

# NEW ZEALAND RUGBY UNION

2005 ANNUAL REPORT



# “NEW ZEALAND RUGBY HAS DELIVERED ON THE PROMISES MADE BY YEARS OF STRATEGIC PLANNING AND CAREFUL PREPARATION”

JOCK HOBBS



# 2005

## SCOREBOARD

PERFORMANCE  
90/100

REVENUE  
\$ 146.7 MILLION

EXPENDITURE  
\$ 123.0 MILLION

PROFIT  
\$ 23.7 MILLION

## 2005 PERFORMANCE

	WEIGHTING	ACHIEVED
■ Game Development	15%	10%
■ Representative Teams	40%	34%
■ Competitions	30%	28%
■ Governance & Financial	15%	13%
■ Additional achievements*		5%
	<b>100%</b>	<b>90%</b>

\* In recognition of the additional accomplishments of the NZRU, in winning the right to host RWC 2011 and the All Blacks achieving the Grand Slam, that were not included as part of the Scoreboard for reasons of timing, the NZRU Board agreed to add an additional five percent to the overall assessment of the organisation's performance.

## 2005 EXPENDITURE

EXPENDITURE	\$ MILLION	ALLOCATION
■ Game Development	\$ 28.6	23%
■ Representative Teams	\$ 28.1	23%
■ Competitions	\$ 56.3	46%
■ Governance & Financial	\$ 10.0	8%
	<b>\$ 123.0</b>	<b>100%</b>

# 2005

## OUTCOMES

IN RECOGNITION OF THE ADDITIONAL ACCOMPLISHMENTS OF THE NZRU, IN WINNING THE RIGHT TO HOST RWC 2011 AND THE ALL BLACKS ACHIEVING THE GRAND SLAM, THAT WERE NOT INCLUDED AS PART OF THE SCOREBOARD FOR REASONS OF TIMING, THE NZRU BOARD AGREED TO ADD AN ADDITIONAL FIVE PERCENT TO THE OVERALL ASSESSMENT OF THE ORGANISATION'S PERFORMANCE.

### GAME DEVELOPMENT

10/15<sup>/100</sup>

- Implement budgeted initiatives of the Community Rugby Plan
- Review Provincial Union Funding
- Increase junior players of 5–12 years by 5%
- Increase junior players of 13–19 years by 7.5%
- Increase senior players by 3%
- Increase qualified coaches by 5%
- Increase retention rate of referees by 3%
- Increase active referees by 3%
- Decrease serious injuries from the average of previous five years

### REPRESENTATIVE TEAMS

34/40<sup>/100</sup>

- All Blacks
  - Win Philips Tri Nations series
  - Win Bledisloe Cup
  - Win DHL New Zealand Lions Series
  - Win Test against England
  - Win all other matches
- Other national teams
  - New Zealand Under 19 win IRB World Championship
  - New Zealand Under 21 win IRB World Championship
  - Black Ferns win
  - New Zealand Maori beat Fiji
  - Sevens win IRB Rugby World Cup Sevens
  - Sevens win IRB Sevens Series
- Implement a comprehensive High Performance Strategy

### COMPETITIONS

28/30<sup>/100</sup>

- Implement the Competitions Review framework
- Tests
  - 100% attendance at New Zealand-based Philips Tri Nations games
  - Maintain TV viewership at 2004 levels
- Rebel Sport Super 12
  - Maintain game attendance figures in New Zealand at 2003 levels
  - Maintain TV viewership at 2004 levels
  - Achieve brand support of 75%
  - Decrease points differential from 2004
- Air New Zealand NPC
  - Maintain game attendance figures at 2003 levels
  - Maintain TV viewership at 2004 levels
  - Achieve brand support of 65%
  - Decrease points differential from 2004
- Organise a successful DHL New Zealand Lions Series
- Complete renegotiation of the Collective Agreement with players

### GOVERNANCE AND FINANCIAL

13/15<sup>/100</sup>

- Achieve budgeted net surplus for year of \$23 million
- Progress revenue review project plan as per agreed timeframe
- Ensure broadcasting agreements are in place with broadcasters
- Implement risk management framework

= Partially achieved

# 2006

## TARGETS

### GAME DEVELOPMENT

15/100

- Implement key budgeted initiatives of the Community Rugby Plan
- Increase junior players aged 5–12 years by 5%
- Increase junior players aged 13–19 years by 5%
- Increase senior players by 2%
- Increase qualified coaches by 5%
- Increase active referees by 3%
- Increase retention rate of referees by 3%
- Ensure serious injury rate is not greater than average of previous five years

### REPRESENTATIVE TEAMS

40/100

- All Blacks
  - Win all end-of-year tour Test matches
  - Win Philips Tri Nations Series
  - Retain Bledisloe Cup
  - Win Tests against Ireland
  - Win Test against Argentina
- Prepare for RWC 2007
- Other national teams
  - Junior All Blacks win Pacific Five Nations
  - New Zealand Under 19 win IRB World Championship
  - New Zealand Under 21 win IRB World Championship
  - Black Ferns win Women's Rugby World Cup
  - New Zealand Maori win Churchill Cup
  - Sevens win IRB Sevens Series and/or Commonwealth Games

### COMPETITIONS

30/100

- Successfully implement new competitions
  - Rebel Sport Super 14
    - Maintain game attendance figures in New Zealand at 2004 levels
    - Maintain TV viewership at 2005 levels
    - Achieve brand support of 75%
  - Air New Zealand Cup
    - Achieve stipulated game attendance figures
    - Achieve stipulated TV viewership figures
    - Achieve stipulated brand support level
  - All Provincial Unions adhere completely to minimum standards for operational delivery
  - Decrease points differential relative to 2005 Air New Zealand NPC Division One
  - Division One
    - All Provincial Unions adhere completely to minimum standards for operational delivery
    - Sponsor obtained
- Salary Cap Implementation progressed to agreed timelines
- Test matches
  - 100% attendance at New Zealand-based Philips Tri Nations matches
  - 95% attendance at International Series matches
  - Hosting Provincial Unions meet 90% of match management requirements
  - Sponsor obtained for International Series

### GOVERNANCE AND FINANCIAL

15/100

- Complete Provincial Union Funding Review
- Implement agreed revenue generation opportunities
- Achieve budgeted result – loss no greater than \$5 million
- Ensure appropriate resources are provided for RWC 2011
- Provide appropriate support to Provincial Unions

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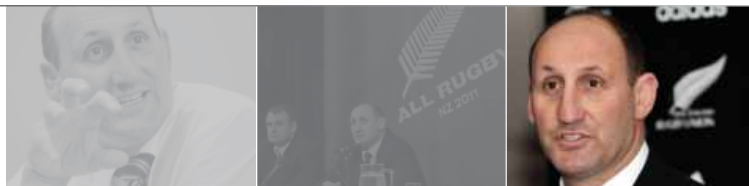
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 PHOTOSPORT

ANDY RADKA, ABOVE GROUND LEVEL (INSIDE FRONT COVER)  
 CLAYTON TUME, RDJ INTERNATIONAL LIMITED (P 21)

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# Chairman's report



2005 was a year of outstanding success for rugby in New Zealand as an unprecedented number of historic events and opportunities converged in a remarkable sequence of accomplishments. New Zealand rugby delivered on the promises made by several years of strategic planning and careful preparation, and all of this work came to fruition in a series of great achievements, on and off the rugby field.

While it is easy to take great pride in, and simply enjoy, the successes of 2005 – and I encourage everyone in the New Zealand rugby community to do just that – the New Zealand Rugby Union (NZRU) is well aware of the increased expectations and new challenges that the year's achievements have created. Against the backdrop of the NZRU's 10-year vision for New Zealand rugby, the feats of 2005 should not be seen as the culmination of our work but as inspiration and experience we can harness to build and sustain momentum into 2006 and beyond.

The NZRU's vision was set in 2003 by the NZRU Board to define the organisation's goals for the decade to follow. Each of the strategic priorities the NZRU sets for itself each year is geared towards achieving this vision, and each year the NZRU builds on the work of years past and anticipates the challenges and opportunities of the years to come. Above the activities and outcomes of any particular year, the vision ensures we keep the best interests of New Zealand rugby foremost in our minds at all times.

The All Blacks represent the pinnacle of rugby in New Zealand. The NZRU vision

requires that **the All Blacks and other high performance teams maintain their enviable historical winning records.**

Success on the world stage is the best advertisement for rugby, inspiring players, winning fans, and building the support of commercial and broadcasting partners and the international rugby community. After a year in which the team won 11 of its 12 Test matches while introducing a number of talented new players to the international arena and building a culture of leadership and pride within its own ranks, the future of All Blacks rugby looks confident and strong.

semifinal and final respectively – to the eventual champions. Whatever the mark on the chest, the black jersey motivates and rewards our best players, who play with a passion and intensity that is characteristic of New Zealand rugby.

All of the players who represent New Zealand rugby hone their craft in our professional and domestic competitions. In 2005, the NZRU completed the final stages of the Competitions Review, announcing the make-up of the two new provincial competitions to kick off in 2006: 14 teams to play in the professional/

“2005 PROVED THAT NEW ZEALAND RUGBY IS CAPABLE OF MAKING AND KEEPING BIG PROMISES.” JOCK HOBBS

In 2006, the All Blacks face the challenge of delivering on the promise of a 2005 team that set new standards for excellence on and off the field.

In addition, the Black Ferns, New Zealand Maori and the new Junior All Blacks all went through 2005 undefeated. The New Zealand Sevens team won the IRB Sevens Series championship for the sixth year running. Neither of the New Zealand Under 21 and Under 19 sides could retain their IRB age group titles but in each case lost – in the

semi-professional Air New Zealand Cup and 12 in Division One. In applying for entry into the new competitions, all Provincial Unions committed to meeting a range of requirements set down by the NZRU. To a significant extent, the success of these competitions will rest on the ability of Provincial Unions to fulfil these promises. The Competitions Review plays an essential role in delivering on our vision to **ensure competitions at all levels of the game are entertaining, aspirational, sustainable and safe for all our players.**

Increasingly, the professionalism of modern rugby requires a greater and smarter focus of resources at the top levels of the game. Throughout 2005, the NZRU rolled out new initiatives under the High Performance Plan, which supports the NZRU vision's call for **outstanding identification and development programmes to generate quality players, referees, coaches and administrators**. The High Performance strategy works proactively both to promote the best of our rugby personnel to the top of the game and to disseminate their knowledge and experience throughout the New Zealand rugby community.

This work is reinforced by the completion of the new Players' Collective Employment Agreement. This ground-breaking document introduces guaranteed retainers for players and links their salaries directly to the NZRU's revenue. Cumulatively, these and other innovations of the new Agreement create a closer relationship between the NZRU and players and will help to keep professional and aspiring players in New Zealand.

The NZRU has a duty to ensure **the global game is healthy and prosperous** – the history of rugby union is inextricably wound up with that of our world-renowned teams and players. Our successful Rugby World Cup 2011 Bid – lodged in partnership by the NZRU and the New Zealand Government – drew heavily on the traditions of New Zealand rugby and the passion for and knowledge of rugby that exists throughout New Zealand, our stadium of four million people. The Bid also emphasised the benefits to world rugby of a tournament in New Zealand. These benefits, and our national passion for rugby, were clearly evident during the DHL New Zealand Lions Series, a six-week festival of rugby which demonstrated the ability of the New Zealand rugby community to host

and support an international sporting event. The outstanding delivery of the DHL New Zealand Lions Series enabled us to stand before the IRB Council and confidently promise an outstanding Rugby World Cup tournament in 2011. My thanks go to everyone who contributed to the realisation of the DHL New Zealand Lions Series and the Rugby World Cup 2011 Bid. We should be proud of these achievements, while at the same time remembering the challenges and opportunities that lie ahead.

The success of New Zealand rugby on the international stage, on and off the field, is vital to achieving our vision for rugby in our schools and clubs, that **the base of the game at community level in New Zealand is healthy and strong**. The NZRU Board approved the Community Rugby Plan in 2004 to provide additional funding for initiatives directed at strengthening the foundations of New Zealand rugby. These initiatives have produced some good results, increasing numbers of players and officials and providing stability, guidance and training for community rugby coaches and administrators across the country. The NZRU continues to deliver on its promise to build and support community rugby.

I am confident that the many successes of 2005 will provide positive momentum towards the culmination of the NZRU's vision, that rugby is **the sport of choice for the maximum number of people in New Zealand, as participants, spectators or broadcast audiences**.

New Zealand rugby exists for and because of the many thousands of players who, from school and club level on up to the Test arena, play, promote and enjoy the game of rugby union. I thank you all – your enthusiasm and commitment drives our work.

Tana Umaga recently announced his retirement from Test rugby after two highly successful seasons as All Blacks captain. With his commitment, professionalism and leadership, Tana made an outstanding contribution to the All Blacks and New Zealand rugby, on and off the field.

New Zealand rugby maintains strong relationships with its family of sponsors and commercial partners. I would like to offer special thanks to adidas, Principal Partner of the NZRU and Principal Sponsor of the All Blacks, and Steinlager, Major Sponsor of the All Blacks, and to Air New Zealand, Canon, Coca-Cola, DHL, Ford, MasterCard, Philips, Rebel Sport, Sky Sport, Telecom, Vero, Weet-Bix and Works Infrastructure. Thank you also to SPARC and the New Zealand Academy of Sport for their support of community rugby and to the Prime Minister, the Rt Hon Helen Clark, the Minister for Sport and Recreation, the Hon Trevor Mallard, and the New Zealand Government for their vital support for New Zealand's Rugby World Cup Bid.

I would also like to extend a warm thank you to everyone – as players, coaches, managers, referees, other volunteers and supporters and our own NZRU Board and staff – who contributed to the success of New Zealand rugby in 2005. It was a year to treasure; a year which proved that, by working closely and cohesively, New Zealand rugby is capable of making, and keeping, big promises.



**Jock Hobbs** CHAIRMAN



Chris Moller

# Chief Executive Officer's report



For many in the rugby community, 2005 was the biggest and the busiest year in memory. Against this backdrop, the NZRU was able to successfully complete a series of major projects, some of which are expected to have far-reaching and – we believe – positive consequences for New Zealand rugby.

Unlike in the previous year, many of these projects took place in the public spotlight, allowing the whole country to share in the excitement of the DHL New Zealand Lions Series, the All Blacks' campaign and the Rugby World Cup 2011 decision. It is always a challenge to manage the national game under intense public scrutiny – however, the rewards in a successful year are all the more satisfying.

It is critical to the ongoing success of New Zealand rugby that this focus on excellence is maintained. Both locally and internationally, it is vital that the NZRU both gains and retains the respect and trust of players, fans, partners and administrators. The achievements of 2005 reflect and reinforce the good standing of New Zealand rugby.

The Scoreboard presents a clear account of the NZRU's activities, measured against a range of targets directly and indirectly related to the six strategic priorities for the year. In 2005, the NZRU achieved a performance score of 90 percent, which is an outstanding result. The strategic priorities are our promises to the New Zealand rugby community; in 2005, the NZRU made substantial progress or delivered on all of its promises.

Two major achievements were not included in the Scoreboard for reasons of timing: New Zealand winning the right to host Rugby World Cup 2011 and the

In 2006, the NZRU will face new financial challenges, as almost 60 percent of our income is received in foreign currencies. With the New Zealand dollar trading at

“IN 2005, THE NZRU ACHIEVED A PERFORMANCE OF 90 PERCENT, WHICH IS AN OUTSTANDING RESULT” CHRIS MOLLER

All Blacks achieving the Grand Slam for the first time in 27 years and only the second time in the history of New Zealand rugby. Based on the targets included in the Scoreboard the NZRU achieved a score of 85 percent; however, in recognition of these additional accomplishments, the NZRU Board raised its assessment of the organisation's overall performance to 90 percent.

Alongside the on-field and administrative accomplishments, the NZRU achieved a record profit of \$23.7 million, which compares favourably with \$20.5 million in the previous year and a budgeted profit of \$23 million. Three key factors underpinned this excellent result: the success and popularity of the DHL New Zealand Lions Series, the structure of the previous broadcasting contract which, in its final year, delivered its highest annual return, and the benefit of forward foreign exchange cover.

