvedere for the first time, after overcoming a valiant Highfield (39-5).

Railway Union won the Women's All Ireland League Division 2 title, running out winners over Ulster's Cooke (51-17) in the Division 2. Galwegians won the Women's All Ireland Cup beating Highfield 26-18 in the final. Tralee won the All Ireland Shield while Ballincollig Women won the All Ireland Plate.

Mary Quinn continues to represent the women's game on the Rugby Committee and the IRFU Women's Sub Committee will conduct a review of current structures within the Provinces and clubs this year.



### Leisure Rugby

The IRFU Leisure Rugby programme offers the opportunity to participate in other variants of rugby during the summer months. The IRFU's Tag Rugby programme, sponsored by VW, was played by over 620 teams in a nine week programme, across 16 venues while over 80 teams competed in four Beach Tag events and over 70 teams in the All-Ireland Finals day in Suttonians RFC.

*IRFU Touch* was introduced in 2013 and saw 45 teams take part in competitions in Dublin. The 2014 programme will expand to include adult and under-age leagues in both Dublin and Belfast.

The Leisure Rugby Programme supported the year of *"The Gathering"*, with a Festival of rugby in August 2013 which over 600 players participated in.

A pilot Touch Rugby programme was also successfully developed for transition and third level girls and boys to encourage them to participate in team sports while in education.

### REFEREES

#### Elite

The season saw the retirement of Alain Rolland after an outstanding career and the IRFU thank him for his wonderful contribution to the game which saw him take charge for a total of 66 Tier 1 Internationals. It is true to say that there is international recognition and respect for him and his service to the game.

Congratulations must also go to Munster's John Lacey who undertook his debut match in the RBS 6 Nations this season.

Five IRFU referees participated at European Cup level while a further three took charge in the Celtic League.

Several other young former players are showing excellent promise as referees, and their progress will be of huge benefit in the future.

### Women's Refereeing

At elite level Helen O'Reilly is very well established and is one of only eight referees selected for the Women's Rugby World Cup. Former Ireland No. 8, Joy Neville, has been selected for FIRA 7's in Moscow and Paris. We hope that their success will encourage more women to participate in the programme.

There is now a quality, highly capable group, at Domestic level. Recruitment and Retention continue to be a major focus. The issue of referee numbers, particularly for Youth rugby has been reviewed and a pilot project with a new category of Association/Society member is planned for 2014/15.

### MEDICAL

The 2013/14 season was a busy year for the medical department with numerous initiatives and a new head of department, Dr. Rod McLoughlin. Dr. McLoughlin is an experienced sports medicine physician and also acts as the Chief Medical Officer for the Olympic Council of Ireland and Director of Performance Medicine at the Irish Institute of Sport.

### SAFE-Rugby

The IRFU SAFE-Rugby programme ran over 30 courses this season with all IRFU and provincial staff receiving training, as well as an additional 500 people in clubs and schools nationwide. The IRFU First Aid and Injury Prevention Coordinator, Shane Mooney, has established a strong network of course tutors nationwide and will continue to deliver this programme in 2014/15.

### Concussion

The IRFU's strategic plan for concussion education was launched in December, with the tagline 'Stop - Inform - Rest - Return'. The strategic objective is for all players, coaches, parents, referees and medical personnel to understand the importance of concussion and how to recognise and manage it.

Coaches undertaking an IRFU accredited coaching course must





now undertake an online concussion module prior to accreditation and new mandatory rest periods and return to play guidelines were issued as part of the strategy. The education campaign will continue throughout 2014/15.

### Research

Research continues to be a key focus of the department, with six papers published in international sports medicine journals in the past season. Dr. Garrett Coughlan also presented at the International Olympic Committee World Conference on Prevention of Injury and Illness in Sport, in April 2014.

### ANTI-DOPING

The IRFU once again commissioned anti-doping tests through the Irish Sports Council (ISC), supplementing the ISC National Anti-Doping Programme. Details of the tests performed are outlined below:

#### 2013/14 Anti-doping Programme

##### In Competition Testing

<i>Team</i>	<i>No. of Players tested</i>
Senior XV	08
Emerging Ireland	02
National U20	06
Under Age	12
ERC and RaboDirect Pro12 League	20
AIL Club	08
Women	09

##### Out of Competition Testing

<i>Team</i>	<i>No. of Players tested</i>
Senior XV	15
National U20	12
Under Age	07
Provincial Squads	61
Women	07
Provincial Academy	10

### CHARITABLE TRUST

The number of seriously injured players supported by the Trust sits at 33. Of this number, 13 are from Ulster, 12 from Leinster, six from Munster and two from Connacht. 27 of these players remain confined to a wheelchair, four have had head injuries and there are three others.

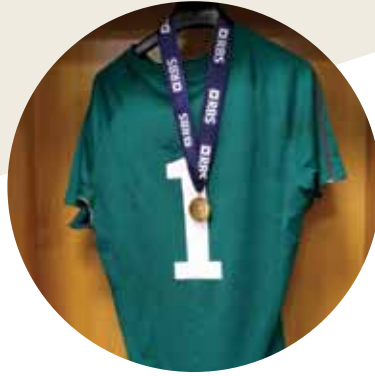
Sadly our oldest player, Stanley Millar, passed away a few days short of his 71st birthday. Stanley had been injured at the age of 19 during a game between his club Omagh and Tipperary Club Clanwilliam. A remarkable character, Stanley rose to be Chief Officer of the Western Health and Social Services Council, and in 1995 received the MBE for services to Education and Community Relations as a result of his voluntary work.

The trend in the cost of supporting our injured players has been steadily increasing as shown by the 2012 figure of €205k as compared to the 2014 figure of €240k. There is a concern that if the upward trend in expenditure over the last number of years continues into the future, then a reappraisal of the existing fundraising model may need to take place. To help in this planning exercise the Trust have embarked on a 'Management Project' to help forecast future funding and resources.

### FACILITIES

At the Aviva Stadium, following the poor performances of the pitch in the 2012/13 season, a decision was taken by the Board of the stadium to replace the pitch with a Desso pitch system, the work being completed in July 2013. It has performed extremely well over the past season and has been endorsed by our international players. Similar pitches have also been installed in Twickenham and most recently Murrayfield.

The completion of the redevelopment of Ravenhill stadium in Belfast has seen a remarkable transformation of the old ground. It is now a state of the art stadium with both seated and standing accommodation with a capacity of just over 18,000 which can



be increased in the future if the need arises. The back of house facilities for general patrons, premium and season ticket holders and importantly the Ulster squad are second to none. The development of a training pitch, in collaboration with St. Aquinas Secondary School, will back on to the team facilities. The most recent development involving the three new stands has been funded entirely by the Northern Ireland Government and Ulster Rugby together with Irish Rugby acknowledge and are most grateful for this support. A word of thanks also to Ulster Chief Executive, Shane Logan, who has managed this project together with the Ravenhill Development Committee chaired by Cecil Watson.

In Leinster there are nascent plans for the redevelopment of the Anglesea Stand at the RDS, a collaborative project between the RDS and Leinster Rugby. In the meantime funding has been allocated to Leinster from the Government's Sports Capital Grant Scheme for the purpose of installing two 4G artificial pitches at Donnybrook which will be of huge benefit to Leinster in running its busy schedule of schools and other fixtures not to mention the advantages that this will have for Bective Rangers and Old Wesley, the two tenant clubs.

The plans to redevelop Musgrave Park seem to be reaching fruition with the announcement of naming rights of the ground which together with the sale of some surplus land at Musgrave Park and an existing Sports Capital Grant from the National Lottery will allow the Munster Branch to build a new stand with appropriate player facilities, a longtime issue at the ground. The capacity of the stadium will be circa 10,000 compared to the current 8,500 but the quality of facilities will be enormously improved including the provision of cover over the east terracing which is due to be completed for the start of 2014/15 season.

In Connacht further works are continuing with an upgrade to the player facilities in the Galway Sports Ground.

At club level the Union has approved a further €1m to be added to the existing €2.5m Club Financial Assistance Scheme (made up of low interest loans and interest subsidies) which had been fully drawn down. This will allow clubs that have not had the

opportunity to avail of the scheme to make applications to upgrade their playing facilities such as changing rooms, gyms, pitches and floodlighting.

### COMMERCIAL AND MARKETING

The Commercial and Marketing function of the IRFU, under new Standing Committee Chairman, Ken Lyons, continues to guide us through a very difficult economic climate to ensure that revenue streams continue to perform well.

Our National Team brand continues to offer an attractive sports marketing platform to brands and organisations and this year has seen a consolidation of our portfolio of sponsors with some new additions to the family.

Sponsorship allows us to continue to develop our game and I wish to thank all of our sponsors for their support during the year.

