



NETBALL NEW ZEALAND
Poitarawhiti Aotearoa

Agenda

- Executive Summary
- How did we do in 2009 & trends
- Our investments and members equity position
- Financial position of ANZ Championship
- What's our budget for 2010 – challenges/ opportunities
- Conclusion and Q&A

Should regional managers or centres require further details please contact info@netballnz.co.nz



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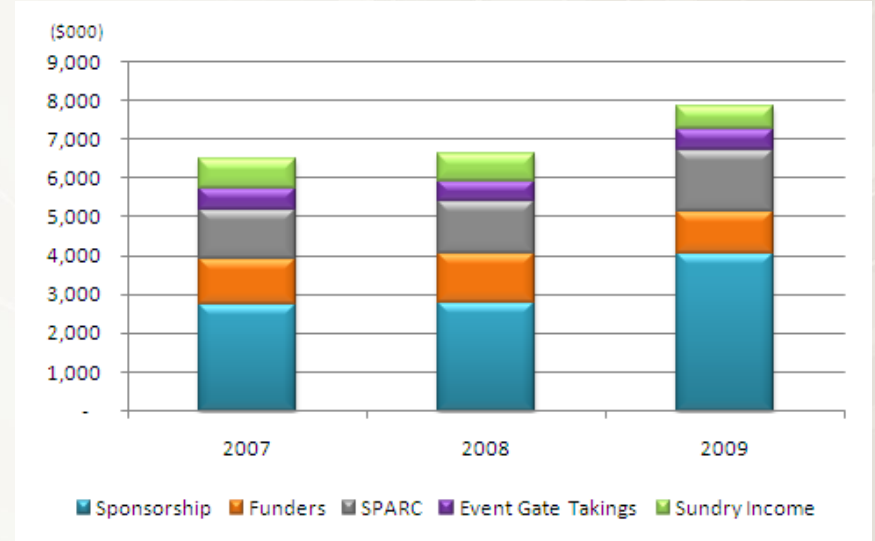
Executive Summary

- Economic Climate and impact on Netball New Zealand – tough times ahead.
- Netball New Zealand achieved a \$115k surplus
- Predicting a challenging 2010
- Investments & equity declining
- TTNL/ANZ Championship delivered encouraging results - turned a \$976k deficit into a surplus of \$618k



Revenue

- Between 2007 & 2009 revenue has grown by \$1.4m (21%)
- Sponsorship has increased \$1.2m (+48%)

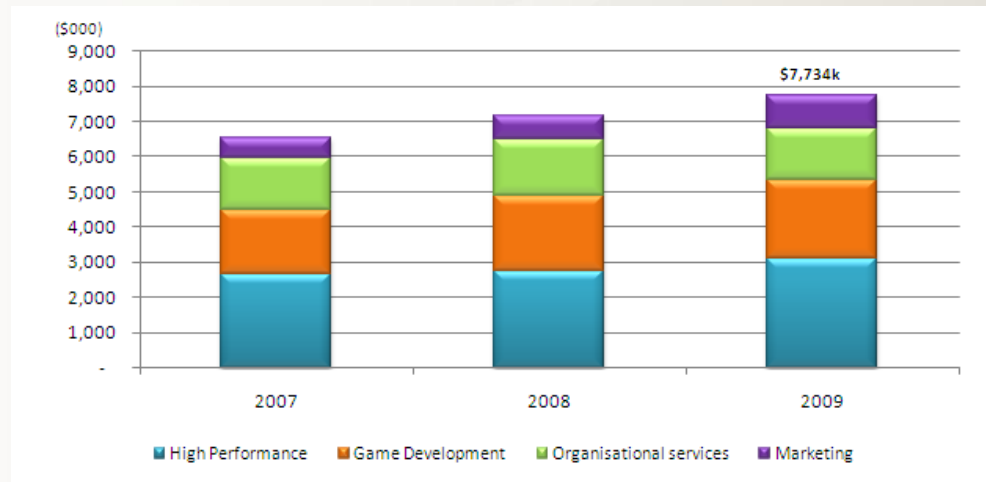


- Since 2007 SPARC investment has grown by \$311k
- Revenue from funders has decreased by \$80k since 2007 (-7%)



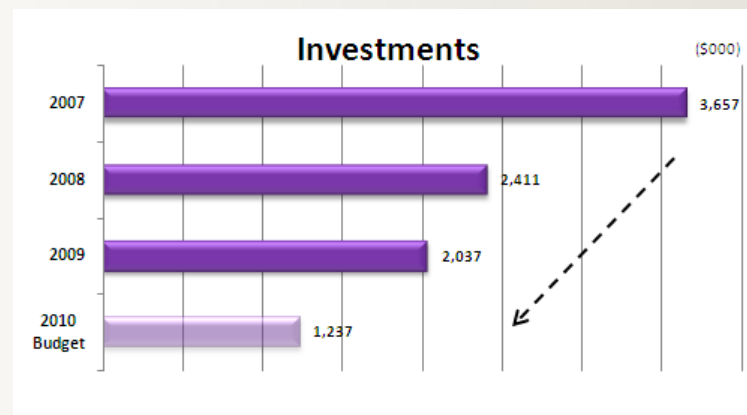
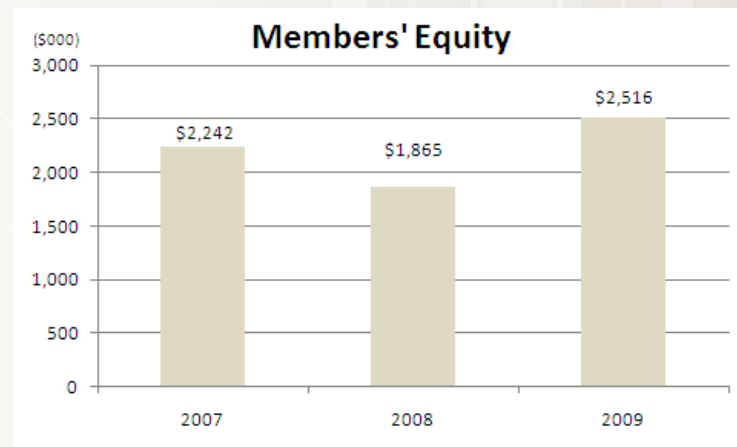
Expenses

- Since 2007 expenses have increased by \$1.2m (18%)
- Approx \$400k in both High Performance and Game Development
- Marketing expenditure has increased in line with improvement in sponsorship revenue
- Back office expenses have remained flat



Investments & Members Equity

- Members equity \$2.5m, including \$488k TTNL one off adjustment
- Value of investments is declining (\$1.6m or 44% since 2007)



TTNL/ANZ Championship results

- TTNL operating surplus of \$618k in 2009, an improvement on 2008 deficit of (\$976k)
- NNZ share of TTNL 2009 Operating results \$309k (NNZ 2008 share of deficit was (\$489k))



Looking forward to 2010

- Key challenges:
 - Forecasted operating loss of **(\$55k)**
 - Budgeted revenue is flat v 2009
 - Expenses will increase by 4% (\$321k)
 - 2 new headcount (National Player Development Mgr and Umpire Development Mgr)
 - High Performance in the lead up to the Commonwealth Games
 - Facilities project
 - Investment balances may decrease by (\$800k)



Conclusion

- 2009 delivered a surplus, however results were slightly below expectations
- 2010 budget is tight – lots of risks re revenue
- Longer term forecasts (2010/11) indicate:
 - Cash flow under increasing pressure
 - Impacts of recession will continue once contracted revenue enters renegotiation phase
 - Ongoing pressure on funders resource & support