69 cents to the US dollar at year-end and a significant proportion of the favourable foreign exchange hedges having matured in 2005, a loss for the 2006 financial year is expected. This shift in position has been anticipated for several years and has consistently been commented on in previous annual reports and at Annual General Meetings. It is also not a reflection of an uncertain or untenable rugby environment, as reserves now total \$81.4 million. With a track record of sound management and innovative thinking, the NZRU approaches this new and challenging phase with confidence.

The accomplishments of 2005 can each be characterised as the culmination of hard work and good planning guided, year upon year, by the NZRU's strategic priorities. Each of the strategic priorities for 2005 is covered in greater detail elsewhere in this Annual Report – however, I would like to highlight the key outcomes achieved by the NZRU in the past year.

## 2005 STRATEGIC PRIORITIES

### Ensure the All Blacks are a winning team

In 2005, the All Blacks beat Fiji, achieved a 3–0 series whitewash against the British & Irish Lions, swept to a two-Test Bledisloe Cup series win against Australia, reclaimed the Philips Tri Nations title and, to round off a superb year, defeated the four Home Unions on their own grounds to achieve the All Blacks' first Grand Slam since 1978. The year's record of 11 wins from 12 Tests is a fine testament to the dedication and excellence of the All Blacks management team and all 44 of the players who pulled on the black jersey in 2005. The deliberate strategy of increasing the depth of talent within the All Blacks environment also bodes well for the future.

### Implement a comprehensive High Performance strategy

The NZRU's High Performance Plan supports the previous strategic priority, to ensure the All Blacks are a winning team. Without a clear direction for its high performance teams and activities, New Zealand rugby will come under increasing pressure from countries with greater player numbers and resources. In 2005, its first full year in place, the three-year High Performance Plan instigated the debut of the Junior All Blacks as the national second team, the recruitment of specialist coaches to support the All Blacks and our other national and professional teams, and greater coordinated interaction between New Zealand's national team, Rebel Sport Super 12 and provincial coaches.

### Organise a successful DHL New Zealand Lions Series

In June and July, the NZRU and Provincial Unions hosted 11 matches in front of more than 350,000 spectators over a six-week period, making the DHL New Zealand Lions Series one of the biggest sports events in New Zealand history. That the Series was executed in a virtually seamless fashion

speaks volumes for the exhaustive preparation by NZRU staff and the strong relationships that were forged between the NZRU and rugby, municipal and tourism organisations throughout the country.

### Execute the Broadcasting Contract, Community Rugby Plan, Competitions Review, Collective Agreement and Revenue Generation initiatives

This multifaceted priority drew together several important strands of project-focused

may not have grabbed many headlines, but each is critical to the effective management and development of New Zealand rugby.

### Review Provincial Union funding

Every year, the NZRU plays the important role of distributing revenue, gathered from its on-field and commercial activities, to Provincial Unions, which in turn deliver the rugby experience to thousands of players and fans and support the development of the game throughout New Zealand.

“MANY OF THE SUCCESSES OF 2005 CAN BE SEEN AS CATALYSTS FOR THE STRATEGIC PRIORITIES THE NZRU HAS SET FOR 2006” CHRIS MOLLER

activity, much of which built on the work of 2004 and earlier. Crucially, the NZRU signed a ground-breaking new Collective Employment Agreement with the New Zealand Rugby Players Association. In the final stages of the Competitions Review process, the NZRU Board invited 14 Provincial Unions to participate in the Air New Zealand Cup and 12 to play in the new Division One competition. The NZRU continued to roll out resources and initiatives under the Community Rugby Plan, channelling more than \$5 million over the year into club and school rugby programmes. Revenue generation initiatives resulted in \$8.5 million worth of activities that will generate ongoing annual income. Along with our SANZAR partners, the NZRU wrapped up a series of market-specific broadcasting rights deals to supplement the primary News Limited and SuperSports contracts announced in 2004. These achievements

The aim of the Provincial Union Funding Review is to ensure that this direct funding is conducted in a manner that is sensible and sustainable. In 2005, the NZRU agreed on the terms of reference for the review process and undertook consultation with all of our Provincial Unions. A draft report has been prepared.

In September, the NZRU approved a special, one-off payment to Provincial Unions totalling nearly \$8 million. These payments were made in recognition of the NZRU's strong financial performance in 2005 and of the opportunities that lie ahead for domestic and community rugby in New Zealand. \$4.4 million was based on assisting Unions to be competitive in the Air New Zealand Cup with \$3.4 million intended to be targeted at community rugby activities throughout the country.

**Assess New Zealand's capability to host Rugby World Cup 2011 and, if appropriate, lodge a competitive bid**

In May 2005, the NZRU and New Zealand Government announced that New Zealand would lodge a bid to host Rugby World Cup 2011. Six months later, IRB Chairman Dr Syd Millar announced that New Zealand had been successful, ahead of fellow bidders Japan and South Africa. This victory was a significant achievement for the NZRU, for the New Zealand rugby community and for our nation as a whole. However, we now face the challenge of fulfilling New Zealand's promise to deliver the best possible Rugby World Cup tournament in 2011.

While 2005 was a year of many important achievements, the NZRU is intent on looking to the future – many of the successes of 2005 can be seen as catalysts for the strategic priorities that have been set for 2006.

**2006 STRATEGIC PRIORITIES**

**Ensure the All Blacks are a winning team**

The performance of the All Blacks is always the top priority for the NZRU. The All Blacks' international schedule for 2006 is arguably even more arduous than that of 2005: two Tests at home against Ireland will be followed by a match against Argentina in Buenos Aires, three rounds of Philips Tri Nations matches, including three Bledisloe Cup matches and two Tests on the high veldt in South Africa, and an end-of-year tour that will include two Tests against France and a Test in Wales. The team will be challenged to build on the promising performances of 2005, while making calculated tactical and organisational preparations ahead of Rugby World Cup 2007.

**Successfully implement new competitions**

The NZRU is committed to the successful launch of four new or expanded competitions

in 2006: the new professional/semi-professional Air New Zealand Cup and amateur Division One domestic competitions and the expanded Rebel Sport Super 14 and Philips Tri Nations international competitions. While they showcase the best of New Zealand rugby internationally and at home, these new or expanded competitions are also, at least in part, the culmination of strategic priorities from previous years, such as the Competitions Review, Broadcasting Contract and High Performance Plan.

**Complete the Provincial Union**

**Funding Review**

A programme of research and consultation regarding Provincial Union funding has been completed. The findings of this review were announced in March 2006. Feedback on the draft report is currently being received from Provincial Unions. The NZRU Board will consider these submissions and modify the draft report as appropriate, prior to sealing it and implementing the proposed changes in 2007.

**Implement agreed revenue generation opportunities**

The NZRU has identified a range of opportunities for growing the revenue available to New Zealand rugby, both by maximising existing streams and creating new streams. A number of these opportunities have already been implemented by the NZRU as part of ongoing business, however the remaining options will be fully developed and implemented to achieve the targeted revenue growth required to continue the development of New Zealand rugby. Much of this activity will be focused on leveraging the All Blacks brand in offshore markets.

**Prepare for Rugby World Cup 2007**

A detailed plan covering all aspects of Rugby World Cup in 2007 is under

preparation. The All Blacks will be required to play pool matches in France and Scotland and, if they top their pool, a quarterfinal in Wales.

**Implement structure and finalise agreements to host Rugby World Cup 2011**

In 2006, the NZRU will focus on locking down the high-level agreements with the New Zealand Government that will underpin the organisation of Rugby World Cup 2011. Creating positive and effective relationships with these key parties early in the planning process will prove an invaluable investment as attention gradually turns to practical preparations over the years ahead.

Finally, to echo the words of our Chairman, the NZRU has enjoyed a year of many important achievements and delivered on the great majority of promises it made to the New Zealand rugby community a year ago. At the same time, it has made a series of new promises, to be fulfilled in 2006 or in the years beyond. I am confident that amongst our Directors, management, staff, players, coaches, referees and supporters across the country, we have the focus, diligence and enthusiasm to deliver another year worth celebrating.



**Chris Moller** CHIEF EXECUTIVE OFFICER

# Directory

## NZRU Patron

Sir Wilson Whineray

## NZRU Life Members

Ron Don

Richie Guy

Eddie Tonks

## New Zealand Representatives to the IRB

Jock Hobbs

Chris Moller

## New Zealand Representatives to SANZAR

Jock Hobbs

Chris Moller

## New Zealand Representative to the Federation of Oceania Rugby Unions

Steve Tew

## NZRU Appeal Council

Ron Don CHAIR

Peter Burke

Bill Wilson QC

John Pringle

## NZRU Complaints Review Officer

Roger Drummond

## NZRU/SANZAR Citing Commissioners

Mike O'Leary

Steve Hinds

David Gray

## Auditors

KPMG

## Solicitors

Simpson Grierson

## New Zealand Maori Rugby Board (Inc)

Paul Quinn CHAIR

Moses Cherrington

Smiley Haua

Bill Osborne

Ron Peters

Don Rangī

Eric Rush

Raymond Te Huki

Whetu Tipiwai

## Provincial Rugby Unions

Auckland RFU (Inc)

Bay of Plenty RFU (Inc)

Buller RFU (Inc)

Canterbury RFU (Inc)

Counties Manukau RFU (Inc)

East Coast RFU (Inc)

Hawke's Bay RFU (Inc)

Horowhenua Kapiti RFU (Inc)

King Country RFU (Inc)

Manawatu RFU (Inc)

Mid-Canterbury RFU (Inc)

North Harbour RFU (Inc)

North Otago RFU (Inc)

Northland RFU (Inc)

Otago RFU (Inc)

Poverty Bay RFU (Inc)

Rugby Southland (Inc)

South Canterbury RFU (Inc)

Taranaki RFU (Inc)

Tasman RU (Inc)

Thames Valley RFU (Inc)

Waikato RU (Inc)

Wairarapa-Bush RFU (Inc)

Wanganui RFU (Inc)

Wellington RFU (Inc)

West Coast RFU (Inc)

## Associate Members

New Zealand Colleges of Education Rugby Football Federation

New Zealand Deaf Rugby Football Union

New Zealand Defence Force Sports Committee

New Zealand Marist Rugby Football Federation (Inc)

New Zealand Rugby Foundation (Inc)

New Zealand Schools Rugby Council

New Zealand Universities Rugby Football Council Inc

Rugby Museum Society of New Zealand Inc

AS AT 31 DECEMBER 2005

# Supporters

The NZRU enjoys close and valuable relationships with all of its sponsors and supporters throughout the rugby community. In return for their sponsorship and promotion of our teams, competitions and other rugby activities, these organisations reap the rewards of their association with New Zealand's leading sport.

adidas, Principal Partner of the NZRU and Principal Sponsor of the All Blacks, plays a crucial role in New Zealand rugby, from its support of community rugby initiatives through to its close involvement with all of our national teams and the All Blacks in particular. On the field, adidas provides world-leading innovative apparel and sports equipment; off the field, adidas publicises our game with promotions such as the Stand in Black campaign of 2005, which was extremely successful in encouraging New Zealand fans to overtly demonstrate their support for the All Blacks during the DHL New Zealand Lions Series.

In 2005, Philips celebrated ten years as naming rights sponsor of the Philips International Series and Philips Tri Nations, and sponsor of the All Blacks. Several other sponsors leveraged their association with the All Blacks by connecting the team and the community at a variety of high-profile events. Air New Zealand organised a second Air New Zealand People's Press Conference, Telecom beamed All Blacks live into schools around the country with its Telecom in Schools All Blacks Hook-Up programme and adidas supported five Public Trainings, where fans and the team could interact personally.

This is just a snapshot of the activities that bring together New Zealand rugby with its commercial partners. The NZRU thanks all of its sponsors and supporters for their invaluable contributions in 2005.



PRINCIPAL PARTNER OF THE NZRU AND PRINCIPAL SPONSOR OF THE ALL BLACKS



MAJOR SPONSOR OF THE ALL BLACKS



## OTHER SUPPORTERS



## NEW ZEALAND BROADCAST PARTNERS



# Board



**John Graham** PRESIDENT

John Graham has had a long career in rugby, cricket, education and business. The former All Blacks captain played 53 matches for New Zealand, including 22 Tests, and is a former manager of the New Zealand cricket team. A highly respected educationalist and businessman, John was made CBE in 1994 for services to education and the community. He has been Chancellor of The University of Auckland and was named New Zealander of the Year in 1999. John succeeded Tane Norton as NZRU President in 2005.

**Andy Leslie** VICE PRESIDENT

Andy Leslie has had a long involvement with rugby as a player, coach and administrator. He played 34 matches for the All Blacks between 1974–1976, captaining the side in all of his 10 Tests and all but one of his 34 matches in total. In later years, he coached Wellington in the Air New Zealand NPC, from 1990–1992, and in 2002 became President of the

Wellington Rugby Union. Andy is a life member of the Petone RFC and in 2001 was awarded an MNZM for services to rugby.

**Jock Hobbs** CHAIRMAN

Jock Hobbs has had a long rugby career. He was All Blacks captain between 1984–1986, coach/selector of the New Zealand Universities team from 1990–1995 and a member of the NZRU Council, the forerunner to the NZRU Board. He received an MNZM for services to rugby in 1996. Jock is an Executive Director of Strategic Finance Limited, an investment banking group, an associate member of the New Zealand Law Society and a member of the New Zealand Institute of Directors.

**Ken Douglas** INDEPENDENT MEMBER

Ken Douglas joined the NZRU Board in 2005 after a high-profile career in labour relations, most recently as President of the New Zealand Council of Trade Unions between 1987–1999. He is currently Deputy Chairman of New Zealand Post and Chairman of the Wellington Economic

Development Trust and continues to serve on the boards of several major New Zealand companies and public organisations. Ken is one of the 20 members of the Order of New Zealand, the nation's highest honour.

**Mike Eagle** SOUTHERN REPRESENTATIVE

Mike Eagle has had a long rugby career in Canterbury as a player and administrator. He was previously chairman of the Canterbury RFU and Crusaders Board. He played for Albion RFC and represented Canterbury B. A partner and director of an electrical contracting company, he lives in Christchurch.

**Ivan Haines** NORTHERN REPRESENTATIVE

Ivan Haines is former chairman of the King Country RFU and chairman of the Chiefs Board. He is also Chairman of Waitomo Energy Service Customer Trust and has several successful businesses covering tourism, construction and catering. Ivan is also a long-time member of the Waitete Rugby Club. He lives in Cambridge.



SEATED LEFT TO RIGHT: JOCK HOBBS, IVAN HAINES, JOHN LINDSAY, MARK PETERS, KEN DOUGLAS, GRAHAM MOURIE, PAUL QUINN, WARWICK SYERS, MIKE EAGLE, JOHN GRAHAM  
STANDING: CHRIS MOLLER (CEO), ANDY LESLIE

**John Lindsay** INDEPENDENT MEMBER

After several years in law practice, John Lindsay had extensive experience as Chief Executive and a Board member of large manufacturing and service companies based in New Zealand and operating internationally. He is currently Chairman of the Boards of Holcim (New Zealand) Ltd, America's Cup Village Ltd, the New Zealand Chamber of Commerce and Industry, and the Auckland Chamber of Commerce and Industry. John is also a director of Ports of Auckland Ltd, McDonalds Lime Ltd and The Lines Company Ltd.

**Graham Mourie** CENTRAL REPRESENTATIVE

Graham Mourie has had a long rugby career. He played 61 games for the All Blacks, captaining the team from 1976–1982. He coached Wellington in 1998–1999 and was Hurricanes coach from 2000–2002. He has farming interests in both the Taranaki and Wellington regions and is a long-time member of the Oponake Rugby Club. He lives in Porirua.

**Mark Peters** SOUTHERN REPRESENTATIVE

Mark Peters chaired the Marlborough RFU between 1995–2001 and is now a life member of the Tasman RFU. As a chartered accountant, he holds several directorships and is a member of the New Zealand Institute of Directors. Mark has served in the past on a number of short-term NZRU sub-committees during an extensive career in rugby administration. He lives in Blenheim.