Our partnership with O<sub>2</sub> is hugely important to our game, and this season saw them continue their innovative and engaging programmes that increase the profile of our sport nationwide.

Diageo, one of our longest and most committed sponsors, have also continued to support our game in exciting ways.

Our thanks and congratulations must also go to Aviva, our stadium partners; the stadium really came alive this year, most notably during the New Zealand game and Brian O' Driscoll's poignant farewell match against Italy.

I acknowledge RBS, Ulster Bank, Eden Park, Volkswagen, Paddy Power, PWC, DHL, Lease Plan and to our many other partners listed elsewhere in this document, we are most grateful for your valued contribution and continued support. To Kellogg's who are moving on after ten years, I offer sincere thanks.

In 2014, the IRFU launched two new communications platforms – the Club & Community News ezine and the In Touch digital magazine. The ezine communicates Committee decisions that



affect the club game and provides information on education and development programmes to all club officers in Ireland. In Touch provides a high-end interactive platform for the positive promotion of the game at all levels to both internal and external audiences. To subscribe for these free newsletters log on to [irishrugby.ie](http://irishrugby.ie).

### Marketing and Game Promotion

Despite an ever fragmenting media landscape Irish rugby's exposure continues to increase and the International Rugby Team remains one of the most attractive and respected brands in the marketplace. In 2014, The Reputation Institute released the latest finding of its RepTrack research on the most reputable companies operating in Ireland. For the first time sporting organisations were included in the research and the IRFU were announced as the most reputable Irish Sporting Organisation in the country, topping the sporting category and placing 15th in the overall standing alongside international companies such as Volkswagen, Google and Apple.

TV continues to present a high quality and exciting product which greatly helps to promote the sport and we look forward to working alongside our broadcast partners RTE, SKY and TG4 for the forthcoming season and TV3 who have secured the rights to Rugby World Cup 15.

International Match Day attendances were excellent this past season with five sold out home games and over 40,000 supporters at the Samoa game.

Positive progress also continues to be made in promoting all of the domestic game programmes and grassroots rugby initiatives under the Union umbrella.

The Ulster Bank sponsored 'Your Club Your Country' IRFU Grand Draw (discussed earlier in the report) is a significant marketing initiative which continues to deliver from the clubs who participate.

### The Patrons Club

The renewal and sale of ten year tickets offered an opportunity to engage with our Patrons Club again this season and our dedicated e-zines, website, ticket offers and events proved very popular. This

season also saw the Patrons Club run exclusive trips to London and Paris for the RBS 6 Nations. Both trips sold out in record time and there are already bookings in place for next season.

### Irish Rugby Supporters Club

The Supporters Club is undergoing changes as we build towards the 2015 Rugby World Cup. The 2014/15 season saw our regular Match Day Events, competitions and ticket sales and a growth in membership in the build up to the RBS 6 Nations. To date the Supporters Club has delivered over €12 million in online ticket sales.

### Irish Rugby Online

The 2013/14 season saw significant growth and change for Irish Rugby online. IrishRugby.ie got a full makeover with more news, a new event calendar, integration of our social media and more prominence for the increasingly popular Irish Rugby TV content, which has grown by over 190% in the past two seasons. The new site allows enhanced match day engagement, which delivers match relevant content including live updates, fan tweets and pictures and live streaming from the Aviva Stadium fan studio.

There was significant growth across our Social Media platforms, which continue to act as excellent channels of engagement with the growing rugby community online in Ireland and around the world.

Facebook followers grew exponentially this season with a milestones of 300,000 'followers' by the end of the 2014 season— an increase of 275,000 followers in one year.

### OBITUARIES

- |                    |   |
|--------------------|---|
| <b>E. McGuire</b>  | Ex-International 1963-64 – 8 Caps.  |
| <b>D.A. Dineen</b> | President 1971-72, President of the Munster Branch in 1966-67, UL Bohemian RFC Club Captain from 1948-52.   |
| <b>J.E. Nelson</b> | President 1982-83, Hon. Treasurer 1976-87, Ex-International 1947-54 - 16 Caps, Grand Slam Winning Team 1948, 1950 British Lions tour to New Zealand and Australia - 4 Caps. |



# HONORARY TREASURER'S REPORT

TOM GRACE

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It is my privilege to present to you the annual accounts of the IRFU for the 2013/14 season.

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This year the Union beat its budget helped in no small part by the success of the Ireland team winning the Six Nations Championship. Against a budgeted outcome of €2.8m we achieved a surplus of €7.3m. However when we strip out non-cash items such as the amortised income derived from the forward sale of our ten year tickets and amortised costs such as the depreciation of our assets the Union actually suffered a net cash deficit of €1m.

As in previous years the Union has prepared consolidated accounts. Whilst the IRFU does not directly control either Aviva Stadium or Thomond Park it does have representation on the board of each. As in the past it is my intention to report largely on the Union's own accounts and accordingly I intend to limit my comments on the consolidated accounts to explaining any significant differences between them and the Union's accounts. The difference between the Union income and expenditure account and the consolidated income and expenditure account is largely explained by the replacement of the Union's amortisation

charge on the stadium investment of €5.9m with a share of operating losses from the Aviva Stadium and Thomond Park of €2m, €0.5m depreciation in respect of the car-park asset, and amortisation of goodwill of €0.2m.

Total revenues improved by just over €4m to €69.7m. International Rugby income (which is made up of all gate receipts and broadcasting income together with revenues derived from the Lions tour) increased by €5.5m. This reflects the fact that there were three Six Nations matches in 2013/14 compared to just two in 2012/13. I should also point out that gate receipts exceeded our budget expectations by c. €1.8m due to higher than anticipated attendances for the Samoa and Australia matches. On a more cautionary note however hospitality revenues are suffering in face of competition from unofficial hospitality providers. In addition revenues derived from Six Nations improved from last year by €2.6m due in large part to the prize-money arising from winning the tournament in 2013/14 compared to a fifth place finish last year.

This, together with favourable exchange rates also resulted in the Union beating its budget by a significant margin.

Commercial income is down by c. €2.7m largely due to the non-replacement of the sponsorship lost in 2012/13. I am pleased to report that a new sponsor is in place for 2014/15 and subsequent seasons.

Gross naming rights income has been included with the amortised income arising from ten year tickets and boxes for the first time. It is important to remember that the amounts included under this heading do not represent actual cash inflows during the year but are the amortising of this income over the period to which it relates. In note 14 to the accounts you will see amounts totalling over €14m received in 2012/13 and 2013/14 which represents the funds raised from the renewal of the old East Stand five and ten year tickets together with two corporate box sales which will be taken to account over the next five to ten years.

ERC and Provincial income is down slightly lower on last year at €10.3m but is considerably ahead of budget due to the performance of our Provincial teams. Included in here are the net share of the broadcasting and sponsorship monies raised centrally by ERC and Celtic Rugby Ltd. The monies earned here go some way towards reducing the €23.8m contribution that the Union made to the four Provincial teams and their Academies.

Funding from the Irish Sports Council and the Government increased to over €3m reflecting additional grant funding for the Women's Sevens programme and a once-off grant for equipment. We are all aware of the pressures on public finances at present and I would take this opportunity to thank the Irish Sports Council and the Department of Transport, Tourism and Sport for their continued and indeed enhanced assistance in funding our domestic game and Women's Sevens.

Other Rugby income includes grant funding from the IRB together with affiliation fees. Tag Rugby income has been taken directly against costs as you can see in Schedule 6. Other income is made up of the net interest payable or receivable by the Union together with the rents it receives in respect of Lansdowne Road and various properties surrounding it. Overall this improved by c. €180k due to the Union being in a net cash positive situation for most of the year albeit with lower interest rates.

Overall the Union's costs have remained relatively static increasing by just €210k year on year. Professional game costs includes all costs associated with the senior National team including match costs together with the Union's contribution to the cost of running the four Provincial teams. Overall there was an increase of c. €670k in this area due to the costs of the additional Six Nations match and additional funding to the Connacht Provincial team.

Elite player development increased by c. €700k due to certain once-off restructuring costs in the High Performance Unit, the

cost of the Emerging Ireland team and an equipment grant for the Connacht Academy. Additionally the bulk of all roles were filled for the entire year.

On the face of it Domestic and community Rugby costs increased by c. €340k. However as I mentioned above the revenues derived from Tag Rugby have now been directly offset against Leisure and Community Rugby. Overall the increase in cost is due to the fact that the Women's Sevens team were in operation for the full year as compared to part of the year in 2012/13. Included in Schedule 2 of these accounts are grant revenues totalling €287k relating specifically to Women's Sevens.

Marketing costs overall have remained relatively static with an increase in departmental costs being compensated for by reductions in PR and website costs. The increase in departmental costs arises from the fact that the Director of Communications was in place for the full year as compared to just part of the year in 2012/13. Website costs in 2012/13 were higher due to application costs which were not present in 2013/14.

Grounds costs fell by c. €530k due to the fact that the 2012/13 accounts included once-off legal costs. Administration and overheads increased by c. €85k compared to last year largely due to an increase in staff costs tempered somewhat by savings in professional fees and rent. The increase in staff costs arises mainly due to the DB pension cost for the year together with one extra staff member.

The Union's balance sheet continues to improve with net assets increasing from €51.8m to €59.5m due to the result for the year and a reduction in our pension liability. The scheme has remained solvent throughout the year and following on from meetings during the year it is likely that the Union will take steps to limit its liability without impacting on the rights of the scheme members. It is also pleasing to note that for the first time since the completion of the stadium the Union is in a net current asset position.

The outlook for the Union has improved since this time last year due in large part to our result and to future revenue increases in relation to broadcasting income. Because of this the Union is in a position to increase its budgeted funding to both the professional and domestic games as well as increase the size of the club loan scheme by €1m. The broader economy continues to slowly recover but still remains a source of concern to me. Other more specific risks include the financial impact of any move to mandatory free-to-air broadcasting and the competitiveness of our Provincial teams given the increase in funding that some of their competitors will enjoy.

In conclusion I would again like to thank my colleagues on the Union, Management and Finance Committees and Conor O'Brien and his Accounts team ably led by Sharon Coffey and Fiona O'Flaherty for their support and assistance throughout the year.

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# The IRFU wishes to acknowledge the following sponsors of Irish Rugby

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Sponsor of the Ireland Senior team and Ireland O<sub>2</sub> Wolfhounds,  
Official Mobile Telecommunications Partner to the IRFU



Match Sponsor of the Guinness Series,  
Official Beer Supplier to the IRFU



Sponsor of the RBS 6 Nations Championship



Stadium and insurance partner to the IRFU



Sponsors of Community Rugby,  
the Ulster Bank League and RugbyForce



Official Sponsor to the Irish Women's Team



Official Sponsor of the U.20, U.19, U.18  
and Ireland Schoolboy teams



Official Betting Partner of the IRFU



Official sports drink of the IRFU



Supporting Irish Rugby



Official Formal Outfitters to the IRFU



Official car supplier to the IRFU and sponsor of IRFU Tag rugby



An official partner of the IRFU



Official cereal and snack provider to the IRFU



Official Express and Logistics Partner to the IRFU



Official Supplier of Match Balls



Official Spirit of the IRFU



Retail Partner to the IRFU



An official supplier to the IRFU



Fleet Management Services



Official Medical Supplier to the IRFU





## **ACCOUNTS**

- 24 UNION INCOME AND EXPENDITURE ACCOUNT
  - 25 CONSOLIDATED INCOME AND EXPENDITURE ACCOUNT
  - 26 UNION STATEMENT OF TOTAL RECOGNISED GAINS AND LOSSES
  - 26 CONSOLIDATED STATEMENT OF TOTAL RECOGNISED GAINS AND LOSSES
  - 27 UNION RECONCILIATION OF MOVEMENT IN UNION FUNDS
  - 27 CONSOLIDATED RECONCILIATION OF MOVEMENT IN UNION FUNDS
  - 28 UNION BALANCE SHEET
  - 29 CONSOLIDATED BALANCE SHEET
  - 30 CONSOLIDATED CASH FLOW STATEMENT
  - 31 NOTES TO THE ACCOUNTS
  - 49 STATEMENT OF COMMITTEE'S RESPONSIBILITIES
  - 50 INDEPENDENT AUDITORS' REPORT TO THE MEMBERS
- THE FOLLOWING DO NOT FORM PART OF THE AUDITED REPORT AND ACCOUNTS**
- 51 DETAILED SCHEDULES FOR THE UNION INCOME AND EXPENDITURE ACCOUNT

**UNION INCOME AND EXPENDITURE ACCOUNT**

FOR THE YEAR ENDED 30 APRIL 2014

		<b>2013/14</b>	<b>2012/13</b>	<b>2011/12</b>
		€	€	€
<b>Income:</b>	<b>Schedule</b>			
Representative matches	1	65,760,553	61,959,761	62,957,330
Other income	2	3,984,788	3,706,825	4,224,185
		<hr/> 69,745,341	<hr/> 65,666,586	<hr/> 67,181,515
<b>Expenditure:</b>				
Professional game costs	3	31,871,014	32,219,854	31,454,297
Elite player development	4	3,627,147	2,924,170	2,631,864
Games support costs	5	655,355	697,784	624,997
Domestic & community rugby	6	9,845,191	9,502,759	9,254,345
Marketing	7	1,261,355	1,248,131	1,032,020
Grounds	8	2,988,832	3,523,531	2,855,709
Administration and overheads	9	5,119,957	5,034,625	4,483,817
Depreciation	(Note 4)	1,210,224	1,218,335	1,288,398
Amortisation of financial fixed assets	(Notes 8 & 9)	5,907,292	5,907,292	5,761,592
		<hr/> 62,486,367	<hr/> 62,276,481	<hr/> 59,387,039
<b>Surplus for the year before exceptional income</b>		<hr/> 7,258,974	<hr/> 3,390,105	<hr/> 7,794,476
Exceptional income	(Note 3)	-	11,500,000	-
<b>Surplus for the year</b>		<hr/> <b>7,258,974</b>	<hr/> <b>14,890,105</b>	<hr/> <b>7,794,476</b>

**T. Grace**  
Honorary Treasurer

**P. R. Browne**  
Chief Executive

**CONSOLIDATED INCOME AND EXPENDITURE ACCOUNT**

FOR THE YEAR ENDED 30 APRIL 2014

		<b>2013/14</b>	<b>2012/13</b>	<b>2011/12</b>
		€	€	€
<b>Income:</b>	<b>Note</b>			
Representative matches		65,760,553	61,959,761	62,957,330
Other income		4,089,788	3,802,037	4,323,409
Share of loss of joint ventures	8	(1,975,715)	(1,599,137)	(1,862,431)
		<hr/> 67,874,626	<hr/> 64,162,661	<hr/> 65,418,308
<b>Expenditure:</b>				
Professional game costs		31,871,014	32,219,854	31,454,297
Elite player development		3,627,147	2,924,170	2,631,864
Games support costs		655,355	697,784	624,997
Domestic & community rugby		9,845,191	9,502,759	9,254,345
Marketing		1,261,355	1,248,131	1,032,020
Grounds		2,988,832	3,523,531	2,855,709
Administration and overheads		5,221,258	5,133,926	4,585,146
Depreciation	4	1,710,224	1,718,335	1,788,398
Amortisation of goodwill	5	162,547	196,367	432,226
		<hr/> 57,342,923	<hr/> 57,164,857	<hr/> 54,659,002
<b>Surplus for the year before exceptional income</b>		<hr/> 10,531,703	<hr/> 6,997,804	<hr/> 10,759,306
Exceptional income	3	-	11,500,000	-
<b>Surplus for the year</b>		<hr/> <b>10,531,703</b>	<hr/> <b>18,497,804</b>	<hr/> <b>10,759,306</b>

**T. Grace**  
Honorary Treasurer

**P. R. Browne**  
Chief Executive

**UNION STATEMENT OF TOTAL RECOGNISED GAINS AND LOSSES**

FOR THE YEAR ENDED 30 APRIL 2014

	<b>2013/14</b>	<b>2012/13</b>	<b>2011/12</b>
	€	€	€
Surplus for the financial period	7,258,974	14,890,105	7,794,476
Difference between expected and actual return on pension scheme assets	86,000	660,000	(45,000)
Experience gains on pension scheme liabilities	335,000	153,000	212,000
Effect of changes in actuarial assumptions	-	(1,069,000)	(3,164,000)
<b>Total surplus relating to the period</b>	<b>7,679,974</b>	<b>14,634,105</b>	<b>4,797,476</b>
<b>Total surplus recognised since the last annual report</b>	<b>7,679,974</b>	<b>14,634,105</b>	<b>4,797,476</b>

**CONSOLIDATED STATEMENT OF TOTAL RECOGNISED GAINS AND LOSSES**

FOR THE YEAR ENDED 30 APRIL 2014

	<b>2013/14</b>	<b>2012/13</b>	<b>2011/12</b>
	€	€	€
Surplus for the financial period	10,531,703	18,497,804	10,759,306
Difference between expected and actual return on pension scheme assets	86,000	660,000	(45,000)
Experience gains on pension scheme liabilities	335,000	153,000	212,000
Effect of changes in actuarial assumptions	-	(1,069,000)	(3,164,000)
<b>Total surplus relating to the period</b>	<b>10,952,703</b>	<b>18,241,804</b>	<b>7,762,306</b>
<b>Total surplus recognised since the last annual report</b>	<b>10,952,703</b>	<b>18,241,804</b>	<b>7,762,306</b>