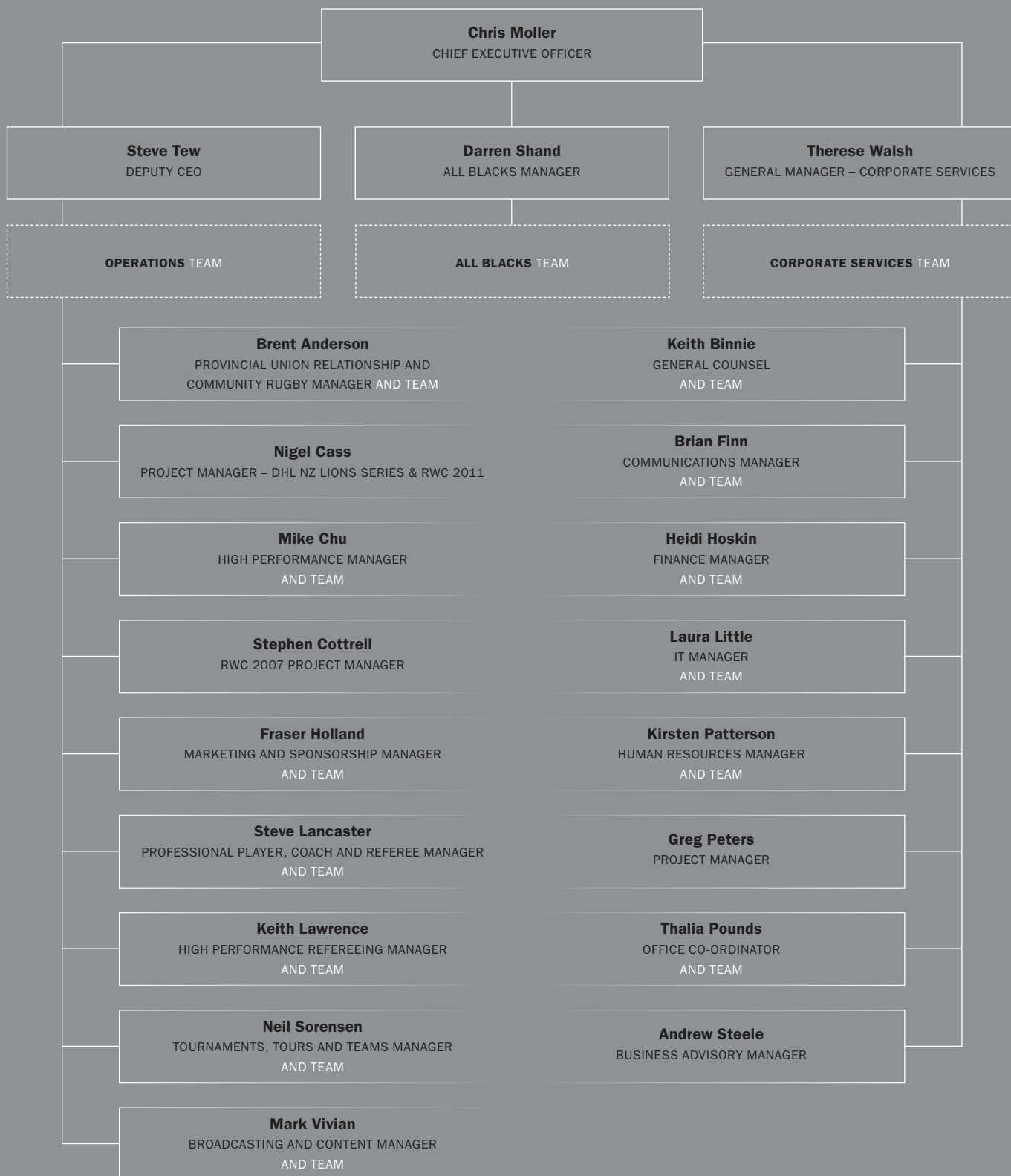
**Paul Quinn** MAORI REPRESENTATIVE

Paul Quinn joined the NZRU Board in April 2002 and was a director on the Wellington RFU Board between 1997–2005. He is also a former New Zealand Maori and Wellington captain. Principal of his own planning and advisory services company, MoCoM Ltd, he also holds several directorships. He lives in Wellington.

**Warwick Syers** NORTHERN REPRESENTATIVE

Warwick Syers is a former chairman of the Northland RFU and former member of the Blues Board. An accountant, he has wide business experience, played club rugby for the Wellington Football Club and went on to become a referee in Northland. He lives in Whangarei.

# NZRU Team







NZRU STAFF CELEBRATE THE RUGBY WORLD CUP 2011 HOSTING DECISION, 18.11.05

# All Blacks

No 1 in IRB world rankings throughout the season >> Won DHL New Zealand Lions Series, Defeated Wales, Ireland, England and Scotland to achieve Grand Slam >> Team of the Year,

In 2005, the All Blacks enjoyed a season of unprecedented achievement. In their second season, the Graham Henry-led coaching team built on the promise of the 2004 campaign to craft a team which spent all year as the IRB's top-ranked side and captured the imagination of rugby fans in New Zealand and around the world.

The All Blacks' season was bookended by two contests against the best of British and Irish rugby with the team

achieving an historic double – beating the British & Irish Lions at home and each of the Home Unions on their grounds in the same year. The 3–0 clean-sweep of the Lions was notable not only for the results – the combined score favoured New Zealand 107–40 – but also for the impressive style of play achieved by the All Blacks.

The team continued its good form into the Philips Tri Nations series and bounced back from a first-up loss to the Springboks

in South Africa to record wins in the remaining three matches. After a last-place finish in 2004, the All Blacks reclaimed the Philips Tri Nations title and, with their two victories over Australia, kept the Bledisloe Cup in New Zealand.

November's end-of-year tour to the United Kingdom and Ireland provided an opportunity for the All Blacks selectors to address directly the challenges of Rugby World Cup 2007,

LEFT TO RIGHT: HAYMAN, MEALAMU & WOODCOCK, 25.06.05 >> SMITH, HENRY & HANSEN, 09.07.05 >> CARTER, 19.11.05 >> MCCAW & UMAGA, 03.09.05 >> GEAR, 26.11.05 >> UMAGA & NONU, 05.11.05

BELOW: ALL BLACKS V SPRINGBOKS, 27.08.05

“THE ALL BLACKS SPENT ALL YEAR AS THE IRB’S TOP-RANKED SIDE AND CAPTURED THE IMAGINATION OF RUGBY FANS IN NEW ZEALAND AND AROUND THE WORLD.”



## Bledisloe Cup and Philips Tri Nations >> Player of the Year and Coach of the Year at 2005 IRB Awards

which will allow for the selection of only 30 players. The team introduced six new All Blacks during the tour, with the clear aim of building versatility and depth amongst Test-ready players, and implemented an innovative selection policy which saw, for the first time in the modern era, entirely different starting line-ups take the field in consecutive Tests. The All Blacks' Grand Slam achievement is even more impressive in light of this focus on team and player development.

Crucially, the All Blacks of 2005 displayed the ability to meet any kind of challenge with an effective response, whether it was the attacking brilliance that devastated the British & Irish Lions in Wellington, the confidence and resolve required to clinch the win over South Africa in Dunedin or the defensive tenacity that secured victory over England at Twickenham. This combination of flair, execution and composure under pressure bodes well for the All Blacks' development through 2006 and beyond.

Off the field, the team introduced a renewed focus on the value and meaning of the All Blacks jersey. Prior to the Test match against South Africa at Carisbrook, the All Blacks performed for the first time 'Kapa o Pango', a new haka for and about the All Blacks. 'Kapa o Pango' reflects the diverse cultural make-up of a modern All Blacks team and, without replacing the traditional 'Ka mate' haka, represents a contribution to the team's heritage by the current players.



44 ALL BLACKS >> 14 TEST DEBUTANTS >> SCORED 55 TRIES, 447 POINTS >> CONCEDED 15 TRIES, 165 POINTS >> PLAYED 12 TESTS, WON 11

Besides these cultural aspects, the All Blacks of 2005 placed an additional emphasis on building leadership amongst the players, to support and complement the role of the All Blacks captain. The benefits of this personal development could be seen in the intelligent, passionate and committed performances of every All Black.

The end of 2005 saw the retirement from international rugby of Tana Umaga, after 21 Tests over two years as All Blacks captain. Tana represented both the All Blacks and New Zealand rugby with dignity and with a strong sense of the team's responsibility to its fans and partners, and retired having led the All Blacks to 18 Test victories through

an unprecedented period of team growth and development.

The NZRU's High Performance Plan supports teams and players at the top of New Zealand rugby, including the All Blacks. National resource coaches appointed under the Plan now provide specialist coaching in various aspects of rugby skills and training, while the NZRU plays an important role communicating between the coaches of national, professional and provincial teams to manage the workload and career development of our players.

After a year of excellent on-field performances, the All Blacks dominated the major categories at the IRB Awards

in Paris in November. Daniel Carter was chosen as Player of the Year from a strong field that included teammates Tana Umaga and Richard McCaw. Head coach Graham Henry was announced as Coach of the Year and the All Blacks took out the Team of the Year Award. It is to the credit of the All Blacks players and management team, and the wider NZRU team, that our flagship rugby team received such positive international recognition.



## 2005 ALL BLACKS

PLAYER	PROVINCE	TESTS
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John Afoa	Auckland	2
Sosene Anesi	Waikato	1
Daniel Carter	Canterbury	7
Jerry Collins	Wellington	9
Jimmy Cowan	Southland	3
Jason Eaton	Taranaki	3
Nick Evans	Otago	2
Rico Gear	Nelson Bays	8
Jono Gibbes	Waikato	1
Carl Hayman	Otago	7
Marty Holah	Waikato	2
Andrew Hore	Taranaki	3
Doug Howlett	Auckland	5
Chris Jack	Canterbury	11
Campbell Johnstone	Canterbury	3
Byron Kelleher	Waikato	7
Sione Lauaki	Waikato	7
Luke McAlister	North Harbour	5
Richard McCaw	Canterbury	10
Angus Macdonald	Auckland	2
Leon MacDonald	Canterbury	9
Justin Marshall	Canterbury	4
Chris Masoe	Taranaki	2
Aaron Mauger	Canterbury	9
Keven Mealamu	Auckland	10
Malili Muliaina	Auckland	10
Ma'a Nonu	Wellington	4
Anton Oliver	Otago	2
Joe Rokocoko	Auckland	7
James Ryan	Otago	7
Kevin Senio	Bay of Plenty	1
Sitiveni Sivivatu	Waikato	6
Conrad Smith	Wellington	4
Greg Somerville	Canterbury	8
Rodney So'oialo	Wellington	11
Saimone Taumoepeau	Auckland	2
Neemia Tialata	Wellington	3
Isaia Toeava	Auckland	1
Mose Tuiali'i	Canterbury	3
Tana Umaga (c)	Wellington	11
Piri Weepu	Wellington	7
Ali Williams	Auckland	10
Derren Witcombe	Auckland	5
Tony Woodcock	North Harbour	11

NOTE: RICHARD MCCAW WAS APPOINTED AS ALL BLACKS CAPTAIN FOR THE IRELAND TEST MATCH.

**MANAGER:**  
Darren Shand

**COACH:**  
Graham Henry

**ASSISTANT COACHES:**  
Steve Hansen, Wayne Smith

**SELECTOR:**  
Sir Brian Lochore

# DHL New Zealand Lions Series

Over 98% of match tickets sold >> Total economic benefit estimated at \$250 million >> NZRU profit of \$20.4 million >> All 23% of NZRU Scoreboard targets achieved

The DHL New Zealand Lions Series, across six weeks in June–July 2005, was the first extended rugby tour of the professional era and one of the biggest sports events ever hosted in New Zealand. The NZRU delivered comprehensively on its promise to organise a successful Series. Managing 11 matches at nine venues, the NZRU, with the assistance of Provincial Unions, put on an event that was professionally executed, profitable and popular.

Fan support at stadia from Auckland to Invercargill was outstanding. 355,000 of 360,000 tickets available for the Series were sold and modern ground records were set by the crowds at the Bay of Plenty, Taranaki, New Zealand Maori, Southland and Manawatu matches and the second and third Tests. Capacity crowds, and vocal fans of both sides, created an electrifying and intense atmosphere, adding to the on-field spectacle.

Thousands of fans enjoyed the outstanding display of rugby on televisions around New Zealand and the world. The first and second Tests were the two highest rating matches in Sky Television's history and the combined Sky Television/TV3 viewership for the first Test made it one of the most watched programmes in New Zealand history. Support was equally strong in the UK: more than a million viewers watched the second Test on BSkyB, making it the second most popular non-soccer sports event ever broadcast on British satellite television.

Approximately 29,000 tourists came from the United Kingdom and Ireland over the period of the DHL New Zealand Lions

Series. The Series also provided the backdrop for the first ever official visit to New Zealand by keen rugby fan HRH Prince William.

These very high levels of support represent an outstanding result for the NZRU and the whole New Zealand community.

With such a large audience, the Series provided a great opportunity for our commercial partners to support the team. adidas, Principal Partner of the NZRU, galvanised All Blacks supporters with its Stand in Black campaign, featuring the distinctive "haka man" icon. Series sponsor DHL produced 150,000 black banners for All Blacks fans, while Telecom distributed 210,000 'Unite for Victory' black ponchos.

Behind the scenes, the DHL New Zealand Lions Series presented a host of logistical challenges. The NZRU created a project team dedicated to planning for and managing the Series; together this team travelled hundreds of thousands of kilometres and worked countless hours to achieve a successful outcome. The ticket ballot provided a fair and transparent method of allocating tickets to New Zealand fans. DHL transported from Germany, in nine shipping containers, the largest hospitality marquee ever seen in New Zealand, and the unique DHL New Zealand Lions Series trophy all the way from the Waterford Crystal workshop in Ireland. In total, the NZRU issued over 750 accreditations to local and international media.

It is estimated that the DHL New Zealand Lions Series generated direct foreign

exchange gains for New Zealand of \$120 million and a total economic benefit of \$250 million. The Series itself was a significant financial success for the NZRU, generating a direct profit of \$20.4 million. In addition, the NZRU achieved the full 23 percent of the 2005 Scoreboard targets across all aspects of the DHL New Zealand Lions Series.

The DHL New Zealand Lions Series provided a great opportunity for the NZRU to assess existing planning and match management systems and make valuable, sustainable

BELOW: ALL BLACKS V BRITISH & IRISH LIONS, SECOND TEST, WESTPAC STADIUM, WELLINGTON, 02.06.05



improvements. However, at the same time, the Series proved that the NZRU and New Zealand were able to successfully host a major rugby tournament. Later in the year, this evidence would play a key part in New Zealand's successful bid to host Rugby World Cup 2011.

The NZRU's stated aims for the DHL New Zealand Lions Series were to provide a great rugby experience and to highlight the importance of rugby to New Zealand. The enthusiasm of New Zealand and Lions supporters throughout the Series, the professional execution by NZRU, Provincial Union and municipal staff, and the positive impact of the Series on many aspects of our country, presented a great advertisement for New Zealand and New Zealand rugby.

“THE DHL NEW ZEALAND LIONS SERIES PRESENTED A GREAT ADVERTISEMENT FOR NEW ZEALAND AND NEW ZEALAND RUGBY.”



84 EXTRA DOMESTIC FLIGHTS SCHEDULED BY AIR NEW ZEALAND >> 2100 CAMPERVANS AND MOTOR HOMES HIRED >>  
46,000 GUESTS CATERED FOR BY OFFICIAL HOSPITALITY PROGRAMME >> 104,000 MATCH PROGRAMMES SOLD >>  
372,000 UNIQUE VISITORS TO ALLBLACKS.COM >> 3,600,000 COMBINED SKY TELEVISION/TV3 VIEWERSHIP OVER THREE TESTS

# Competitions Review

Comprehensive assessment of all Provincial Unions undertaken >> 14 teams invited and accepted to join Air New Zealand Cup in 2006 >> 12 teams to play in Division One



In 2005, the NZRU Competitions Review focused on the implementation of the changes announced in the final report released in July 2004. The focus in 2006 will be the launch of the Air New Zealand Cup and Division One competitions.