**UNION RECONCILIATION OF MOVEMENT IN UNION FUNDS**

FOR THE YEAR ENDED 30 APRIL 2014

	<b>2013/14</b>	<b>2012/13</b>	<b>2011/12</b>
	€	€	€
General reserve	49,267,706	34,633,601	29,836,125
Ground development reserve	1,269,738	1,269,738	1,269,738
Financial assistance to clubs reserve	1,269,738	1,269,738	1,269,738
Balance at 1 May	51,807,182	37,173,077	32,375,601
Total recognised surplus relating to the period	7,679,974	14,634,105	4,797,476
Balance at 30 April	59,487,156	51,807,182	37,173,077

**CONSOLIDATED RECONCILIATION OF MOVEMENT IN UNION FUNDS**

FOR THE YEAR ENDED 30 APRIL 2014

	<b>2013/14</b>	<b>2012/13</b>	<b>2011/12</b>
	€	€	€
General reserve	57,322,311	39,080,507	31,318,201
Ground development reserve	1,269,738	1,269,738	1,269,738
Financial assistance to clubs reserve	1,269,738	1,269,738	1,269,738
Balance at 1 May	59,861,787	41,619,983	33,857,677
Total recognised surplus relating to the period	10,952,703	18,241,804	7,762,306
Balance at 30 April	70,814,490	59,861,787	41,619,983

**UNION BALANCE SHEET**

AS AT 30 APRIL 2014

	Note	30/04/14 €	30/04/13 €
<b>Tangible fixed assets</b>	4	33,607,632	34,817,856
<b>Financial fixed assets</b>			
Loans to clubs	6	1,535,117	1,528,426
Other loans	7	9,761,778	9,861,778
Joint ventures	8	86,869,695	92,276,987
Investment in subsidiary undertaking	9	8,012,314	8,512,314
		106,178,904	112,179,505
<b>Current assets</b>			
Debtors and prepayments	10	12,784,858	10,865,151
Cash at bank and in hand		14,772,296	24,830,778
		27,557,154	35,695,929
<b>Current liabilities</b>			
Bank loans	11	7,082,496	19,282,084
Creditors and accrued expenses	12	18,997,882	19,892,502
		26,080,378	39,174,586
<b>Net current assets (liabilities)</b>		1,476,776	(3,478,657)
<b>Total assets less current liabilities</b>		141,263,312	143,518,704
Pension liability	13	(2,318,000)	(2,702,000)
Deferred ticket fund	14	(72,432,262)	(81,139,622)
Deferred naming rights fund	15	(7,025,894)	(7,869,900)
		59,487,156	51,807,182
<b>Financed by:</b>			
Union funds		59,487,156	51,807,182

**T. Grace**  
Honorary Treasurer

**P. R. Browne**  
Chief Executive

**CONSOLIDATED BALANCE SHEET**

AS AT 30 APRIL 2014

	Note	30/04/14 €	30/04/13 €
<b>Tangible fixed assets</b>	4	41,607,632	43,317,856
<b>Intangible fixed assets</b>	5	2,188,292	2,535,496
<b>Financial fixed assets</b>			
Loans to clubs	6	1,535,117	1,528,426
Other loans	7	43,172,977	43,272,977
Joint ventures:	8		
Share of gross assets		200,719,815	206,603,322
Share of gross liabilities		(138,140,811)	(142,233,259)
		107,287,098	109,171,466
<b>Current assets</b>			
Debtors and prepayments	10	12,858,379	10,955,277
Cash at bank and in hand		14,787,056	24,847,528
		27,645,435	35,802,805
<b>Current liabilities</b>			
Bank loans	11	7,082,496	19,282,084
Creditors and accrued expenses	12	19,055,315	19,972,230
		26,137,811	39,254,314
<b>Net current assets (liabilities)</b>		1,507,624	(3,451,509)
<b>Total assets less current liabilities</b>		152,590,646	151,573,309
Pension liability	13	(2,318,000)	(2,702,000)
Deferred ticket fund	14	(72,432,262)	(81,139,622)
Deferred naming rights fund	15	(7,025,894)	(7,869,900)
		70,814,490	59,861,787
<b>Financed by:</b>			
Union funds		70,814,490	59,861,787

**T. Grace**  
Honorary Treasurer

**P. R. Browne**  
Chief Executive

**CONSOLIDATED CASH FLOW STATEMENT**

FOR THE YEAR ENDED 30 APRIL 2014

	Note	30/04/14 €	30/04/13 €
<b>Net cash (outflow) inflow from operating activities</b>	16	(4,078,564)	12,904,193
<b>Returns on investments and servicing of finance</b>			
Interest received on bank deposits		230,854	103,918
Interest received on loans to clubs		13,845	13,667
		244,699	117,585
<b>Capital expenditure and financial investment</b>			
Investment in and advances to joint ventures		-	(2,913,993)
Net repayment from (advances to) clubs		51,290	(275,704)
Repayment by Munster Branch IRFU		100,000	400,000
		151,290	(2,789,697)
<b>Net cash (outflow) inflow before management of liquid resources</b>		(3,682,575)	10,232,081
<b>Management of liquid resources</b>			
Decrease (increase) in short term deposits	17	8,798,839	(21,035,499)
<b>Financing</b>			
Bank loans	17	(12,199,588)	3,000,000
Proceeds on sale of deferred tickets and boxes	14	5,821,691	8,586,959
		(6,377,897)	11,586,959
(Decrease) increase in cash	17	(1,261,633)	783,541



## NOTES TO THE ACCOUNTS

### FOR THE YEAR ENDED 30 APRIL 2014

#### 1. Accounting policies

The following accounting policies have been applied consistently, except as stated below, in dealing with items which are considered material in relation to the accounts.

##### a. Basis of preparation

The accounts have been prepared on the going concern basis in accordance with accounting standards generally accepted in Ireland. Accounting Standards generally accepted in Ireland in preparing financial statements giving a true and fair view are those published by the Institute of Chartered Accountants in Ireland and issued by the Financial Reporting Council.

##### b. Basis of consolidation

The group accounts include the accounts of the parent undertaking and its wholly owned subsidiary undertaking, Lansdowne Car Park Limited.

##### c. Goodwill

Goodwill is the difference between the fair value of the consideration given on the acquisition of a business and the aggregate fair value of the separate net assets acquired.

Goodwill is being amortised through the income and expenditure account in equal instalments over its estimated economic life of up to a maximum of 20 years on a straight line basis.

Negative goodwill is amortised through the income and expenditure account in equal instalments over the remaining life of the asset to which it relates.

Goodwill is reviewed for impairment at the end of the first full financial year following acquisition and in other periods if events or changes in circumstances indicate that the carrying value may not be recoverable.

##### d. Fixed tangible assets

Fixed tangible assets are shown at their historic cost net of any capital grants received or receivable.

##### e. Depreciation

Depreciation is charged in order to write off the assets over their expected useful lives, on a straight line basis, at the following annual rates:

Land	Nil
Stand, buildings, etc.	2.5%
Car park	5%
Fixtures, fittings & equipment	33.33%, 25% and 12.5%
Computer equipment	20% and 33.33%
Grounds purchased and leased to clubs	Nil

## NOTES TO THE ACCOUNTS

### FOR THE YEAR ENDED 30 APRIL 2014

#### 1. Accounting policies (cont'd.)

##### f. Joint ventures

The Union's 50% interest in New Stadium Limited and Thomond Park Stadium Company Limited are accounted for in accordance with 'Financial Reporting Standard 9 Associates and Joint Ventures'.

In the individual accounts of the Union, investments in joint ventures are treated as fixed asset investments and valued at cost less provisions for impairment in value. The provision for impairment in value of these investments is based on the estimated useful lives of the underlying fixed assets, which is estimated to be 20 years, and written off on a straight line basis. The estimated useful life for calculating depreciation in the individual accounts of the joint ventures is significantly longer than 20 years.

In the consolidated accounts, the Union's share of the profits less losses are included in the income and expenditure account. The Union's interest in the net assets is indicated as a fixed asset investment in the balance sheet at an amount representing the Union's share of the fair values of the net assets at acquisition plus the Union's share of post acquisition retained profits.

The amounts included in the accounts of the Union are taken from the management accounts of the joint ventures made up to the Union's year end. Audited accounts of the joint venture companies made up to 30 April are not available as both joint ventures have different year ends to the Union.

##### g. Financial fixed assets

###### *Investments*

Investments are valued at cost. These are reviewed annually and provision is made where it is considered that there is an impairment in value.

Income from investments is recognised in the income and expenditure account in the year in which it is receivable.

###### *Investment – subsidiary undertaking*

In the individual accounts of the Union, the investment in and advances to the Union's wholly owned subsidiary, Lansdowne Car Park Limited, are valued at cost less provisions for impairment in value. The provision for impairment in value is based on the estimated useful life of the underlying fixed asset, which is estimated to be 20 years, and written off on a straight line basis.

##### h. Grants

Capital grants received are set off against the cost of related fixed assets.

Grants towards revenue expenditure are released to the income and expenditure account as the related expenditure is incurred.

##### i. Foreign currencies

###### *Functional and presentation currency*

Items included in the accounts are presented in 'Euro', the currency of the primary economic environment in which the entity operates (the 'functional currency').

###### *Transactions and balances*

Transactions in foreign currencies are recorded at the rate ruling at the date of the transaction or at a contracted rate. Monetary assets and liabilities denominated in foreign currencies are retranslated at the rate of exchange ruling at the balance sheet date or the contracted rate. All differences are taken to the income and expenditure account as part of the fair value gain or loss.

## NOTES TO THE ACCOUNTS

### FOR THE YEAR ENDED 30 APRIL 2014

#### 1. Accounting policies (cont'd.)

##### j. Pension costs

The Union operates a defined benefit pension scheme for certain employees. The assets of the scheme are held separately from those of the Union.

Current service costs, past service costs and gains and losses on settlements and curtailments are charged to the income and expenditure account. Past service costs are recognised over the vesting period or immediately if the benefits have vested. When a settlement or a curtailment occurs, the obligation and related plan assets are re-measured using current actuarial assumptions and the resultant gain or loss is recognised in the income and expenditure account during the period in which the settlement or curtailment occurs.

The interest cost and expected return on assets are shown as a net amount in the income and expenditure account as other finance costs or income. Actuarial gains and losses are recognised immediately in the statement of total recognised gains and losses.

Pension scheme assets are valued at fair value at the balance sheet date. Fair value is based on market price information and in the case of quoted securities is the published bid price. Pension scheme liabilities are measured on an actuarial basis using the projected unit method and are discounted to their present value using a rate equivalent to the current rate of return on a high quality corporate bond of equivalent currency and term to the scheme liabilities. Pension scheme surpluses or deficits are recognised in full on the balance sheet.

The Union also operates a defined contribution scheme for certain employees. Pension benefits are funded over the employees' period of service by way of contributions to insured funds. The Union's contributions are charged to the income and expenditure account in the period to which they relate.

##### k. Deferred ticket income

Monies received in respect of corporate boxes and ten year tickets have been treated as deferred income and have been released to the income and expenditure account over the period to which they relate based on the estimated number of fixtures and the expected admission prices. Details of the amount deferred are set out in Note 14.

##### l. Liquid resources

In the cash flow statement, liquid resources comprise cash on deposit at banks with more than 24 hours' notice.

##### m. Financing

Amounts received in respect of the transfer to the counterparty of the Union's contributions receivable under its stadium naming rights agreement (see Note 15) are recorded as deferred income. Interest is accrued using the rate implicit in the financing agreement and is charged to the income and expenditure account in the period to which it relates.

#### 2. Income and expenditure recognition

Income and expenditure are recognised in the season in which they arise and are incurred.

#### 3. Exceptional income

During the prior year the Union and another party agreed to terminate a sponsorship agreement earlier than the agreed date. Compensation received for this early termination was recognised in full in the prior financial year as no significant further contractual obligation would arise between the parties.

**NOTES TO THE ACCOUNTS**

FOR THE YEAR ENDED 30 APRIL 2014

**4. Tangible fixed assets**

<b>Union</b>	<b>Cost at 30/04/13</b>	<b>Additions</b>	<b>Cost at 30/04/14</b>
	€	€	€
Premises and grounds	49,458,757	-	49,458,757
Fixtures, fittings & equipment	7,497,273	-	7,497,273
Grounds purchased and leased to clubs	368,713	-	368,713
	57,324,743	-	57,324,743
	<b>Accumulated depreciation at 30/04/13</b>	<b>Charge for year</b>	<b>Accumulated depreciation at 30/04/14</b>
	€	€	€
Premises and grounds	15,043,252	1,187,624	16,230,876
Fixtures, fittings & equipment	7,463,635	22,600	7,486,235
Grounds purchased and leased to clubs	-	-	-
	22,506,887	1,210,224	23,717,111
<b>Net book value</b>	34,817,856		33,607,632

<b>Consolidated</b>	<b>Cost at 30/04/13</b>	<b>Additions</b>	<b>Cost at 30/04/14</b>
	€	€	€
Premises and grounds	49,458,757	-	49,458,757
Car park	10,000,000	-	10,000,000
Fixtures, fittings & equipment	7,497,273	-	7,497,273
Grounds purchased and leased to clubs	368,713	-	368,713
	67,324,743	-	67,324,743
	<b>Accumulated depreciation at 30/04/13</b>	<b>Charge for year</b>	<b>Accumulated depreciation at 30/04/14</b>
	€	€	€
Premises and grounds	15,043,252	1,187,624	16,230,876
Car park	1,500,000	500,000	2,000,000
Fixtures, fittings & equipment	7,463,635	22,600	7,486,235
Grounds purchased and leased to clubs	-	-	-
	24,006,887	1,710,224	25,717,111
<b>Net book value</b>	43,317,856		41,607,632

## NOTES TO THE ACCOUNTS

### FOR THE YEAR ENDED 30 APRIL 2014

#### 4. Tangible fixed assets (cont'd.)

(i) The Union consider the accumulated cost, less related depreciation, on expenditure capitalised in respect of the previous stadium at Lansdowne Road as relating to enhancing the value of the land on which the stadium is situated. As stated in Note 8, the Union is in receipt of annual rental income of €750,000 for this land. The net amount included within premises and grounds above in respect of this expenditure is €6,358,605.

(ii) Under a Memorandum of Understanding dated 10 December 2007, the Union entered into arrangements with the Munster Branch IRFU and Thomond Park Stadium Company Limited to redevelop the stadium at Thomond Park. As part of these arrangements, the Union advanced a loan to the Branch (Note 7) and acquired a 50% interest in Thomond Park Stadium Company Limited (Note 8). In addition, the Union have granted an option to the Branch to acquire the freehold interest that the Union holds in Thomond Park. The option price will be based on the original cost of the grounds to the Union adjusted for inflation by reference to the Consumer Price Index from the date of the granting of the option. This option will be exercisable by the Branch on the earlier of ten years from the date of practical completion of the stadium or by 1 January 2019.

The accumulated cost of the old stadium, less related depreciation, amounts to €3,738,346 and is included within premises and grounds above.

#### 5. Intangible fixed asset

	30/04/14	30/04/13
	€	€
Goodwill arising on share of New Stadium Limited		
Cost		
At 1 May	8,033,074	8,212,285
Expenditure during the year	-	5,440
Union share of movement on capital contribution	(184,657)	(184,651)
At 30 April	7,848,417	8,033,074
Amortisation		
At 1 May	(1,249,019)	(802,737)
Charge for the year	(412,462)	(446,282)
At 30 April	(1,661,481)	(1,249,019)
	6,186,936	6,784,055

As part of its investment in the development of the Aviva Stadium, the Union incurred certain expenditure, which was not directly advanced to the joint venture company. In addition, the Union's capital contribution exceeded 50% of the overall capital contribution made to the joint venture company.

The additional expenditure referred to above, and the excess capital contribution, which represents the fair value of the cost of the development of the stadium over the Union's share of the separate net assets of the joint venture company, have been treated as goodwill.

This goodwill is being amortised over a period of 20 years on a straight line basis.

## NOTES TO THE ACCOUNTS

### FOR THE YEAR ENDED 30 APRIL 2014

#### 5. Intangible fixed asset (cont'd.)

	30/04/14	30/04/13
	€	€
Goodwill arising on share of Thomond Park Stadium Company Limited		
Cost		
Union share of movement on capital contribution	(4,498,474)	(4,498,474)
At 30 April	(4,498,474)	(4,498,474)
Amortisation		
At 1 May	249,915	-
Credit for the year	249,915	249,915
At 30 April	499,830	249,915
	(3,998,644)	(4,248,559)

Negative goodwill arose on the Union's share of a capital contribution in Thomond Park Stadium Company Limited.

Negative goodwill is amortised through the income and expenditure account in equal instalments over the remaining life of the asset.

#### 6. Loans to clubs

Interest on loans to clubs is generally charged at a rate of 1%. Terms of repayment are generally over 10 years.