The Review process concluded that the status quo was unsustainable and consequently has seen New Zealand rugby collectively address the challenge of maintaining the pre-eminent position of our domestic rugby competitions. It has prompted Provincial Unions and the NZRU to focus on both on-field and off-field challenges. This renewed effort has resulted in many Unions advancing their organisations both off the field and in terms of their preparation for on-field performance.

By 31 March 2005, the NZRU had received 28 applications for entry into the two restructured competitions: 14 for entry into the Air New Zealand Cup and 14 for entry into Division One. Over the following six weeks, the NZRU assessed the applications against the entry criteria announced in November 2004. Provincial Unions were required to meet the prerequisite criteria, covering team structure, stadium facilities and governance structures. In addition, each Union was measured against a number of assessable criteria, including factors such as player numbers, team history and financial position.

In May, the NZRU Board considered the recommendations and issued invitations to 14 Provincial Unions to enter teams

in the Air New Zealand Cup competition. Although the Competitions Review contemplated a competition of up to 12 teams, the Board had reserved the right to revisit

In December, the Marlborough RFU and Nelson Bays RU formally amalgamated to form the Tasman Rugby Union. A joint application by the two Unions

“TWO NEW COMPETITIONS PROMISE A SUSTAINABLE, ENJOYABLE AND GENUINELY COMPETITIVE FUTURE FOR PLAYERS AND FANS”

any decision in the report if circumstances warranted such a reconsideration. On the strength of the applications received, the Board considered that all 14 applicants had earned the opportunity to participate in the Air New Zealand Cup.

The Board's decision is not without risk and clearly places the onus on Provincial Unions to ensure that the statements of community support and financial commitments made in their applications are sufficient to sustain, over time, a competitive team in this competition.

Twelve other Provincial Unions accepted an invitation to play in the proposed all-amateur Division One competition. This will ensure that club players from those Unions are offered a clear and unobstructed path to a representative jersey, while ensuring that those Unions focus scarce resources on the community level of the game.

to enter the Air New Zealand Cup was accepted by the NZRU Board and, following approval by a Special Meeting of the NZRU held on 14 December 2005, the Tasman Rugby Union became New Zealand's first new member Union since the North Harbour RFU was formed in 1985. This amalgamation is just one example of a positive, proactive move made in the long-term interests of rugby directly attributable to the Competitions Review.

The National Provincial Championship has been the envy of the rugby world for 30 years. In 2006, the NZRU is committed to maintaining the traditions and values of domestic rugby while launching, in the Air New Zealand Cup and Division One, two new competitions that promise a sustainable, enjoyable and genuinely competitive future for players and fans of New Zealand provincial rugby.



# Players Collective

New Collective Employment Agreement signed by NZRU and NZRPA >> Players to share directly in NZRU revenue >> Retainers guaranteed >> Salary cap agreed

The completion of the new Collective Employment Agreement (CEA) for New Zealand's professional rugby players stands as one of the most significant off-field successes of 2005. Securing a positive and stable relationship between the NZRU and our top-flight rugby players was an integral step towards ensuring a healthy future for the game in New Zealand.

The CEA established a different and closer relationship between the NZRU and players, creating a shared responsibility for the success of New Zealand rugby. While the final agreement incorporated compromises by both parties, many of the innovations and outcomes of the CEA represent the achievement of mutual objectives. The NZRU and players have now been given the opportunity to fulfil the promise of this landmark document.

Negotiations took place over 12 months and were conducted in a professional and, crucially, confidential manner. The New Zealand Rugby Players Association (NZRPA) formally represented the players but negotiations included senior player representatives and Provincial Union Chief Executives.

In the course of negotiations, changes were made to nearly every one of the more than 80 clauses of the CEA. The new contract also has an unprecedented scope – covering the terms and conditions of employment for every Rebel Sport Super 14, New Zealand Sevens and Air New Zealand Cup professional player employed to play rugby in New Zealand – and negotiations covered the full breadth and depth of the New Zealand rugby environment, including remuneration structures, commercial and promotional



NZRU DEPUTY CHIEF EXECUTIVE STEVE TEW AND NZRPA EXECUTIVE DIRECTOR ROB NICHOL SIGN THE PLAYERS COLLECTIVE EMPLOYMENT AGREEMENT, 01.11.05

activities, selection and player movement policies, and special player initiatives.

The CEA establishes a Player Payment Pool, comprising a specified percentage of NZRU player-generated revenue – including broadcasting, sponsorship and match-day revenue – from which all professional players will be remunerated. This model is similar to that used by many other professional sports internationally and ensures that the interests of the players and the sport's governing body are aligned in growing revenue for the benefit of everyone in the sport's wider community.

In a significant change, a player's base remuneration or retainer is now guaranteed for the term of an NZRU contract, providing greater security to professional players and so incentivising players to remain in New Zealand. While players will continue to receive team fees for selection to the All Blacks, Junior All Blacks and New Zealand Sevens team, these payments are now fixed, rather than individually negotiable, and additional to base remuneration.

Significantly, as part of the CEA, the players have agreed to the introduction of a Provincial Union salary cap. Gaining the players' agreement was fundamental to the NZRU's application to the Commerce Commission for approval of a salary cap for the Air New Zealand Cup domestic competition.

Other key elements of the CEA include increased leave provisions for players; a centrally funded Benevolent and Welfare Fund for the benefit of players who suffer hardships inside or outside of their rugby careers; a Professional Rugby Advisory Group to be established as a joint committee of the NZRU and the NZRPA (including player, Provincial Union and Franchise representatives); and the continuation of initiatives such as the Player Loyalty and Superannuation Scheme and Professional Development Programme.

The new CEA represents a 'win-win' result for the NZRU and our players, and ushers in a new era in professional rugby in New Zealand.

# Broadcasting

Total value of broadcasting contract raised to US\$341 million >> Deals secured for remaining major global markets, including France, Japan and North America >> Annual contract opportunities for smaller territories ongoing

In 2004, the NZRU announced that, together with its SANZAR partners Australia and South Africa, it had signed a new five-year broadcasting contract with News Limited and SuperSport to the value of US\$323 million. This broadcasting contract provides the single largest source of revenue for New Zealand rugby.

Unlike the previous broadcasting contract, the 2004 deal included only the major markets of New Zealand, Australia, South Africa and the United Kingdom rather than global rights to the SANZAR and NZRU competitions.

Throughout 2005, the NZRU and SANZAR have worked to promote and sell broadcasting rights in territories not covered by the News Limited agreement. This process has been very successful and the additional deals secured in 2005 have brought the total value of SANZAR's broadcasting rights to US\$341 million, meeting projected targets for this vital revenue stream. Moreover, the NZRU and SANZAR continue to sell broadcasting rights into other smaller markets on a year-by-year basis.

Securing these additional deals has created new relationships with regional broadcasters in territories such as France, Italy, Asia-Pacific, Japan and North and South America. While this has lifted the administrative workload of managing broadcasting activities, these relationships could prove to be particularly important to the NZRU and SANZAR in the years ahead. The demand for SANZAR broadcasting rights continues to demonstrate the value of New Zealand's involvement in the Rebel Sport Super 14 and the Philips Tri Nations.

# Revenue Generation

Revenue Generation Plan approved by NZRU Board >> \$8.5 million increase in sustained annual revenue >> Opportunity to build on All Blacks brand internationally

The NZRU has recognised for several years the need to create new and grow existing revenue streams to ensure its ongoing financial health. A programme of research and assessment began in 2004 and was formalised in 2005 with a report submitted to and approved by the NZRU Board. This report identified available or accessible options and opportunities to increase the revenue available to New Zealand rugby.

Throughout 2005, the NZRU implemented a number of revenue-generation initiatives yielding ongoing annual earnings totalling \$8.5 million. These included additional

Test matches for the All Blacks (such as the match against Wales in 2005 and the expanded Philips Tri Nations from 2006), optimising new sponsorship and online opportunities and securing additional funding from the IRB and SPARC for targeted programmes, such as the High Performance Plan.

The Revenue Generation Plan recognises that the NZRU is blessed with two particularly valuable properties: the game of rugby, already immensely popular in New Zealand and increasing in its global profile, and the All Blacks, the world's

leading rugby team and one of the most recognisable brands in international sport. With so many of the NZRU's strategic priorities, such as the Community Rugby and High Performance Plans, founded on reliable funding from the national and international level, it is critical that we manage these and other New Zealand rugby properties in an increasingly astute and innovative fashion.

# Provincial Union Funding Review

Plan established for implementation of Provincial Union Funding Review >> Consultation undertaken with all Provincial Unions >> Special \$8 million payment approved for Provincial Unions

New Zealand's Provincial Unions provide rugby to tens of thousands of players throughout the country, manage provincial and regional teams and competitions and form a vital link between the NZRU and rugby at the community level. In 2005, the NZRU provided a total of \$14.4 million directly to Provincial Unions to fund their rugby activities. Significant additional funding is provided to support our national competitions.

The Provincial Union Funding Review was kicked off in 2005 to ensure that these funds are structured and allocated in

a sensible and sustainable fashion, and spent in a well-directed and efficient manner, in the best interests of the whole New Zealand rugby community.

Initial stages of the Review focused on consultation with all of the Provincial Unions, to gather information and opinion on the current funding structure. A revised Provincial Union funding framework has been developed by the Board and was released to Provincial Unions in March 2006 for comment and feedback. In September 2005, the NZRU approved a one-off payment to

Provincial Unions, totalling nearly \$8 million, to support their activities in respect of the new domestic competitions and community rugby initiatives. Air New Zealand Cup Provincial Unions received \$20 per registered player, to develop community rugby, and \$20,000 for each of their non-NZRU contracted players, up to a maximum of 26, to assist in the development of all aspects of their professional activities. Division One Unions received \$50,000 each plus \$20 per registered player, to support amateur and community rugby activities.

# Community Rugby

Player numbers increased by 7 percent >> Compulsory junior coaching qualifications established >> \$1.14 million approved to implement Club Liaison Officer Scheme

The three-year Community Rugby Plan was announced and implemented in 2004 to strengthen and develop rugby at the community level, played in schools and clubs across New Zealand. The Plan showed excellent results in 2005, with the number of registered players up by seven percent, coaches by ten percent and referees by eight percent.

2005 saw the debut of Small Blacks TV, a magazine-style show aimed at school-age children presenting rugby as a great social and sporting option for Kiwi kids. Small Blacks TV supports the Small Blacks

development programme, which promotes safe and age-appropriate skill development for rugby players under 13 years of age. In 2005, the NZRU introduced compulsory training and qualifications, and supplementary resources, for all 'Small Blacks' coaches, which have been warmly welcomed.

At club level, the NZRU completed its trial of the Club Liaison Officer scheme, which directly funded staff to work with and between clubs to improve management practices and alleviate pressure on club administrators. This will be expanded in 2006, with 19 fulltime positions to

be created across the country at a cost to the NZRU of \$1.14 million.

Other key initiatives in 2005 included the appointment of a National Maori Liaison Officer, to oversee the development of Maori players, coaches and administrators, and the approval of funding for the Greater Auckland Strategy, to address the challenges specific to New Zealand's largest population base, including the need for more Polynesian coaches and administrators, greater support for women's and secondary school rugby and the completion of a research project into Maori rugby issues in the region.

# Rugby World Cup 2011

Rugby World Cup 2011 hosting rights awarded to New Zealand >> “All Rugby” theme emphasised  
Commitment and support of New Zealand Government crucial to success >> Economic benefit

17 November 2005 marked a special day in New Zealand rugby history as the IRB announced that New Zealand would in 2011 host the Rugby World Cup for the first time since 1987.

The strategic priority called for New Zealand, if it was considered appropriate, to lodge a competitive bid to host Rugby World Cup 2011 (RWC 2011). The first formal step was taken in January, when the NZRU paid a deposit of £25,000 to the IRB's Rugby World Cup Limited – this represented a commitment to a systematic assessment of New Zealand's capacity to host RWC 2011 and kept open the opportunity to make a formal bid. In February, the NZRU and the New Zealand Government agreed the formation of a Joint Bid Office, to work across the full spectrum of central and local government bodies and rugby authorities to investigate the feasibility of a bid by New Zealand.

In early May, the Government pledged its support for the NZRU's proposal and consequently the Joint Bid Office, under the guidance of the RWC 2011 Advisory Board, reporting to the NZRU Board, compiled New Zealand's comprehensive bid for the right to host RWC 2011.

The bid focused on a central theme – “All Rugby” – that communicated the knowledge of and passion for rugby that exists throughout New Zealand. New Zealand could offer capacity crowds in dedicated rugby venues, world-leading rugby broadcasters, a commercially successful tournament based on a conservative budget, a mature and safe tourism infrastructure and, crucially, an unmatched level of commitment and support

from the New Zealand Government. Twenty five copies of the bid document, weighing around 140 kilograms and totalling 600 pages each, left New Zealand on 11 May to be delivered to the IRB in Dublin by NZRU Chief Executive Chris Moller. In June, a team of IRB officials visited New Zealand during the DHL New Zealand Lions Series, providing an excellent opportunity to demonstrate the professionalism and enthusiasm that runs through the New Zealand rugby community. Then, throughout October and November, NZRU Chairman Jock Hobbs and Chris Moller travelled the world to make face-to-face presentations to every member of the IRB Council. While it may not have had the public profile of other bids, a long and exhaustive campaign was conducted to promote New Zealand's bid directly to the decision-makers of world rugby.

The bid process culminated in a presentation to the IRB Council by a five-strong New Zealand delegation, including Jock Hobbs, Chris Moller, Prime Minister the Rt Hon Helen Clark, legendary All Blacks lock Colin Meads and 2005 All Blacks captain Tana Umaga. This final presentation drew together several key strands of the New Zealand bid: that New Zealand was a “stadium of four million people”, that New Zealand had a proven ability to host major rugby events, and that young players across the globe would aspire to play in a Rugby World Cup in New Zealand.

The New Zealand Government played a critical role in delivering the RWC 2011 tournament. The bid document proposed that RWC 2011 be run by an independent company jointly formed by the NZRU and the New Zealand Government, and included a promise of an entire nation's commitment to

the tournament's success. The two partners evenly shared the costs of lodging the bid, with the Government pledging an upfront cash contribution of \$20 million in the event of a successful outcome as well as agreeing to share the financial commitment to the tournament on the basis of a 2-for-1 split with the NZRU, which also committed initial funding of \$10 million. As emphasised by the Prime Minister's appearance before the IRB Council, New Zealand offered an unequalled level of national and governmental support.

BELOW: MEADS, UMAGA, CLARK, HOBBS AND MOLLER  
RAISE A TOAST, 20.12.05



importance of rugby to all playing nations >>  
 to New Zealand estimated at more than \$400 million

The potential benefits to New Zealand are significant. It is estimated that over 60,000 visitors will come to New Zealand, resulting in a total economic benefit of over \$400 million. The tournament is, by television audience, the third largest sports event in the world, after the Olympic Games and Soccer World Cup, and by 2011, the global television audience is expected to reach 3.5 billion. RWC 2011 promises an unprecedented

opportunity to showcase New Zealand and New Zealand rugby to the world.

Special mention must be made of the RWC 2011 Advisory Board, including Chairman David Gascoigne and members Rt Hon Jim Bolger, Paul Collins, Rod McGeoch, Chris Moller, John Palmer and John Wells, and of Brian Roche and Bruce Wattie of PricewaterhouseCoopers and NZRU staff members Nigel Cass and Therese Walsh.

It is more than five years until the RWC 2011 tournament kicks off so, in 2006, work will be confined to some important initial steps with regard to the structure, management and planning of the tournament. Right now, the whole New Zealand rugby community can proudly reflect on the host decision itself as one of the most significant achievements of 2005.