Loans to clubs included in the balance sheet are net of provision where applicable. Provisions against loans to clubs at the year end amounted to €623,849 (2013: €681,830). The reduction of these provisions has increased income by €57,981 in the current year (reduced income by 2012/2013: €5,995; 2011/2012: €10,827)

## NOTES TO THE ACCOUNTS

### FOR THE YEAR ENDED 30 APRIL 2014

#### 7. Other loans

	<b>30/04/14</b>	<b>30/04/13</b>
<b>Union</b>	<b>€</b>	<b>€</b>
Loan to Munster Branch IRFU	9,761,778	9,861,778
Amount due within one year	100,000	6,984,778
Amount due after one year	9,661,778	2,877,000
	<b>9,761,778</b>	<b>9,861,778</b>
<b>Consolidated</b>		
Loan to Munster Branch IRFU	9,761,778	9,861,778
Loan to New Stadium Limited	33,411,199	33,411,199
	<b>43,172,977</b>	<b>43,272,977</b>

The Union advanced funds to the Munster Branch in order to assist with the development of Thomond Park. The amounts advanced are secured on the Branch's share in Thomond Park Stadium Company Limited and on the loan advanced by the Branch to that company. Interest is chargeable on the loan to the Branch based on the effective cost of funds to the Union.

During the year, the Union agreed new terms of repayment. The loan is to be repaid on a phased basis over the next number of years as follows:

30 April 2015	€100,000
30 April 2016	€200,000
30 April 2017	€4,200,000
30 April 2018 - 30 April 2026 (per annum)	€500,000
30 April 2027	€761,778

The loan is to be fully repaid by 30 April 2027.

The loan to New Stadium Limited is interest-free and has no fixed terms of repayment.

## NOTES TO THE ACCOUNTS

### FOR THE YEAR ENDED 30 APRIL 2014

#### 8. Joint ventures

The Union holds 50% of the ordinary share capital of New Stadium Limited and 50% of the ordinary share capital of Thomond Park Stadium Company Limited (companies formed to develop the Aviva Stadium and Thomond Park respectively).

	<b>30/04/14</b>	<b>30/04/13</b>
	€	€
Investment at cost		
- New Stadium Limited	74,734,633	74,734,633
- Thomond Park Stadium Company Limited	5	5
Loan to New Stadium Limited	33,411,199	33,411,199
	108,145,837	108,145,837
Amortisation in respect of New Stadium Limited		
Accumulated balance carried forward	(15,868,850)	(10,461,558)
Charge for the year	(5,407,292)	(5,407,292)
	86,869,695	92,276,987

Disclosures in respect of New Stadium Limited, based on the company's management accounts, required under 'Financial Reporting Standard 9 Associates and Joint Ventures' are as follows:

	<b>30/04/14</b>	<b>30/04/13</b>
	€	€
Share of turnover	5,794,099	6,022,813
Share of operating loss	(1,341,925)	(1,086,063)
Share of tax	-	-
Share of loss after tax	(1,341,925)	(1,086,063)
Share of fixed assets	183,851,920	188,679,919
Share of current assets	1,300,672	1,778,890
Share of gross assets	185,152,592	190,458,809
Share of current liabilities	(600,081)	(1,389,782)
Share of non-current liabilities	(125,402,017)	(128,761,264)
Share of gross liabilities	(126,002,098)	(130,151,046)
Share of net assets	59,150,494	60,307,763



## NOTES TO THE ACCOUNTS

### FOR THE YEAR ENDED 30 APRIL 2014

#### 8. Joint ventures (cont'd.)

Disclosures in respect of Thomond Park Stadium Company Limited, based on the company's management accounts, required under 'Financial Reporting Standard 9 Associates and Joint Ventures' are as follows:

	<b>30/04/14</b>	<b>30/04/13</b>
	€	€
Share of turnover	1,010,514	1,045,965
Share of operating loss	(633,790)	(513,074)
Share of tax	-	-
Share of loss after tax	(633,790)	(513,074)
Share of fixed assets	15,135,470	15,706,970
Share of current assets	431,753	437,543
Share of gross assets	15,567,223	16,144,513
Share of current liabilities	(372,859)	(909,901)
Share of non-current liabilities	(11,765,854)	(11,172,312)
Share of gross liabilities	(12,138,713)	(12,082,213)
Share of net assets	3,428,510	4,062,300

## NOTES TO THE ACCOUNTS

### FOR THE YEAR ENDED 30 APRIL 2014

#### 8. Joint ventures (cont'd.)

The Union has entered into lease agreements with each of the companies to lease land on which the stadia have been redeveloped on the following terms:

Company	Term of lease	Annual rent
New Stadium Limited	99 years from Dec 2005	€750,000
Thomond Park Stadium Company Limited	55 years from Oct 2006	€9,600

The rents due became payable during the year ended April 2011 in the case of Thomond Park, and became due from May 2010 in the case of the Aviva Stadium.

#### 9. Interest in subsidiary undertaking

	30/04/14 €	30/04/13 €
Cost		
At 1 May	10,012,314	10,012,314
At 30 April	10,012,314	10,012,314
Amortisation		
At 1 May	(1,500,000)	(1,000,000)
Charge for the year	(500,000)	(500,000)
At 30 April	(2,000,000)	(1,500,000)
	8,012,314	8,512,314

The Union owns 100% of the ordinary share capital of Lansdowne Car Park Limited, a company registered in the Republic of Ireland whose registered office is at 10/12 Lansdowne Road, Dublin 4.

The Union advanced funds to the company in order to finance the construction of a car park located adjacent to The Aviva Stadium. The Union are amortising the investment in the subsidiary over the expected useful life of the car park which is estimated to be twenty years.

## NOTES TO THE ACCOUNTS

### FOR THE YEAR ENDED 30 APRIL 2014

#### 10. Debtors and prepayments

	Union		Consolidated	
	30/04/14	30/04/13	30/04/14	30/04/13
	€	€	€	€
Provincial branch balances	1,311,696	1,713,147	1,311,696	1,713,147
Sponsorship debtors	764,660	1,488,539	764,660	1,488,539
Ticket debtors	1,934,413	900,180	1,934,413	900,180
Other debtors	22,218	27,047	95,739	117,173
Prepayments and accrued income	8,629,837	6,577,250	8,629,837	6,577,250
Stock of sportswear and equipment	122,034	158,988	122,034	158,988
	<b>12,784,858</b>	<b>10,865,151</b>	<b>12,858,379</b>	<b>10,955,277</b>

Trade debtors and short term receivables above are stated net of provision, where applicable. Provisions against debtors at the year end amounted to €1,837,728 (2013: €3,332,872). The movement on these provisions has increased net income by €255,466 (2012/2013: €386,957 decrease; 2011/2012: €121,527 decrease).

#### 11. Bank loans

Bank loans are secured by an all sums mortgage and charge over certain properties owned by the Union. The loan is expected to be repaid by 30 September 2014. However the terms of the agreement state that the loan is repayable on demand. On that basis, the loan was reflected as due within one year as at 30 April 2013.

#### 12. Creditors

	Union		Consolidated	
	30/04/14	30/04/13	30/04/14	30/04/13
	€	€	€	€
Accruals	13,501,047	16,524,535	13,409,058	16,604,263
Income received in advance	5,442,151	3,266,587	5,591,753	3,266,587
PAYE/PRSI	43,754	59,353	43,574	59,353
VAT	10,930	42,027	10,930	42,027
	<b>18,997,882</b>	<b>19,892,502</b>	<b>19,055,315</b>	<b>19,972,230</b>

## NOTES TO THE ACCOUNTS

### FOR THE YEAR ENDED 30 APRIL 2014

#### 13. Pension commitments

The pension entitlements of certain employees of the Union arise under both a defined benefit scheme and a defined contribution scheme which are funded by annual contributions by the Union to separately administered pension funds.

The latest actuarial valuation for the defined benefit scheme was dated 1 August 2011. The assets of the fund, which amounted to €6,452,000, showed that, on an immediate discontinuance basis, the assets of the fund were adequate to meet the plan's statutory minimum funding liabilities. The assets represent 97% in aggregate of the benefits which would accrue to members at the valuation date after allowing for future salary increases. The actuarial report is not available for public inspection.

The valuations employed for FRS 17 disclosure purposes have been updated by the scheme's independent and qualified actuary to take account of the requirements of the accounting standard in order to assess the liabilities of the scheme as at 30 April 2014. The valuations have been completed using the projected unit method.

The amounts recognised in the income and expenditure account are as follows:

	<b>30/04/14</b>	<b>30/04/13</b>
	€	€
<b>Amounts charged to income and expenditure:</b>		
Current service cost	343,000	305,000
<hr/>		
Total operating charge	343,000	305,000
 <b>Amounts charged to finance cost</b>		
Expected return on scheme assets	(338,000)	(341,000)
Interest on scheme liabilities	353,000	356,000
<hr/>		
Other finance cost	15,000	15,000
<hr/>		
Total charge to the income and expenditure account	358,000	320,000
<hr/>		
Actual return on scheme assets	424,000	1,001,000
<hr/>		

Actuarial gains of €421,000 (2012/13: losses of €256,000) have been recognised in the statement of total recognised gains and losses.