## “NEW ZEALAND: OUR STADIUM OF FOUR MILLION PEOPLE”



NEW ZEALAND'S PROMISES TO THE IRB: A TOURNAMENT FOR PLAYERS >> A TOURNAMENT FOR VISITING FANS >> A TOURNAMENT FOR FANS AT HOME >> A COMMERCIALY SUCCESSFUL TOURNAMENT >> A SHOWCASE EVENT >> A TOURNAMENT FOR RUGBY EVERYWHERE

# Obituaries



## Leo Stephen Connolly

Born 2 December 1921 at Invercargill  
Died 10 April 2005 at Wellington

*All Black No 480 · 1947*

Leo Connolly played five matches at prop for the All Blacks on their 1947 tour of Australia. The Invercargill Marist representative made his debut for Southland at the age of 18 and, in 1947, shared the Marist front row with 1946 All Black hooker Jack McRae. Connolly played 48 matches for Southland, Otago and Waikato in a 12-season provincial career, and represented the South Island in 1943, 1944 and 1947 and a New Zealand XV in 1944. In later years, Connolly took up coaching and refereeing in the Wellington area.



## Arthur Maitland Hughes

Born 11 October 1924 at Auckland  
Died 20 June 2005 at North Shore

*All Black No 484 · 1947, 1949, 1950*

Arthur Hughes played in six Tests for New Zealand after making his All Blacks debut in a match against Auckland in 1947, earning the distinction of playing for his country before making his provincial debut. The Grammar Old Boys hooker went on to play 27 matches for Auckland, as well as representing the North Island in 1948 and 1949 and a New Zealand XV in 1949. After losing two Tests to Australia in 1949, Hughes played in every Test of the All Blacks' successful four-match series win over the British Lions in 1950.



## John Kenneth McLean

Born 3 October 1923 at Thames  
Died 30 July 2005 at Thames

*All Black No 473 · 1947, 1949*

Jack McLean was a fast and athletic wing who enjoyed a relatively short career in New Zealand rugby before making his name in English rugby league. McLean, King Country's second-ever All Black, played five matches in total for New Zealand, including one Test in each of the 1947 and 1949 seasons, and scored seven tries in all. Between 1943–1949, he played 36 matches for Auckland, Canterbury, Waikato and King Country. McLean then played for the Bradford Northern RLC in England from 1950–1956, scoring a record 274 tries, and was named in the club's all-time XIII in 2000.



## Edgar Thomas Stapleton

Born 21 November 1930 at Sydney  
Died 13 November 2005 at Sydney

*All Black No 613 · 1960*

Eddie Stapleton holds a rare place in New Zealand rugby history: in 1960, after playing 16 Tests for Australia, Stapleton played in one warm-up match for the All Blacks, who were on their way to South Africa. The team played two games on the same day and, due to a couple of injuries, Stapleton was called in to play in the match against Queensland, ironically scoring the All Blacks' first points of the tour. Eligibility rules would prevent such use of local replacements today. A wing, Stapleton represented Australia between 1951–1958 and played on three tours of New Zealand.



## Kevin Charles Stuart

Born 19 September 1928 at Dunedin  
Died 12 April 2005 at Havelock North

*All Black No 566 · 1955*

Kevin Stuart made only one appearance as an All Black, at fullback in the first Test against Australia in 1955. A courageous and astute defender, Stuart was a stalwart of Canterbury rugby and a fan favourite. Over nine seasons he played in 78 matches, including 14 successful Ranfurly Shield defences, and amassed 383 points for his province. His bravery was exemplified in his final match: Stuart twice dislocated his shoulder and twice returned to the field in pain to lead Canterbury to a 9–6 victory over the touring Springboks.



## Robert Charles Stuart

Born 28 October 1920 at Dunedin  
Died 10 May 2005 at Wellington

*All Black No 510 · 1949, 1953, 1954  
NZRU Council member 1974–1990  
NZRU Life Member*

Bob Stuart played a total of 27 matches for the All Blacks, including seven Tests, and proved himself a fine leader from No 8 or flanker. After his two-Test debut against Australia in 1949, he returned four years later to captain the All Blacks on the 1953–54 tour of Britain and France. After his retirement, he assisted in coaching the All Blacks during the famed 1956 series against the Springboks and later joined the NZRU Council and spent 12 years as a delegate to the IRB. Following his retirement from the NZRU in 1989, Stuart was made a life member. He was awarded an OBE in 1974 and later the NZ 1990 Medal.

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# On-field results



## ALL BLACKS

### PHILIPS TEST

Date	Opponent	Result	Venue
10 June	Fiji	91-0	North Shore City



### DHL NEW ZEALAND LIONS SERIES

Date	Opponent	Result	Venue
25 June	British & Irish Lions	21-3	Christchurch
2 July	British & Irish Lions	48-18	Wellington
9 July	British & Irish Lions	38-19	Auckland



### PHILIPS TRI NATIONS SERIES

Date	Opponent	Result	Venue
6 August	South Africa	16-22	Cape Town
13 August	Australia	30-13	Sydney
27 August	South Africa	31-27	Dunedin
3 September	Australia	34-24	Auckland



#### Other Philips Tri Nations Series Results

Date	Result	Venue
30 July	South Africa 22, Australia 16	Pretoria
20 August	South Africa 22, Australia 19	Perth

#### Philips Tri Nations Series Standings

	Won	Lost	For	Against	Bonus	Points
New Zealand	3	1	111	86	3	15
South Africa	3	1	93	82	1	13
Australia	0	4	72	108	3	3

### UK & IRELAND TOUR

Date	Opponent	Result	Venue
5 November	Wales	41-3	Cardiff
12 November	Ireland	45-7	Dublin
19 November	England	23-19	London
26 November	Scotland	29-10	Edinburgh





## JUNIOR ALL BLACKS

Date	Opponent	Result	Venue
22 June	Queensland	48–10	Brisbane
26 June	Australia A	23–19	Canberra
1 July	Australia A	34–31	Sydney

John Afoa (Auckland), Sosene Anesi (Waikato), Ben Atiga (Auckland), Steven Bates (Waikato), Josh Blackie (Otago), Ben Castle (Bay of Plenty), Jimmy Cowan (Southland), Clark Dermody (Southland), Steve Devine (Auckland), Stephen Donald (Waikato), Nick Evans (Otago), Corey Flynn (Canterbury), Scott Hamilton (Canterbury), David Hill (Waikato), Carl Hoeft (Otago), Marty Holah (Waikato), Andrew Hore (Taranaki), Jerome Kaino (Auckland), Ross Kennedy (Wellington), Casey Laulala (Canterbury), Luke McAlister (North Harbour), Chris Masoe (Taranaki), Craig Newby (North Harbour), Kevin O'Neill (Canterbury), Caleb Ralph (Canterbury), Joe Rokocoko (Auckland), Kevin Senio (Bay of Plenty), Saimone Taumoepeau (Auckland), Bernie Upton (Bay of Plenty), Piri Weepu (Wellington)

**Co-Coach:** Colin Cooper. **Co-Coach:** Ian Foster. **Manager:** Glenn Ross.



## NEW ZEALAND UNDER 21

### IRB Under 21 Championship, Argentina

Date	Opponent	Result	Venue
9 June	Wales	60–15	Mendoza
13 June	Canada	92–7	Mendoza
17 June	Australia	43–46	Mendoza
<b>Semifinal</b>			
21 June	South Africa	12–16	Mendoza
<b>Third/Fourth Playoff</b>			
25 June	France	47–21	Mendoza

Aaron Bancroft (Marlborough), Steven Brett (Canterbury), Craig Clare (Otago), Marcel Cummings-Toone (Canterbury), Andrew Ellis (Canterbury), Ben Franks (Canterbury), Hosea Gear (Wellington), Karl Haitana (North Harbour), Richard Kahui (Waikato), Serge Lilo (Wellington), Toby Lynn (Waikato), Jamie Mackintosh (Southland), Tevita Mailau (Auckland), Brett Mather (Canterbury), Liam Messam (Waikato), Taniela Moa (Auckland), Miah Nikora (Wellington), Peter Nixon (Canterbury), Lance Po-Ching (Auckland), Kieran Read (Counties Manukau), Michael Reid (North Harbour), William Ripia (Waikato), Isaac Ross (Canterbury), James Somerset (Auckland), Dwayne Sweeney (Waikato), Jeremy Thrush (Wellington), Mikaele Tu'u'u (Canterbury), Daniel Waenga (Hawke's Bay), Rudi Wulf (North Harbour)

**Coach:** Bryce Woodward. **Assistant Coach:** Dennis Brown. **Manager:** Jeremy Parkinson.



## NEW ZEALAND UNDER 19

### IRB Under 19 Championship, South Africa

Date	Opponent	Result	Venue
1 April	Wales	25–8	Durban
5 April	Romania	62–0	Durban
9 April	England	24–17	Pietermaritzburg
<b>Semifinal</b>			
13 April	Australia	25–25*	Pietermaritzburg
<b>Final</b>			
16 April	South Africa	15–20	Durban

\* New Zealand won 4–3 on penalty goal shoot-out

Steve Alfeld (Canterbury), Tim Bateman (Canterbury), Josh Bekhuis (Southland), Daniel Bowden (Northland), Dean Budd (Auckland), Dane Coles (Wellington), Nick Crosswell (Manawatu), Justin Davies (Northland), Jonathan Direen (Canterbury), Robbie Flynn (Canterbury), Thomas Gilmour (Canterbury), Vern Kamo (Waikato), Sekope Kepu (Counties Manukau), Faifili Levave (Wellington), Lance MacDonald (Bay of Plenty), Tama Makamaka (Wellington), Seminar Manu (Wellington), Scott Murphy (Manawatu), Charles O'Connell (Canterbury), Baydon Phillips (Canterbury), George Pisi (North Harbour), Mason Pomare (Canterbury), Dane Shelford (Southland), Nicholas Thomson (Canterbury), Isaia Toeava (Auckland), George Whitelock (Manawatu)

**Coach:** Aussie McLean. **Assistant Coach:** Russell Jones. **Manager:** Greg Shipton.

# On-field results



## NEW ZEALAND SCHOOLS

Date	Opponent	Result	Venue
4 October	Australia Schools A	13–14	Sydney
8 October	Australia Schools	22–19	Canberra

Carl Anderson (Hastings BHS), Adrian Briggs-Barone (Feilding Agricultural HS), Shane Cleaver (Francis Douglas Memorial College, New Plymouth), Michael Coman (Waimea College, Nelson), Zarhn Commerer (New Plymouth BHS), Owen Franks (Christchurch BHS), Joe Hill (Wellington College), Michael Hobbs (Wellington College), Tevita Lepolo (Wesley College, Pukekohe), Mathew Luamanu (St Patrick's College, Upper Hutt), Sean Maitland (Hamilton BHS), Liukanasi Manu (Christchurch BHS), Chris Middleton (Wellington College), Wayne Ngaluafefe (Kelston BHS, Auckland), Hadleigh Parkes (Palmerston North BHS), Ken Pisi (Massey HS, Auckland), Mason Pomare (Christchurch BHS), Trent Renata (Hamilton BHS), Tua Seveve (Rosmini College, Takapuna), Chris Smith (Westlake BHS, Takapuna), Winston Stanley (Auckland Boys' Grammar), Shane Tasi (King's College, Auckland), Isaac Thompson (Palmerston North BHS), Sam Whitelock (Feilding Agricultural HS) and Troy Woodman (Kamo HS, Whangarei)

**Coach:** Tom Coventry. **Assistant Coach:** Paul Martin. **Manager:** Darryl Leath.



## BLACK FERNS **Winners of the Canada Cup**

Date	Opponent	Result	Venue
<b>Canada Cup</b>			
29 June	Scotland	30–9	Ottawa
5 July	Canada	43–3	Ottawa
<b>Final</b>			
8 July	Canada	32–5	Ottawa
22 October	England	33–8	Auckland
26 October	England	24–15	Hamilton

Nicole Borthwick (Auckland), Marina Canterbury (Hawke's Bay), Monalisa Codling (Auckland), Catherine de Jong (Otago), Exia Edwards (Bay of Plenty), Fiao'o Fa'amausili (Auckland), Izzy Gray (Wellington), Victoria Heighway (Auckland), Emma Jensen (Auckland), Justine Lavea (Auckland), Stacey Lene (Canterbury), Margaret McKenzie (Otago), Diane Maliukaetau (Auckland), Huriana Manuel (Auckland), Amiria Marsh (Canterbury), Rochelle Martin (Auckland), Stephanie Mortimer (Canterbury), Hannah Myers (Auckland), Melodie Ngatai (Waikato), Farah Palmer (Manawatu), Karina Penetito (Auckland), Anna Richards (Auckland), Claire Richardson (Otago), Casey Robertson (Canterbury), Melissa Ruscoe (Canterbury), Joan Sione (Auckland), Kimberley Smith (Otago), Piki Solomon (Otago), Wimania Teddy (Auckland), Helen Va'aga (Auckland), Kamila Wihongi (Otago), Amy Williams (Hawke's Bay), Shannon Willoughby (Otago)

**Coach:** Jed Rowlands. **Assistant Coach:** Kiwi Searancke. **Manager:** Cate Sexton.



## NEW ZEALAND MAORI

Date	Opponent	Result	Venue
3 June	Fiji	29–27	Suva
11 June	British & Irish Lions	19–13	Hamilton

Daniel Braid (Auckland), Neil Brew (Otago), Tamati Ellison (Wellington), Greg Feek (Canterbury), Ross Filipo (Wellington), Riki Flutey (Wellington), Corey Flynn (Canterbury), Rico Gear (Nelson Bays), Jono Gibbes (Waikato), Carl Hayman (Otago), David Hill (Waikato), Sean Hohneck (Waikato), Marty Holah (Waikato), Scott Linklater (Waikato), Luke McAlister (North Harbour), Leon MacDonald (Canterbury), Angus Macdonald (Auckland), Craig McGrath (Auckland), Deacon Manu (Waikato), Wayne Ormond (Bay of Plenty), Shannon Paku (Wellington), Hayden Pedersen (Otago), Caleb Ralph (Canterbury), Carlos Spencer (Auckland), Rua Tipoki (North Harbour), Paul Tito (Taranaki), Thomas Waldrom (Wellington), Piri Weepu (Wellington)

**Coach:** Matt Te Pou. **Assistant Coach:** Donny Stevenson. **Manager:** Peter Potaka.



## NEW ZEALAND SEVENS Winners of the 2004/2005 IRB Sevens Series

Date	Tournament	Quarterfinal	Semifinal	Final
2–3 December 2004	Dubai	beat Scotland 31–0	lost to Fiji 12–22	–
10–11 December 2004	George	beat Kenya 36–0	beat Argentina 28–14	beat Fiji 33–19
4–5 February 2005	Wellington	beat Samoa 26–14	beat South Africa 34–12	beat Argentina 31–7
12–13 February 2005	Los Angeles	beat Fiji 21–7	beat Australia 31–12	beat Argentina 34–5
18–20 March 2005	Hong Kong *	beat France 33–7	beat Australia 24–20	lost to Fiji 19–29
16–17 April 2005	Singapore	beat Scotland 31–7	beat South Africa 28–14	beat England 26–5
4–5 June 2005	London	beat France 21–12	lost to South Africa 26–35	–
10–11 June 2005	Paris	beat Scotland 29–7	lost to France 12–14	–

\* Rugby World Cup Sevens

Orene Ai'i (Auckland), Sosene Anesi (Waikato), Josh Blackie (Otago), Tomasi Cama (Manawatu), Marc Camburn (North Harbour), Edwin Cocker (Otago), Tamati Ellison (Wellington), Jason Hona (Bay of Plenty), Nigel Hunt (Wellington), Tafai Ioasa (Hawke's Bay), Jerome Kaino (Auckland), Roy Kinikinilau (Wellington), Tanerau Latimer (Bay of Plenty), Lance MacDonald (Bay of Plenty), Lifeimi Mafi (Taranaki), Liam Messam (Waikato), George Naoupu (Canterbury), Mark Ranby (Waikato), Hayden Reid (Bay of Plenty), Joe Rokocoko (Auckland), Sherwin Stowers (Auckland), Isaia Toeava (Auckland), Amasio Valence (Auckland), Nathaniel Walker (Bay of Plenty), Viliame Waqaseduadua (North Harbour), Brent Wilson (North Harbour), Rudi Wulf (North Harbour)

**Coach:** Gordon Tietjens. **Manager:** Ross Everiss.



## NEW ZEALAND DIVISIONAL XV

Date	Opponent	Result	Venue
29 October	Fiji A	11–25	Nadi
2 November	Fiji	29–39	Lautoka

Aaron Bancroft (Marlborough), Gavin Briggs (Nelson Bays), Mark Bright (Nelson Bays), Hikawera Elliott (Hawke's Bay), Bryn Evans (Hawke's Bay), Tafai Ioasa (Hawke's Bay), Michael Johnson (Hawke's Bay), Robbie Malneek (Nelson Bays), Tim Manawatu (Counties Manukau), Kahu Marfell (Nelson Bays), Lelia Masaga (Counties Manukau), Ryan McCarthy (North Otago), Campbell Mackenzie (North Otago), Rudolph Meredith (Nelson Bays), Clint Newland (Hawke's Bay), Mutu Ngarimu (Hawke's Bay), Davis Norman (Hawke's Bay), Lee Peina (Wanganui), Mark Stewart (Marlborough), Tom Symes (Hawke's Bay), Mike Thompson (Wanganui), Hayden Triggs (Manawatu), Faaitu Tuamoheloa (North Otago), Daniel Waenga (Hawke's Bay)

**Coach:** Glenn Moore. **Assistant Coach:** Peter Russell. **Manager:** Mike Sandle.



## REBEL SPORT SUPER 12 2005

	P	W	D	L	F	A	B4	B7	Pts
Crusaders	11	9	–	2	459	281	8	–	44
NSW Waratahs	11	9	–	2	322	174	6	2	44
Bulls	11	7	–	4	301	229	4	2	34
Hurricanes	11	8	–	3	283	248	2	–	34
ACT Brumbies	11	5	1	5	260	268	5	2	29
Chiefs	11	5	1	5	272	250	5	1	28
Blues	11	6	–	5	243	216	2	1	27
Highlanders	11	6	1	4	221	214	1	–	27
Stormers	11	3	1	7	215	320	1	3	18
Queensland Reds	11	3	–	8	185	282	2	3	17
Cats	11	1	1	9	226	326	2	5	13
Sharks	11	1	1	9	205	384	2	3	11

### Semifinals

Crusaders 47, Hurricanes 7 Waratahs 23, Bulls 13

### Final

Crusaders 35, Waratahs 25

# On-field results



## AIR NEW ZEALAND NPC 2005 – DIVISION ONE

	P	W	D	L	F	A	B4	B7	Pts
Canterbury	9	7	1	1	234	138	4	1	35
Auckland	9	7	–	2	290	219	5	–	33
North Harbour	9	6	1	2	280	158	6	–	32
Otago	9	6	–	3	218	145	3	1	28
Wellington	9	5	–	4	268	204	4	2	26
Southland	9	4	–	5	200	256	1	2	19
Waikato	9	4	–	5	203	199	1	1	18
Bay of Plenty	9	3	–	6	188	241	3	2	17
Taranaki	9	2	–	7	164	215	2	3	13
Northland	9	–	–	9	97	367	–	1	1

### Semifinals

Otago 37, Canterbury 22 Auckland 38, North Harbour 24

### Final

Auckland 39, Otago 11

## AIR NEW ZEALAND NPC 2005 – DIVISION TWO

	P	W	D	L	F	A	B4	B7	Pts
Hawke's Bay	8	8	–	–	362	117	8	–	40
Counties Manukau	8	7	–	1	320	162	7	–	35
Nelson Bays	8	5	–	3	289	192	3	–	23
North Otago	8	4	–	4	285	228	4	2	22
Marlborough	8	4	–	4	201	183	3	1	20
Manawatu	8	3	–	5	155	200	2	1	15
Wanganui	8	2	–	6	156	197	3	2	13
Poverty Bay	8	3	–	5	161	298	1	–	13
East Coast	8	–	–	8	71	423	–	–	–

### Semifinals

Hawke's Bay 15, North Otago 11 Nelson Bays 39, Counties Manukau 37

### Final

Hawke's Bay 32, Nelson Bays 17

## AIR NEW ZEALAND NPC 2005 – DIVISION THREE

	P	W	D	L	F	A	B4	B7	Pts
Wairarapa Bush	7	6	–	1	257	94	6	1	31
Horowhenua Kapiti	7	6	–	1	189	123	4	–	28
King Country	7	5	–	2	220	107	3	2	25
Buller	7	5	–	2	153	149	2	–	22
Mid Canterbury	7	2	–	5	108	149	1	2	11
Thames Valley	7	2	–	5	131	185	1	1	10
South Canterbury	7	2	–	5	98	191	1	1	10
West Coast	7	–	–	7	79	237	–	2	2

### Semifinals

Horowhenua Kapiti 37, King Country 5 Wairarapa Bush 20, Buller 14

### Final

Wairarapa Bush 28, Horowhenua Kapiti 23

## AIR NEW ZEALAND NPC 2005 - DIVISION ONE 'B'

	<b>P</b>	<b>W</b>	<b>D</b>	<b>L</b>	<b>F</b>	<b>A</b>	<b>B4</b>	<b>B7</b>	<b>Pts</b>
Southland	9	8	–	1	244	201	5	–	37
Otago	9	8	–	1	223	151	3	–	35
North Harbour	9	6	–	3	286	146	5	2	31
Auckland	9	5	–	4	309	195	7	1	28
Wellington	9	4	–	5	195	205	3	3	22
Waikato	9	4	–	5	173	205	2	1	19
Bay of Plenty	9	3	–	6	228	293	5	1	18
Canterbury	9	3	–	6	203	229	3	2	17
Taranaki	9	3	–	6	196	239	1	3	16
Northland	9	1	–	8	145	340	1	1	6

## RANFURLY SHIELD

<b>Date</b>	<b>Result</b>	<b>Venue</b>
22 June	Canterbury 67, Marlborough 3	Christchurch
13 July	Canterbury 85, Nelson Bays 0	Nelson
20 August	Canterbury 40, Bay of Plenty 13	Christchurch
3 September	Canterbury 13, Taranaki 11	Christchurch
17 September	Canterbury 23, Waikato 15	Christchurch
23 September	Canterbury 15, Wellington 14	Christchurch
8 October	Canterbury 27, Auckland 12	Christchurch

## MEADS CUP

<b>Date</b>	<b>Result</b>	<b>Venue</b>
13 August	Hawke's Bay 42, Nelson Bays 25	Napier
3 September	Hawke's Bay 79, East Coast 0	Napier
10 September	Hawke's Bay 32, Marlborough 10	Napier
1 October	Hawke's Bay 43, Wanganui 15	Napier

## LOCHORE CUP

<b>Date</b>	<b>Result</b>	<b>Venue</b>
20 August	Horowhenua Kapiti 23, King Country 21	Levin
3 September	Horowhenua Kapiti 40, Thames Valley 10	Waikanae
17 September	Horowhenua Kapiti 20, Mid Canterbury 16	Levin
1 October	Horowhenua Kapiti 32, South Canterbury 7	Levin

## DHL NZ LIONS SERIES PROVINCIAL MATCHES

<b>Date</b>	<b>Result</b>	<b>Venue</b>
4 June	British & Irish Lions 34, Bay of Plenty 20	Rotorua
8 June	British & Irish Lions 36, Taranaki 14	New Plymouth
15 June	British & Irish Lions 23, Wellington 6	Wellington
18 June	British & Irish Lions 30, Otago 19	Dunedin
21 June	British & Irish Lions 26, Southland 16	Invercargill
28 June	British & Irish Lions 109, Manawatu 6	Palmerston North
5 July	British & Irish Lions 17, Auckland 13	Auckland

# On-field results

## WOMEN'S NPC – DIVISION ONE

	P	W	D	L	F	A	B4	B7	Pts
Auckland	5	5	–	–	173	22	3	–	23
Canterbury	5	4	–	1	122	53	3	–	19
Otago	5	3	–	2	87	77	1	–	13
Wellington	5	2	–	3	45	63	1	1	10
Hawke's Bay	5	1	–	4	87	171	2	1	7
Waikato	5	–	–	5	40	168	1	–	1

### Semifinals

Auckland 29, Wellington 0   Canterbury 22, Otago 5

### Final

Auckland 36, Canterbury 3

## WOMEN'S NPC – DIVISION TWO NORTH

	P	W	D	L	F	A	B4	B7	Pts
Manawatu	5	5	–	–	129	17	5	–	25
Auckland B	5	4	–	1	175	53	3	–	19
Northland	5	3	–	2	77	71	2	–	14
Bay of Plenty	5	2	–	3	107	90	1	1	10
Counties Manukau	5	1	–	4	51	162	–	–	4
North Harbour	5	–	–	5	35	181	–	–	0

### Final

Manawatu 43, Auckland B 10

## WOMEN'S NPC – DIVISION TWO SOUTH

	P	W	D	L	F	A	B4	B7	Pts
Canterbury B	6	5	–	1	158	48	3	–	23
Southland	6	4	–	2	75	61	1	–	17
Nelson Bays	6	2	1	3	80	96	–	1	11
Otago B	6	–	1	5	40	148	–	–	2

Division Two South was won by round-robin champion Canterbury B.

### Interisland Final

Manawatu 50, Canterbury B 6



## INTERNATIONAL TEST REFEREES

<b>Lyndon Bray</b>	Australia v Samoa at Sydney
<b>Kelvin Deaker</b>	Australia v South Africa at Sydney, Scotland v Argentina at Edinburgh
<b>Paul Honiss</b>	France v Wales at Paris, South Africa v Australia at Pretoria, France v Australia at Marseilles
<b>Bryce Lawrence</b>	France v Canada at Nantes
<b>Paddy O'Brien</b>	Italy v Ireland at Rome, England v France at London
<b>Chris Pollock</b>	Niue v Tahiti at Niue
<b>Steve Walsh</b>	Wales v England at Cardiff, South Africa v Australia at Johannesburg

# 2005 Steinlager Rugby Awards



LEFT TO RIGHT:  
MELISSA RUSCOE, DAPHNE BODEN,  
SIMANU SIMANU, DANIEL CARTER

NZRU AGE GRADE PLAYER OF THE YEAR

**Isaia Toeava**

WOMEN'S PLAYER OF THE YEAR

**Melissa Ruscoe (Canterbury)**

NZRU VOLUNTEER OF THE YEAR

**Daphne Boden (Clive RFC, Hawke's Bay)**

RICHARD CRAWSHAW MEMORIAL SEVENS PLAYER OF THE YEAR

**Amasio Valence**

REBEL SPORT SUPER 12 PLAYER OF THE YEAR

**Rico Gear (Crusaders)**

AIR NEW ZEALAND NPC DIVISION ONE PLAYER OF THE YEAR

**Chris Smylie (Otago)**

AIR NEW ZEALAND NPC DIVISION TWO PLAYER OF THE YEAR

**Clint Newland (Hawke's Bay)**

AIR NEW ZEALAND NPC DIVISION THREE PLAYER OF THE YEAR

**Simanu Simanu (Wairarapa Bush)**

ADIDAS TEAM OF THE YEAR

**All Blacks**

NZRU REFEREE OF THE YEAR

**Paul Honiss**

TOM FRENCH MEMORIAL MAORI PLAYER OF THE YEAR

**Rico Gear**

NZRU COACH OF THE YEAR

**Graham Henry (All Blacks)**

STEINLAGER SALVER FOR AN OUTSTANDING CONTRIBUTION TO NEW ZEALAND RUGBY

**Richie Guy**

KEL TREMAIN MEMORIAL PLAYER OF THE YEAR

**Daniel Carter (Canterbury, Crusaders, All Blacks)**

# Off-field results

## Consolidated statement of financial performance

FOR THE YEAR ENDED 31 DECEMBER 2005

	NOTE	2005 \$000	2004 \$000
<b>INCOME</b>			
Commercial		<b>104,177</b>	89,787
Fixtures and Tours		<b>33,904</b>	9,245
Interest Income		<b>6,407</b>	4,274
Other Income		<b>2,187</b>	1,598
<b>TOTAL INCOME</b>		<b>146,675</b>	104,904
<b>EXPENDITURE</b>			
Game Development		<b>12,992</b>	10,986
Provincial Union Grants		<b>15,616</b>	7,850
Representative Teams		<b>28,062</b>	24,296
Competitions		<b>56,326</b>	34,282
Governance and Financial		<b>9,984</b>	7,008
<b>TOTAL EXPENDITURE</b>	3	<b>122,980</b>	84,422
<b>NET PROFIT BEFORE TAXATION</b>	4	<b>23,695</b>	20,482
Income Tax Expense	5	-	-
<b>NET PROFIT FOR YEAR</b>		<b>23,695</b>	20,482

## Consolidated statement of movements in equity

FOR THE YEAR ENDED 31 DECEMBER 2005

	2005 \$000	2004 \$000
EQUITY AT START OF YEAR	<b>57,716</b>	37,234
Net Profit for the Year	<b>23,695</b>	20,482
Total Recognised Income and Expenditure for Year	<b>23,695</b>	20,482
<b>EQUITY AT END OF YEAR</b>	<b>81,411</b>	57,716

The accompanying notes form part of these financial statements.



# Consolidated statement of financial position

AS AT 31 DECEMBER 2005

	NOTE	2005 \$000	2004 \$000
<b>CURRENT ASSETS</b>			
Bank		34,281	9,028
Trade Receivables		4,279	4,118
Prepayments		1,010	1,391
Current Portion of Loans and Advances	6	236	490
Current Portion of Term Deposits		58,033	44,633
		<b>97,839</b>	59,660
<b>NON-CURRENT ASSETS</b>			
Loans and Advances	6	286	603
Term Deposits		8,088	20,281
Fixed Assets	8	2,626	3,914
		<b>11,000</b>	24,798
<b>TOTAL ASSETS</b>		<b>108,839</b>	84,458
<b>CURRENT LIABILITIES</b>			
Trade Payables	11	3,923	5,343
Provision for Medical Costs		2,358	1,754
Provision for Player Payment Variation	12	8,628	-
Sponsorship in Advance		12,519	19,645
		<b>27,428</b>	26,742
<b>TOTAL LIABILITIES</b>		<b>27,428</b>	26,742
<b>EQUITY</b>			
Retained Earnings		81,411	57,716
<b>TOTAL EQUITY</b>		<b>81,411</b>	57,716
<b>TOTAL LIABILITIES AND EQUITY</b>		<b>108,839</b>	84,458

For and on behalf of the Board



M.J.B Hobbs CHAIRMAN  
22 March 2006



W.L Syers DIRECTOR  
22 March 2006

The accompanying notes form part of these financial statements.

# Off-field results

## Consolidated statement of cash flows

FOR THE YEAR ENDED 31 DECEMBER 2005

	NOTE	2005 \$000	2004 \$000
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>			
CASH WAS PROVIDED FROM:			
Operating Receipts		<b>129,122</b>	104,375
Interest Received		<b>5,986</b>	4,029
Other Income		<b>2,187</b>	2,313
		<b>137,295</b>	110,717
CASH WAS APPLIED TO:			
Payments to Suppliers		<b>111,195</b>	82,209
		<b>111,195</b>	82,209
NET CASH FLOW FROM OPERATING ACTIVITIES	16	<b>26,100</b>	28,508
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>			
CASH WAS PROVIDED FROM:			
Repayment of Loans and Advances		<b>571</b>	279
Maturity of Investments		<b>84,792</b>	-
		<b>85,363</b>	279
CASH WAS APPLIED TO:			
Purchase of Fixed Assets		<b>210</b>	920
Purchase of Investments		<b>86,000</b>	27,892
		<b>86,210</b>	28,812
NET CASH FLOW USED IN INVESTING ACTIVITIES		<b>(847)</b>	(28,533)
NET CASH FLOW FROM FINANCING ACTIVITIES			
		-	-
Net Increase/(Decrease) in Cash Held			
		<b>25,253</b>	(25)
Cash at Start of Year		<b>9,028</b>	9,053
CASH AT END OF YEAR		<b>34,281</b>	9,028
REPRESENTED BY:			
Cash at Bank		<b>34,281</b>	9,028
CASH AT END OF YEAR		<b>34,281</b>	9,028

The accompanying notes form part of these financial statements.