## NOTES TO THE ACCOUNTS

### FOR THE YEAR ENDED 30 APRIL 2014

#### 13. Pension commitments (cont'd.)

The amounts recognised in the balance sheet are as follows:

	<b>30/04/14</b>	<b>30/04/13</b>
	€	€
Present value of funded obligations	(10,592,000)	(11,125,000)
Fair value of scheme assets	8,274,000	8,423,000
Net pension liability	(2,318,000)	(2,702,000)

	<b>30/04/14</b>	<b>30/04/13</b>
	€	€
Opening defined benefit obligation	11,125,000	9,597,000
Current service cost	343,000	305,000
Interest on scheme liabilities	353,000	356,000
Actuarial (gain) loss	(335,000)	916,000
Benefits paid	(894,000)	(49,000)
Closing defined benefit obligation	10,592,000	11,125,000

Changes in the fair value of scheme assets are as follows:

	<b>30/04/14</b>	<b>30/04/13</b>
	€	€
Opening fair value of scheme assets	8,423,000	7,139,000
Expected return on scheme assets	338,000	341,000
Contributions by employer	259,000	268,000
Contributions by scheme participants	62,000	64,000
Actuarial gain	86,000	660,000
Benefits paid	(894,000)	(49,000)
Closing fair value of scheme assets	8,274,000	8,423,000

## NOTES TO THE ACCOUNTS

### FOR THE YEAR ENDED 30 APRIL 2014

#### 13. Pension commitments (cont'd.)

The fair value of the major categories of scheme assets as a percentage of total scheme assets are as follows:

	30/04/14 %	30/04/14 €	30/04/13 %	30/04/13 €
Equities	31.0	2,600,000	26.0	2,210,000
Bonds	34.0	2,790,000	36.0	3,043,000
Property	1.0	85,000	1.0	72,000
Cash/Other	-	-	4.0	365,000
Global Absolute Return Strategies Fund	34.0	2,799,000	33.0	2,733,000
		8,274,000		8,423,000

The principal actuarial assumptions as at the balance sheet date were:

	30/04/14 %	30/04/13 %
Rate of increase in salaries	2.00	2.00
Rate of increase in pensions payment (pre 2009)	5.00	5.00
Rate of increase in pensions payment (post 2009)	2.00	2.00
Discount rate	3.20	3.20
Inflation assumption	2.00	2.00
Rate of return on plan assets	4.26	4.15

The mortality assumptions used were as follows:

	30/04/14 years	30/04/13 years
Life expectancy of male/female currently aged 65	22.6/24.8	22.5/24.7
Life expectancy of male/female at 65 currently aged 45	24.5/26.9	24.4/26.8

Amounts for the current and previous four periods are as follows:

	2014 €'000	2013 €'000	2012 €'000	2011 €'000	2010 €'000
Defined benefit obligation	(10,592)	(11,125)	(9,597)	(6,154)	(5,571)
Fair value of scheme assets	8,274	8,423	7,139	6,535	6,046
(Deficit) surplus in the scheme	(2,318)	(2,702)	(2,458)	381	475
Experience adjustments on scheme liabilities (%)	1	8	2	1	5
Experience adjustments on scheme assets (%)	3	1	(1)	(2)	12

## NOTES TO THE ACCOUNTS

### FOR THE YEAR ENDED 30 APRIL 2014

**14. Deferred ticket fund**

	<b>30/04/14</b>	<b>30/04/13</b>
	€	€
Amounts brought forward prior to stadium redevelopment		
At 1 May	4,676,175	11,503,208
Transfer to revenue account	(2,213,283)	(6,827,033)
At 30 April	2,462,892	4,676,175
Amounts received for Aviva Stadium		
At 1 May	76,463,447	75,501,000
Transfer to revenue account	(12,315,768)	(7,624,512)
Proceeds in respect of tickets sold during the year received and receivable	5,821,691	8,586,959
At 30 April	69,969,370	76,463,447
	72,432,262	81,139,622

**15. Deferred naming rights fund**

The Union entered into an arrangement with Hibernian Aviva Group plc ('Aviva') in respect of naming rights for the stadium. The Union, the Football Association of Ireland and New Stadium Limited will receive payments over a ten year period commencing in July 2010 in return for the naming rights to the stadium. The Union agreed to transfer the rights to future elements of these payments in return for an upfront payment of €8,333,333. These funds, together with other amounts received, are shown as deferred naming rights and will be released to income and expenditure over the period of the naming rights agreement.

	<b>30/04/14</b>	<b>30/04/13</b>
	€	€
At 1 May	7,869,900	8,402,278
Unwind of discount	546,470	517,622
Transferred to income during the year	(1,390,476)	(1,050,000)
At 30 April	7,025,894	7,869,900

The financing element of the arrangement is secured over future payments receivable from Aviva only.

**NOTES TO THE ACCOUNTS**

FOR THE YEAR ENDED 30 APRIL 2014

**16. Reconciliation of operating surplus to net cash (outflow) inflow from operating activities**

	<b>2013/14</b>	<b>2012/13</b>
	€	€
Operating surplus	10,531,703	18,497,804
Deposit interest receivable	(244,699)	(117,585)
Unwinding of discount (Note 15)	546,470	517,622
Depreciation	1,710,224	1,718,335
Movement in shares of net assets of joint venture and Union share of capital contribution	1,975,715	1,600,555
Amortisation	162,547	196,367
Movement in provisions against loans to clubs	(57,981)	5,995
Movement in debtors	(1,903,101)	3,526,082
Movement in creditors	(916,915)	2,472,563
Current service costs less return on investment on pension	296,000	256,000
Pension fund contributions	(259,000)	(268,000)
Transfer to revenue – deferred naming rights	(1,390,476)	(1,050,000)
Transfer to revenue – corporate boxes and ten year tickets	(14,529,051)	(14,451,545)
<b>Net cash (outflow) inflow from operating activities</b>	<b>(4,078,564)</b>	<b>12,904,193</b>

**17. Analysis of changes in net funds during the year**

	<b>30/04/13</b>	<b>Cash flow</b>	<b>30/04/14</b>
	€	€	€
Cash	1,968,043	(1,261,633)	706,410
Liquid resources:			
Short term deposits	22,879,485	(8,798,839)	14,080,646
	24,847,528	(10,060,472)	14,787,056
Bank loans	(19,282,084)	12,199,588	(7,082,496)
<b>Net funds</b>	<b>5,565,444</b>	<b>2,139,116</b>	<b>7,704,560</b>

**18. Reconciliation of net cash flow to movement in net funds**

	<b>2013/14</b>	<b>2012/13</b>
	€	€
(Decrease) increase in cash	(1,261,633)	783,541
Cash flow from liquid resources	(8,798,839)	21,035,499
Decrease (increase) in bank loans	12,199,588	(3,000,000)
<b>Movement in net funds</b>	<b>2,139,116</b>	<b>18,819,040</b>
<b>Net funds (debt) at beginning of year</b>	<b>5,565,444</b>	<b>(13,253,596)</b>
<b>Net funds at end of year</b>	<b>7,704,560</b>	<b>5,565,444</b>



## NOTES TO THE ACCOUNTS

### FOR THE YEAR ENDED 30 APRIL 2014

#### 19. Revenue grants

The following grants were received and used for the stated purpose in the year ended 30 April 2014.

	30/04/14	30/04/13
Irish Sports Council		
- game development and participation	€2,369,308	€2,494,008
- women in sport	€114,000	€120,000
- high performance women's sevens	€275,000	-
Department of Transport, Tourism and Sport		
- capital sports grant	€257,517	-
Olympic Council of Ireland/IOC Solidarity Funding		
- women's sevens	€12,182	-
International Rugby Board		
- game development and participation and elite player development	Stg£250,000	Stg£250,000

#### 20. Commitments and contingencies

##### *Commitments under operating leases*

On 12 November 2010 the Union entered into an operating lease in respect of property at 10/12 Lansdowne Road at an annual rent of €350,000. This lease will expire on 31 December 2023 with a tenant only break clause on 31 December 2018. The amount charged in respect of this rent in the current period amounted to €350,000. During the year the Union incurred operating lease rentals on motor vehicles amounting to €160,871. The commitment in respect of existing lease agreements on vehicles all of which expire within twelve months amount to €112,019.