## Parent statement of financial performance

FOR THE YEAR ENDED 31 DECEMBER 2005

	NOTE	2005 \$000	2004 \$000
<b>INCOME</b>			
Commercial		104,177	89,787
Fixtures and Tours		33,904	9,245
Interest Income		6,337	4,274
Other Income		2,187	1,589
<b>TOTAL INCOME</b>		<b>146,605</b>	104,895
<b>EXPENDITURE</b>			
Game Development		10,151	8,464
Provincial Union Grants		15,616	7,850
Representative Teams		17,848	15,475
Competitions		32,791	12,523
Governance and Financial		8,377	5,711
Funding to Subsidiaries		38,763	45,961
<b>TOTAL EXPENDITURE</b>	3	<b>123,546</b>	95,984
<b>NET PROFIT BEFORE TAXATION</b>	4	<b>23,059</b>	8,911
Income Tax Expense	5	-	-
<b>NET PROFIT FOR YEAR</b>		<b>23,059</b>	8,911

## Parent statement of movements in equity

FOR THE YEAR ENDED 31 DECEMBER 2005

	2005 \$000	2004 \$000
EQUITY AT START OF YEAR	59,989	51,078
Net Profit for Year	23,059	8,911
Total Recognised Income and Expenditure for Year	23,059	8,911
<b>EQUITY AT END OF YEAR</b>	<b>83,048</b>	59,989

The accompanying notes form part of these financial statements.

# Off-field results

## Parent statement of financial position

AS AT 31 DECEMBER 2005

	NOTE	2005 \$000	2004 \$000
<b>CURRENT ASSETS</b>			
Bank		34,167	8,602
Trade Receivables		4,157	3,577
GST Receivable		97	597
Prepayments		1,010	1,163
Current Portion of Loans and Advances	6	236	490
Current Portion of Term Deposits		57,033	44,633
		<b>96,700</b>	59,062
<b>NON-CURRENT ASSETS</b>			
Loans and Advances	6	286	603
Term Deposits		8,088	20,281
Fixed Assets	8	2,626	3,914
		<b>11,000</b>	24,798
<b>TOTAL ASSETS</b>		<b>107,700</b>	83,860
<b>CURRENT LIABILITIES</b>			
Trade Payables	11	3,455	4,176
Provision for Medical Costs		50	50
Provision for Player Payment Variation	12	8,628	-
Sponsorship in Advance		12,519	19,645
		<b>24,652</b>	23,871
<b>TOTAL LIABILITIES</b>		<b>24,652</b>	23,871
<b>EQUITY</b>			
Retained Earnings		83,048	59,989
<b>TOTAL EQUITY</b>		<b>83,048</b>	59,989
<b>TOTAL LIABILITIES AND EQUITY</b>		<b>107,700</b>	83,860

For and on behalf of the Board



M.J.B Hobbs CHAIRMAN  
22 March 2006



W.L Syers DIRECTOR  
22 March 2006

The accompanying notes form part of these financial statements.

## Parent statement of cash flows

FOR THE YEAR ENDED 31 DECEMBER 2005

	NOTE	2005 \$000	2004 \$000
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>			
CASH WAS PROVIDED FROM:			
Operating Receipts		129,100	104,941
Interest Received		5,940	4,029
Other Income		2,187	2,304
		<b>137,227</b>	111,274
CASH WAS APPLIED TO:			
Payments to Suppliers		111,413	82,777
		<b>111,413</b>	82,777
NET CASH FLOW FROM OPERATING ACTIVITIES	16	<b>25,814</b>	28,497
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>			
CASH WAS PROVIDED FROM:			
Repayment of Loans and Advances		571	279
Maturity of Investments		84,792	-
		<b>85,363</b>	279
CASH WAS APPLIED TO:			
Purchase of Fixed Assets		210	920
Purchase of Investments		85,000	27,892
Advances to Subsidiaries		402	247
		<b>85,612</b>	29,059
NET CASH FLOW USED IN INVESTING ACTIVITIES		<b>(249)</b>	(28,780)
NET CASH FLOW FROM FINANCING ACTIVITIES		-	-
Net Increase/(Decrease) in Cash Held		<b>25,565</b>	(283)
Cash at Start of Year		<b>8,602</b>	8,885
CASH AT END OF YEAR		<b>34,167</b>	8,602
REPRESENTED BY:			
Cash at Bank		<b>34,167</b>	8,602
CASH AT END OF YEAR		<b>34,167</b>	8,602

The accompanying notes form part of these financial statements.

# Off-field results

## Notes to the financial statements

FOR THE YEAR ENDED 31 DECEMBER 2005

### 1. STATEMENT OF ACCOUNTING POLICIES

#### Reporting Entity

The New Zealand Rugby Football Union Incorporated ("NZRU") is an incorporated society registered under the Incorporated Societies Act 1908.

The "Group" consists of the New Zealand Rugby Football Union Incorporated (the "Parent"), its subsidiaries and associates.

The financial statements of the Parent and Group have been prepared in accordance with generally accepted accounting practice ("GAAP").

#### Measurement Base

The accounting principles recognised as appropriate for the measurement and reporting of financial performance and financial position on a historical cost basis are followed by the Group.

#### Specific Accounting Policies

The following specific accounting policies which materially affect the measurement of financial performance and the financial position have been applied:

##### (a) Basis of Preparing Consolidated Financial Statements

#### Subsidiaries

Subsidiaries are those entities controlled, directly or indirectly, by the New Zealand Rugby Football Union Incorporated. The consolidated financial statements include the holding entity New Zealand Rugby Football Union Incorporated and its subsidiaries using the purchase method of consolidation. All significant inter-entity transactions are eliminated on consolidation. In the parent entity financial statements investments in subsidiaries are stated at cost.

#### Associates

These are entities in which the New Zealand Rugby Football Union Incorporated has significant influence, but not control, over the operating and financial policies. The financial statements of all associates, where material, have been reflected in the consolidated financial statements on an equity accounting basis which shows the Group's share of profits in the consolidated Statement of Financial Performance and its share of post acquisition increases or decreases in net assets, in the consolidated Statement of Financial Position.

#### Joint Ventures

Joint ventures are joint arrangements with other parties in which the Group has several liabilities in respect of costs and liabilities, and shares in any resulting output. The Group's share of the assets, liabilities, revenues and expenses of joint ventures are incorporated into the consolidated financial statements on a line by line basis using the proportionate method.

##### (b) Fixed Assets

The Group has six classes of fixed assets:

- Computer equipment
- Office equipment
- Office alterations and fixtures
- Coaching equipment
- Archive footage
- Institute of Rugby assets

All fixed assets are initially recorded at cost.

# Notes to the financial statements

FOR THE YEAR ENDED 31 DECEMBER 2005

## (c) Depreciation

Depreciation is provided on a straight line basis to allocate the cost or revalued amount of an asset, less estimated residual value, over their estimated useful lives.

Leased assets are depreciated over the shorter of the unexpired period of the lease or the estimated useful life of the asset.

Major depreciation periods are:

- Computer equipment 3 years
- Office equipment 5 years
- Office alterations and fixtures 10 years
- Coaching equipment 5 years
- Archive footage 20 years
- Institute of Rugby 3-10 years

## (d) Receivables

Receivables are stated at their estimated realisable value.

## (e) Term Deposits

Term deposits are recorded at cost and any interest receivable is recorded as a trade receivable.

## (f) Provision for Medical Costs

The provision for medical costs is based on an annual independent actuarial valuation.

## (g) Provision for Player Payment Variation

A provision for Player Payment Variation is recognised for the difference between the players' share of agreed revenue ("Player Generated Revenue") earned during the year and benefits provided to the players during the year. Player costs are recognised in the year in which Player Generated Revenue is earned.

## (h) Revenue Recognition

Sponsorship and Broadcasting revenue is recognised in line with the value of the benefits supplied by the Group under the contracts.

## (i) Expense Recognition

Where the Group incurs expenses on behalf of other entities, the reimbursed amount is offset against the total amount paid to report the net expense to the Group.

## (j) Income Tax

The income tax expense (where applicable) charged to the Statement of Financial Performance includes both the current year's provision and the income tax effects of timing differences calculated using the liability method.

Tax effect accounting has been applied on a comprehensive basis to all timing differences. A debit balance in the deferred tax account, arising from timing differences or income tax benefits from income tax losses, is only recognised if there is virtual certainty of realisation.

## (k) Leases

Group entities lease certain office equipment and premises. Operating lease payments, where the lessors effectively retain substantially all the risks and benefits of ownership of the leased items, are included in the determination of the operating surplus in equal instalments over the lease term.

# Off-field results

## Notes to the financial statements

FOR THE YEAR ENDED 31 DECEMBER 2005

### (l) Foreign Currencies

Transactions in foreign currencies are converted at the New Zealand rate of exchange ruling at the date of the transaction.

Transactions covered by forward exchange contracts are measured and reported at the forward rates specified in those contracts.

At balance date, foreign monetary assets and liabilities are translated at the closing rate, and exchange variations arising from these translations are included in the Statement of Financial Performance.

### (m) Financial Instruments

The Group is party to financial instruments with off balance sheet risk to meet financing needs and to reduce exposure to fluctuations in foreign currency exchange rates.

The Group enters into foreign currency forward exchange contracts to hedge foreign currency transactions. Any exposure to gains or losses on these forward contracts is generally offset by a related loss or gain on the item being hedged.

Gains and losses on contracts which hedge specific foreign currency denominated commitments are recognised in the period in which the transaction is completed.

The Group is not involved in foreign exchange trading or speculation.

### (n) Comparatives

To ensure consistency with current period presentation, comparative figures have been restated where appropriate.

### (o) Changes in Accounting Policies

There have been no changes in accounting policies. All policies have been applied on bases consistent with those used in previous years.

### (p) New Zealand International Financial Reporting Standards

In December 2002 the New Zealand Accounting Standards Review Board announced that mandatory adoption of New Zealand International Financial Reporting Standards (NZ IFRS) will apply to all New Zealand entities for periods commencing on or after 1 January 2007.

A conversion project has been initiated which entails assessing the impacts of changes in financial reporting standards on the Group's financial reporting and other related activities, then designing and implementing processes to deliver financial reporting on an NZ IFRS compliant basis, as well as dealing with any business related impacts.

Upon adoption of NZ IFRS, comparative information will be restated to conform with the requirements of NZ IFRS and the impact that adoption has had on the Group's financial statements will be set out appropriately. Most adjustments required on transition to NZ IFRS will be made retrospectively against opening equity.

NZRU has not yet performed a detailed analysis of the differences between existing NZ GAAP and NZ IFRS that may have a significant impact on the Group's consolidated financial performance and financial position. Accordingly, the Group is unable to reliably identify the key differences in accounting policies or quantify the impact upon the financial statements that are expected to arise on transition to NZ IFRS.

## 2. SEGMENT INFORMATION

The Group operates in one industry and geographical location, these being the promotion and administration of rugby in New Zealand.



# Notes to the financial statements

FOR THE YEAR ENDED 31 DECEMBER 2005

## 3. EXPENDITURE

Included within expenditure for the year are the following:

	GROUP		PARENT	
	2005 \$000	2004 \$000	2005 \$000	2004 \$000
Depreciation charge				
Computer Equipment	1,094	1,359	1,094	1,359
Office Equipment	175	141	175	141
Office Alterations & Fixtures	182	159	182	159
Coaching Equipment	5	9	5	9
Archive Footage	2	2	2	2
Institute of Rugby	40	105	40	105
	<b>1,498</b>	1,775	<b>1,498</b>	1,775
Interest Expense	9	5	8	2
Foreign Exchange Loss	181	-	181	-
Bad Debts	1	15	1	15
Donations	100	-	100	-
Lease Costs	652	680	652	680
Fees paid to Auditors				
Audit Fees	26	26	13	13
Assurance Fees	109	60	109	60
Other Services	185	150	185	150

## 4. ABNORMAL ITEMS

The 2005 financial results include a profit directly attributable to the Lions Series of \$20,417,000. This profit was generated by deriving direct revenue of \$34,170,000 offset by direct expenses of \$13,753,000.

Expenses for the year have also increased from the prior year as a consequence of three material abnormal costs incurred during the year. Firstly, the NZRU made special one-off payments to Provincial Unions totalling \$7,298,000. Secondly, as a consequence of the new players' Collective Employment Agreement, the NZRU has provided for \$8,628,000 of Player Payment Variation costs which will offset employment payments in future periods. Thirdly, the NZRU incurred costs of \$1,654,000 to secure the right to host Rugby World Cup 2011.

# Off-field results

## Notes to the financial statements

FOR THE YEAR ENDED 31 DECEMBER 2005

### 5. TAXATION

INCOME TAX	GROUP	GROUP
	2005	2004
	\$000	\$000
Profit before tax	23,695	20,482
Prima Facie tax @ 33%	7,819	6,759
Tax effect of permanent differences (exempt activities)	(7,742)	(6,712)
Benefit of tax losses not previously recognised	(77)	(47)
<b>INCOME TAX EXPENSE</b>	<b>-</b>	<b>-</b>
The income tax expense is comprised of:		
Current Tax	-	-
Deferred Tax	-	-
<b>INCOME TAX EXPENSE</b>	<b>-</b>	<b>-</b>

The consolidated Group has accumulated tax losses of \$5,330,000 (2004: \$6,179,000) available to be carried forward and offset against future assessable income. The \$1,759,000 (2004: \$2,039,000) future tax benefit of these losses and the \$199,000 (2004: (\$50,000)) tax effect of other timing differences have not been recognised as there is less than virtual certainty of realisation.

The Parent is exempt from income tax as a promoter of amateur sport under section CW 39 of the Income Tax Act 2004.

#### Imputation Credits

Imputation credits are not disclosed as the Parent has no shareholders able to utilise such credits.

### 6. LOANS AND ADVANCES

	2005	2004
	\$000	\$000
<b>CURRENT PORTION:</b>		
Provincial Rugby Unions	210	391
Local Body Authorities	26	99
	<b>236</b>	<b>490</b>
<b>TERM PORTION:</b>		
Provincial Rugby Unions	274	585
Local Body Authorities	12	18
	<b>286</b>	<b>603</b>
<b>TOTAL LOANS AND ADVANCES</b>	<b>522</b>	<b>1,093</b>

# Notes to the financial statements

FOR THE YEAR ENDED 31 DECEMBER 2005

## 7. FINANCIAL INSTRUMENTS

### Credit Risk

Financial instruments which potentially subject the Group to credit risk principally consist of foreign exchange contracts, bank balances, accounts receivable and loans and advances. The Group has a credit policy which is used to manage its exposure to credit risk. Reputable financial institutions are used for investing and cash handling purposes.

BANK, ACCOUNTS RECEIVABLE, LOANS AND ADVANCES

Maximum exposures to the credit risk of these items as at balance date is:

	GROUP		PARENT	
	2005 \$000	2004 \$000	2005 \$000	2004 \$000
Bank	34,281	9,028	34,167	8,602
Trade Receivables	4,279	4,118	4,254	4,174
Term Deposits	66,121	64,914	65,121	64,914
Loans and Advances	522	1,093	522	1,093

The above maximum exposures are net of any recognised provision for losses on these financial instruments. No collateral is held on the above amounts.

### FOREIGN EXCHANGE CONTRACTS

At balance date the Group had entered into foreign exchange forward rate agreements with maturities to January 2008 (2004: January 2008) at various rates as part of hedging forward exposures. These contracts have a face value of \$19,850,000 (2004: \$82,845,000), carrying value of \$0 (2004: \$0) and fair value of \$3,881,000 (2004: \$30,285,000).

### Foreign Currency Risk

At balance date, the Group held unhedged foreign currency account balances in United States Dollars of NZ\$13,000 (2004: \$1,004,000) and Great British Pounds of NZ\$31,014,000 (2004: \$2,001,000).

### Interest Rate Risk

#### ASSETS

Interest rate risk is the risk that the value of the Group's assets will fluctuate due to the changes in market interest rates. The Group is exposed to interest rate risk primarily through its cash balances, loans and advances and investments.

The loans and advances have interest rates varying from 0% to 6.95% (2004: 0% to 7.30%) and outstanding terms from 1 year to 6 years (2004: 1 year to 7 years).

Long term deposits have interest rates varying from 5.54% to 7.72% (2004: 5.54% to 7.20%) and outstanding terms from 1 year to 2 years (2004: 1 year to 3 years).

### Fair Values

#### CASH AT BANK, RECEIVABLES, TERM DEPOSITS AND TRADE PAYABLES

The fair value is the carrying amount for each of these classes of financial instrument.

#### LOANS AND ADVANCES

It is not practical to estimate the fair value of the loans and advances with an acceptable level of reliability.

# Off-field results

## Notes to the financial statements

FOR THE YEAR ENDED 31 DECEMBER 2005

### 8. FIXED ASSETS

	COST	ACCUMULATED DEPRECIATION	BOOK VALUE
	2005	2005	2005
	\$000	\$000	\$000
<b>GROUP</b>			
Computer Equipment	5,779	4,883	896
Office Equipment	918	593	325
Office Alterations and Fixtures	1,833	497	1,336
Coaching Equipment	195	151	44
Archive Footage	30	5	25
	<b>8,755</b>	<b>6,129</b>	<b>2,626</b>
<b>PARENT</b>			
Computer Equipment	5,779	4,883	896
Office Equipment	918	593	325
Office Alterations and Fixtures	1,833	497	1,336
Coaching Equipment	195	151	44
Archive Footage	30	5	25
	<b>8,755</b>	<b>6,129</b>	<b>2,626</b>

	COST	ACCUMULATED DEPRECIATION	BOOK VALUE
	2004	2004	2004
	\$000	\$000	\$000
<b>GROUP</b>			
Computer Equipment	5,376	3,789	1,587
Office Equipment	886	418	468
Office Alterations and Fixtures	1,808	314	1,494
Coaching Equipment	147	147	-
Archive Footage	30	4	26
Institute of Rugby assets	921	582	339
	<b>9,168</b>	<b>5,254</b>	<b>3,914</b>
<b>PARENT</b>			
Computer Equipment	5,376	3,789	1,587
Office Equipment	886	418	468
Office Alterations and Fixtures	1,808	314	1,494
Coaching Equipment	147	147	-
Archive Footage	30	4	26
Institute of Rugby assets	921	582	339
	<b>9,168</b>	<b>5,254</b>	<b>3,914</b>

# Notes to the financial statements

FOR THE YEAR ENDED 31 DECEMBER 2005

## 9. INVESTMENTS

	PERCENTAGE HELD		BALANCE DATE
	2005	2004	
New Zealand Rugby Promotions Limited	100%	100%	31 December
Computerised Match Ticketing Limited	100%	100%	31 December
Rugby World Cup (New Zealand) Limited	100%	100%	31 December
World Cup Rugby (New Zealand) Limited	100%	100%	31 December
SANZAR Pty Limited	33%	33%	31 December

New Zealand Rugby Promotions Limited contracts players, referees and team management for certain New Zealand teams. Computerised Match Ticketing Limited, Rugby World Cup Limited and World Cup Rugby Limited are non-trading subsidiaries. SANZAR Pty Limited is a company incorporated in Australia to act as the agent for the joint venture outlined below. The financial position and results of Computerised Match Ticketing Limited, Rugby World Cup Limited, World Cup Rugby Limited and SANZAR Pty Limited have not been recorded in these financial statements as the amounts are insignificant.

## 10. JOINT VENTURE

The NZRU has a one-third share in an unincorporated joint venture, SANZAR, which promotes and administers certain rugby tournaments and the associated broadcasting rights.

## 11. TRADE PAYABLES

Trade payables include the following employee entitlements:

	GROUP		PARENT	
	2005 \$000	2004 \$000	2005 \$000	2004 \$000
Employee Entitlements	1,667	851	1,157	851

## 12. PROVISION FOR PLAYER PAYMENT VARIATION

Under the players' Collective Employment Agreement 32.41% of Player Generated Revenue recognised during the year is set aside and applied for the benefit of players contracted under this Agreement.

Where payments made to players during the year differ from the players' share of Player Generated Revenue, the difference is recognised in the Statement of Financial Position.

For the year ended 31 December 2005, the player payments were \$8,628,000 less than the players' share of Player Generated Revenue. Consequently a provision for Player Payment Variation has been recognised to provide for the NZRU's obligations for player employment benefits that will be paid in future periods.

# Off-field results

## Notes to the financial statements

FOR THE YEAR ENDED 31 DECEMBER 2005

### 13. COMMITMENTS

OPERATING LEASE COMMITMENTS	2005 \$000	2004 \$000
Not later than one year	503	657
Later than one year and not later than two years	540	675
Later than two years and not later than five years	1,710	2,172
Later than five years	802	3,115
<b>TOTAL OPERATING LEASE COMMITMENTS</b>	<b>3,555</b>	<b>6,619</b>

### 14. CONTINGENT LIABILITIES

The Parent has a contingent liability of \$10,000 (2004: \$10,000) relating to the uncalled capital of New Zealand Rugby Promotions Limited.

The Parent has guaranteed advances made by registered trading banks of \$nil (2004: \$575,000) to various Provincial Unions.

The Parent has guaranteed an advance made by a registered trading bank of \$439,000 (2004: \$904,000) to Eden Park Trust Board.

### 15. RUGBY WORLD CUP 2011

In November 2005, the NZRU signed a contract with Rugby World Cup Limited, a wholly owned subsidiary of the International Rugby Board, to host the 2011 Rugby World Cup tournament. Upon signing the contract, the NZRU committed to pay a tournament fee of GBP48 million on completion of the tournament. The contract also requires that the NZRU meets specified tournament costs and entitles the NZRU to retain certain specified tournament revenues. The NZRU has also entered into an agreement with the New Zealand Government. The Government is entitled to 50% of any net profit generated directly by the NZRU and has committed to funding 67% of any net loss incurred by the NZRU in running the tournament. In addition, the Government has committed to support the NZRU in delivering commitments made in accordance with the contract.

# Notes to the financial statements

FOR THE YEAR ENDED 31 DECEMBER 2005

## 16. RECONCILIATION OF NET PROFIT WITH CASH INFLOW FROM OPERATING ACTIVITIES

	2005	2004
<b>CONSOLIDATED</b>	<b>\$000</b>	<b>\$000</b>
<b>Net Profit</b>	<b>23,695</b>	20,482
Add Non-Cash Items:		
Depreciation	<b>1,498</b>	1,775
	<b>1,498</b>	1,775
Movement in Working Capital		
Decrease/(Increase) in Trade Receivables	<b>(161)</b>	(26)
Decrease/(Increase) in Interest Receivable	<b>(417)</b>	(245)
Decrease/(Increase) in GST Receivable	<b>418</b>	105
Decrease/(Increase) in Prepayments	<b>381</b>	(723)
Increase/(Decrease) in Trade Payables	<b>(1,420)</b>	492
Increase/(Decrease) in Provisions	<b>9,232</b>	(177)
Increase/(Decrease) in Sponsorship In Advance	<b>(7,126)</b>	6,825
	<b>907</b>	6,251
<b>NET CASH FLOWS FROM OPERATING ACTIVITIES</b>	<b>26,100</b>	28,508
	2005	2004
<b>PARENT</b>	<b>\$000</b>	<b>\$000</b>
<b>Net Profit</b>	<b>23,059</b>	8,911
Add Non-Cash Items:		
Subsidiary Funding	<b>402</b>	11,429
Depreciation	<b>1,498</b>	1,775
	<b>1,900</b>	13,204
Movement in Working Capital		
Decrease/(Increase) in Trade Receivables	<b>(183)</b>	(550)
Decrease/(Increase) in Interest Receivable	<b>(396)</b>	(245)
Decrease/(Increase) in GST Receivable	<b>500</b>	22
Decrease/(Increase) in Prepayments	<b>153</b>	(725)
Increase/(Decrease) in Trade Payables	<b>(721)</b>	1,080
Increase/(Decrease) in Provisions	<b>8,628</b>	(25)
Increase/(Decrease) in Sponsorship In Advance	<b>(7,126)</b>	6,825
	<b>855</b>	6,382
<b>NET CASH FLOWS FROM OPERATING ACTIVITIES</b>	<b>25,814</b>	28,497

# Off-field results

## Notes to the financial statements

FOR THE YEAR ENDED 31 DECEMBER 2005

### 17. REMUNERATION OF DIRECTORS

Directors Fees paid or payable to Directors for services as a Director during the year totalled \$210,000 (2004: \$210,000) and were paid as follows:

		PARENT \$000	SUBSIDIARIES \$000	TOTAL \$000
Mr M.J.B Hobbs	Chairman	25	25	50
Mr W.L Syers	Director	10	10	20
Mr B.P Quinn	Director	10	10	20
Mr M.A Peters	Director	10	10	20
Mr G.N.K Mourie	Director	10	10	20
Mr M.T Eagle	Director	10	10	20
Mr I.C Haines	Director	10	10	20
Mr J.C Lindsay	Director	10	10	20
Mr G.R Walker (to 27/04/05)	Director	3	3	6
Mr K.G Douglas (from 28/04/05)	Director	7	7	14

### 18. TRANSACTIONS WITH RELATED PARTIES

#### Provincial Unions

During the year the Group received \$493,000 (2004: \$178,000) repayments of loans and advances from rugby Provincial Unions.

The balances outstanding of loans and advances at the end of the year are stated in Note 6 to these financial statements. The terms and conditions vary from Union to Union.

The Group charged interest of \$36,000 (2004: \$43,000) during the year on these loans.

#### SANZAR

The Group incurs transactions on behalf of the SANZAR joint venture. The appropriate costs are then on charged to the other SANZAR joint venture members.

#### Directors

Mr G.N.K Mourie is a Director of Mourie Sport Management Limited. The Group receives services from Mourie Sport Management Limited. These services are provided on normal commercial terms and payments for these services totalled \$11,000 (2004: \$10,000). In addition, Directors Fees for Mr G.N.K Mourie of \$20,000 (2004: \$20,000) were paid to Mourie Sport Management Limited resulting in total payments to Mourie Sport Management Limited of \$31,000 (2004: \$30,000).

#### General

No related party debts have been written off or forgiven during the year. Except where stated otherwise, all transactions have been conducted on normal terms and conditions.



# Audit Report



## **To the members of the New Zealand Rugby Football Union Incorporated**

We have audited the attached financial statements. The financial statements provide information about the past financial performance and financial position of the New Zealand Rugby Football Union Incorporated (the "Union") and its subsidiaries as at 31 December 2005. This information is stated in accordance with the accounting policies.

### **Directors' responsibilities**

The Directors are responsible for the preparation of financial statements which give a true and fair view of the financial position of the Union as at 31 December 2005 and the results of their operations and cash flows for the year ended on that date.

### **Auditors' responsibilities**

It is our responsibility to express an independent opinion on the financial statements presented by the Directors and report our opinion to you.

### **Basis of opinion**

An audit includes examining, on a test basis, evidence relevant to the amounts and disclosures in the financial statements. It also includes assessing:

- the significant estimates and judgements made by the Directors in the preparation of the financial statements;
- whether the accounting policies are appropriate to the Union's circumstances, consistently applied and adequately disclosed.

We conducted our audit in accordance with New Zealand Auditing Standards. We planned and performed our audit so as to obtain all the information and explanations which we considered necessary in order to provide us with sufficient evidence to obtain reasonable assurance that the financial statements are free from material misstatements, whether caused by fraud or error. In forming our opinion we also evaluated the overall adequacy of the presentation of information in the financial statements.

Our firm has also provided other services to the Union in relation to taxation and general accounting services. Partners and employees of our firm may also deal with the Union on normal terms within the ordinary course of trading activities of the business of the Union. These matters have not impaired our independence as auditors of the Union. The firm has no other relationship with, or interest in, the Union.

### **Unqualified opinion**

We have obtained all the information and explanations we have required.

In our opinion:

- proper accounting records have been kept by the Union as far as appears from our examination of those records;
- the financial statements:
  - comply with New Zealand generally accepted accounting practice;
  - give a true and fair view of the financial position of the Union as at 31 December 2005 and the results of their operations and cash flows for the year ended on that date.

Our audit was completed on 22 March 2006 and our unqualified opinion is expressed as at that date.

Wellington

# Giving Back

Rugby enjoys a special place in the hearts and minds of many New Zealanders and over the past century has woven itself into the social and cultural fabric of our country. This privileged position brings with it a responsibility to recognise the importance of rugby to the health and cohesiveness of the community, and of the community to the popularity and success of rugby.

In September 2005, the NZRU appointed Save the Children New Zealand as an official charity of the NZRU and the All Blacks. The new partnership provides a wonderful opportunity for the NZRU and the All Blacks to make a valuable contribution to communities at home and around the world, and reflects the All Blacks' stated wish to focus their efforts on children's issues. Following the announcement, the All Blacks gave their support to Save the Children's Annual Appeal, helping to bring attention to the plight of children growing up in poverty. To complement the international partnership with Save the Children, the NZRU and All Blacks will appoint another official charity with a focus on domestic activity.

The formal partnership was preceded by a range of activities around the AXA New Zealand International Sevens tournament in Wellington in February, through which the NZRU helped to raise funds for Save the Children's Indian Ocean Tsunami Appeal. In addition to making a substantial initial donation, the NZRU joined with Sevens organisers and sponsors to put on a series of fun events, such as big screen messages and a 'Super Sevens' auction, that passed on the generous contributions of Sevens fans to Save the Children's

appeal. The Rugby Foundation provides care and support for rugby players throughout the country whose lives and careers have been affected by injury. The NZRU supports the Foundation's vital work, and in 2005 continued, through its own research and programmes, to successfully cut the incidence of serious injury in rugby.

In March, each of New Zealand's five Rebel Sport Super 12 teams released a player to participate in the IRB Rugby Aid

“THE NZRU AND ITS PLAYERS  
RETAIN AN INVALUABLE  
CONNECTION WITH THE  
WIDER COMMUNITY”

match at Twickenham. 2005 All Blacks captain Tana Umaga was joined by current or former All Blacks Steven Bates, Carl Hoft, Jerome Kaino and Andrew Mehrtens to play for the victorious Southern Hemisphere side and help raise funds for victims of the Indian Ocean tsunami.

The All Blacks' charity work also includes numerous events on a personal scale. During the international season, team members visited Starship Children's Hospital in Auckland and a children's cancer unit in Christchurch, hosted children from the Make-A-Wish Foundation at trainings and invited a Welsh XV of Down's Syndrome athletes to attend a Captain's Run during the DHL New Zealand Lions Series.

In November, the All Blacks' end-of-year tour to the United Kingdom and Ireland provided a host of new opportunities for the team to connect with its own heritage and the global rugby community. 2005 marked the centenary of the 1905-06 'Originals' tour, on which the All Blacks played their inaugural matches against each of the Home Unions and were given their world-famous moniker for the first time. Prior to the team's departure, the NZRU hosted a commemorative

forum that brought together a number of New Zealand's pre-eminent rugby historians and authors to mark the legacy of the 1905 Originals; throughout the 2005 tour, the All Blacks paid tribute to their trailblazing predecessors.

While in Ireland, a group of All Blacks and NZRU officials visited the village of Ramelton, the birthplace of 1905 All Blacks captain Dave Gallaher, to visit the Gallaher home and rename the nearby Letterkenny RFC grounds in Gallaher's honour and to share in the warm and enthusiastic welcome of the Irish rugby community. Similar activities in Wales, England and Scotland commemorated the historic 1905-06 tour.



ABOVE: THE ALL BLACKS CELEBRATE THE ANNOUNCEMENT OF SAVE THE CHILDREN AS AN OFFICIAL CHARITY OF THE NZRU



At home or abroad, the All Blacks exemplify the respect the NZRU and all of its teams and players have for their fortunate position.

While professionalism has changed many aspects of rugby, the NZRU and its players still retain an invaluable connection with the wider community and foster a serious and earnest desire to give something back.