##### *Contingencies*

In terms of agreements between the Union, the Football Association of Ireland, New Stadium Limited and the Government for the provision of grants amounting to €191 million for the redevelopment of the Aviva Stadium, the Union have agreed that in the event that the land on which the stadium is built is not used for sporting and recreational activities for a period of thirty years from the date of payment of the grants, the grant or a portion of the grant could become repayable.

In terms of agreements between the Union, the Munster Branch Irish Rugby Football Union, Thomond Park Stadium Company Limited and the Government for the provision of grants amounting to €9 million for the redevelopment of Thomond Park, the Union have agreed that in the event that the Stadium is not used as a facility for the playing of Rugby Union and associated social, recreational and cultural activities for the people of Munster and surrounding district for the period of fifteen years from the date of payment of the grants, the grant or a portion of the grant could become repayable.

The Union have pledged the lands at Thomond Park as security in respect of any liability which may arise in this regard.

The Union issued a joint and several letter of undertaking in conjunction with the Football Association of Ireland to secure a bank guarantee issued by New Stadium Limited, trading as Aviva Stadium, in favour of Iarnród Éireann in the amount of €2,250,000.

## **NOTES TO THE ACCOUNTS**

### FOR THE YEAR ENDED 30 APRIL 2014

#### **21. Related party disclosures**

The Irish Rugby Football Union is controlled by the Council of the Union.

The day to day affairs are managed by a Committee comprising various members, the majority of whom have been elected.

The Committee consider that all material transactions with related parties have been adequately disclosed in these financial statements and the notes thereto.

#### **22. Approval of accounts**

The accounts of the Union were approved by the Committee on 26 June 2014 and signed on its behalf by the Honorary Treasurer and the Chief Executive.

## **STATEMENT OF COMMITTEE'S RESPONSIBILITIES**

The Committee is responsible for preparing accounts, which give a true and fair view of the state of affairs of the Union at the end of each financial period and of the surplus or deficit for the period. They are responsible for keeping proper accounting records, for safeguarding assets, and for preventing and detecting fraud and other irregularities.

The Committee confirms that suitable accounting policies have been consistently applied, that reasonable and prudent judgments and estimates have been used in the preparation of the accounts, and that it is appropriate to assume that the Union will continue in being and to prepare the financial statements on a going concern basis.

## **INDEPENDENT AUDITORS' REPORT TO THE MEMBERS**

YEAR ENDED 30 APRIL 2014

We have audited the accounts on pages 24 to 48 which comprise the Union and consolidated income and expenditure account, the Union and consolidated statement of total recognised gains and losses, the Union and consolidated balance sheet and the consolidated cash flow statement with the related notes. The financial reporting framework that has been applied in their preparation is accounting standards issued by the Financial Reporting Council and promulgated by the Institute of Chartered Accountants in Ireland (Generally Accepted Accounting Practice in Ireland).

### **Respective responsibilities of the Committee and the auditors**

As explained more fully on page 49, the Committee is responsible for preparing the accounts giving a true and fair view. Our responsibility is to audit and express an opinion on the accounts in accordance with Irish law and International Standards on Auditing (UK and Ireland). Those standards require us to comply with the Auditing Practices Board's Ethical Standards for Auditors.

### **Scope of the audit of the financial statements**

An audit involves obtaining evidence about the amounts and disclosures in the financial statements sufficient to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or error. This includes an assessment of: whether the accounting policies are appropriate to the Union's circumstances and have been consistently applied and adequately disclosed; the reasonableness of significant accounting estimates made by the Committee; and the overall presentation of the financial statements.

### **Opinion**

In our opinion the accounts;

- give a true and fair view, in accordance with Generally Accepted Accounting Practice in Ireland, of the state of affairs of the Union as at 30 April 2014 and of the surplus of income over expenditure of the Union for the year then ended.
- have been prepared in accordance with Generally Accepted Accounting Practice in Ireland.

**Grant Thornton**  
**Registered Auditors**  
**Chartered Accountants**

24-26 City Quay  
Dublin 2

Date: 26th June 2014

**INCOME**

FOR THE YEAR ENDED 30 APRIL 2014

**Schedule 1: Representative matches**

	<b>2013/14</b>	<b>2012/13</b>	<b>2011/12</b>
	€	€	€
International rugby income	33,356,304	27,881,001	30,722,240
Commercial income	6,148,748	8,863,802	9,139,485
Deferred ticket income	15,919,527	14,451,545	11,958,289
ERC and provincial income	10,335,974	10,763,413	11,137,316
	<b>65,760,553</b>	<b>61,959,761</b>	<b>62,957,330</b>

**Schedule 2: Other income**

	<b>2013/14</b>	<b>2012/13</b>	<b>2011/12</b>
	€	€	€
Other rugby income	339,462	648,663	620,877
Government grants	3,015,825	2,614,008	2,912,120
Other income	629,501	444,154	691,188
	<b>3,984,788</b>	<b>3,706,825</b>	<b>4,224,185</b>

**EXPENDITURE**

FOR THE YEAR ENDED 30 APRIL 2014

**Schedule 3: Professional game costs**

	<b>2013/14</b>	<b>2012/13</b>	<b>2011/12</b>
	€	€	€
National tours, camps and squads	789,970	925,888	255,830
National match costs	3,172,874	2,717,260	2,549,988
Player and management costs	27,908,170	28,576,706	28,648,479
	<b>31,871,014</b>	<b>32,219,854</b>	<b>31,454,297</b>

**Schedule 4: Elite player development**

	<b>2013/14</b>	<b>2012/13</b>	<b>2011/12</b>
	€	€	€
Wolfhound/Emerging Ireland teams	248,640	152,186	90,851
Under 20's	466,410	407,399	414,440
Academies	1,580,507	1,348,118	1,337,710
High performance unit	706,414	420,379	345,160
Fitness programme	625,176	596,088	443,703
	<b>3,627,147</b>	<b>2,924,170</b>	<b>2,631,864</b>

**Schedule 5: Games support costs**

	<b>2013/14</b>	<b>2012/13</b>	<b>2011/12</b>
	€	€	€
Referee costs	310,886	319,819	287,877
Medical costs	344,469	377,965	337,120
	<b>655,355</b>	<b>697,784</b>	<b>624,997</b>

**EXPENDITURE**

FOR THE YEAR ENDED 30 APRIL 2014

**Schedule 6: Domestic & community rugby**

	<b>2013/14</b>	<b>2012/13</b>	<b>2011/12</b>
	€	€	€
Under 19's	114,306	83,836	97,645
Irish schoolboy team	137,548	140,428	174,424
Irish youth team	140,785	216,930	154,535
Women's teams	1,428,745	681,078	265,655
Club Ireland	76,039	70,029	78,700
Domestic competitions	223,595	238,494	246,707
General development salaries	549,263	521,036	424,633
General development expenses	91,641	86,585	144,721
Development resources	153,363	215,476	358,444
Coaching courses	243,784	217,083	212,917
Youth and schools	125,642	331,411	273,653
YDO and provincial staff	2,948,681	2,716,480	2,680,456
Clubs and schools support	1,174,628	1,295,319	1,491,089
Referee development	531,947	532,668	504,598
Leisure and community programmes	248,854	640,115	533,222
Community rugby and other funding	1,656,370	1,515,791	1,612,946
	<b>9,845,191</b>	<b>9,502,759</b>	<b>9,254,345</b>

**EXPENDITURE**

FOR THE YEAR ENDED 30 APRIL 2014

**Schedule 7: Marketing**

	<b>2013/14</b>	<b>2012/13</b>	<b>2011/12</b>
	€	€	€
Marketing	847,538	773,635	670,386
PR and communications	136,270	159,384	140,569
Website	277,547	315,112	221,065
	<b>1,261,355</b>	<b>1,248,131</b>	<b>1,032,020</b>

**Schedule 8: Grounds**

	<b>2013/14</b>	<b>2012/13</b>	<b>2011/12</b>
	€	€	€
Licence fees, rates and insurance	2,824,206	2,860,279	2,512,300
Repairs and renewals	117,313	78,432	88,413
Other facilities	47,313	584,820	254,996
	<b>2,988,832</b>	<b>3,523,531</b>	<b>2,855,709</b>

**Schedule 9: Administration and overheads**

	<b>2013/14</b>	<b>2012/13</b>	<b>2011/12</b>
	€	€	€
Governance costs	377,620	386,781	299,482
Salaries and pension	2,528,659	2,335,436	2,057,629
Printing, postage and stationery	126,435	170,226	130,433
Rates, rent, insurance and telephone	612,183	676,386	663,397
Office maintenance	559,061	331,834	274,620
Professional fees	585,109	757,319	745,763
Miscellaneous administration costs	330,890	376,643	312,493
	<b>5,119,957</b>	<b>5,034,625</b>	<b>4,483,817</b>



## NOTES

## NOTES



