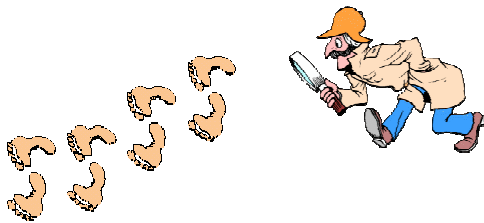

Getting an Edge

Presenter : Ian Schubert

Salary Cap Auditor

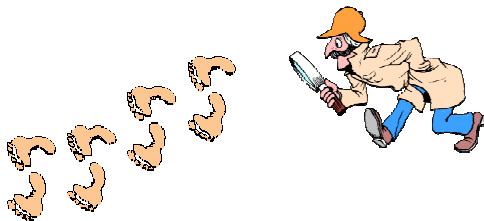
National Rugby League



Getting an Edge

The next 30 minutes :

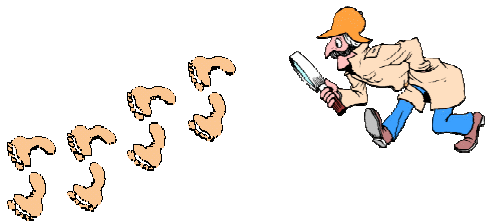
- Who am I and why me – who did I offend to get this job?
- What actually is the NRL Salary Cap and how calculated?
- Unethical, or is this just how business is done?
- Regulatory procedures.
- Questions.



Getting an Edge

Who am I and why me – who did I offend to get this job?

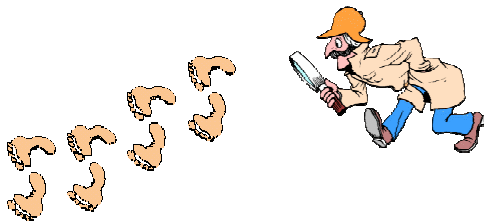
- Former elite sportsman (who obviously lost the plot)
- Qualified school teacher originally
- Qualified accountant after retirement from playing football
- Management experience at Wests RLFC, Bulldogs RLFC and Roosters RLFC and now NRL totalling 16 years.
- Super League convert as player advocate and international development hopeful
- NRL Judiciary Secretary for 6 years
- NRL Salary Cap Auditor and all jobs nobody else will do.



Getting an Edge

What actually is the NRL Salary Cap and how calculated?

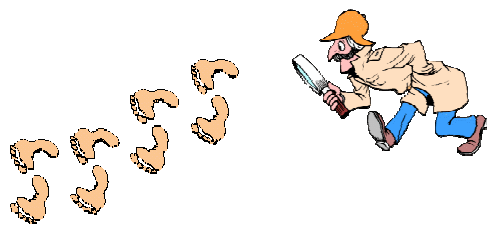
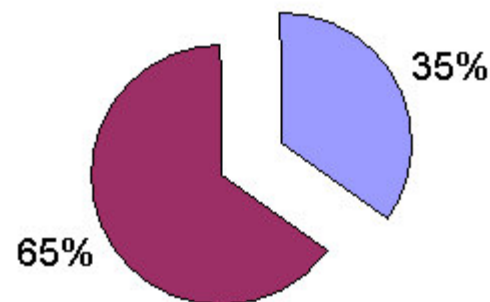
- Highest paid 25 players at each Club based on sign-on, other benefits like travel, cars etc and a calculated variable component for appearances fees, win fees etc.
- Top 25 at \$3.3m for 2005 plus, \$300k for 2nd Tier.
- Allowances and Exclusions – Top 25 Gross Average \$3.7m



Getting an Edge

What actually is the NRL Salary Cap and how calculated?

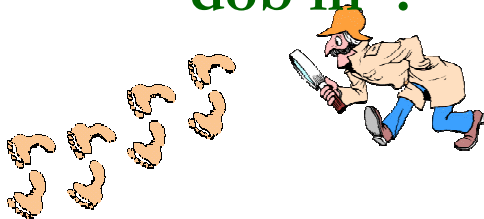
- Clubs turn-over \$7-14m – Sydney –v- Regional Teams
- Clubs receive \$2.5m in annual grants plus prizemoney from NRL
- All player payments, including developing players, total approx \$4.5m 30% - 65% of Club turnover.



Getting an Edge

Unethical, or is this just how business is done?

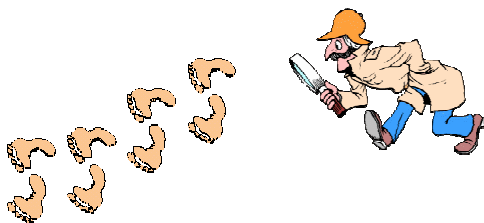
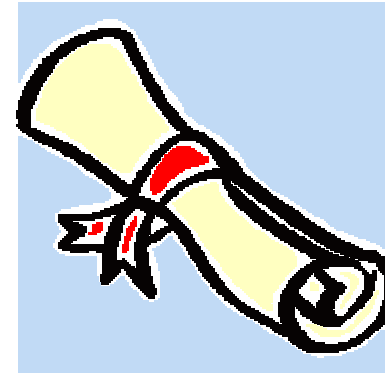
- A much debated issue – Player Agents our 16th Team.
- Club CEO's and their board-driven goals – when do ethics become less important than success?
- Players – ‘it is only a rort if you are not in it’.
- June 30 Anti-tampering date.
- If they know, why won't other Clubs “dob in”?



Getting an Edge

Regulatory procedures.

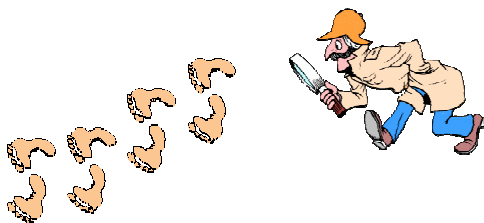
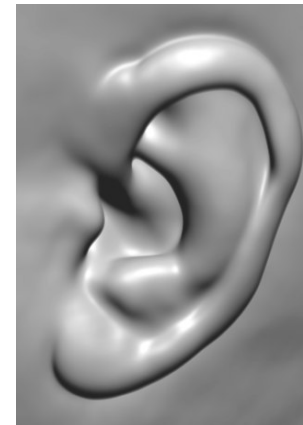
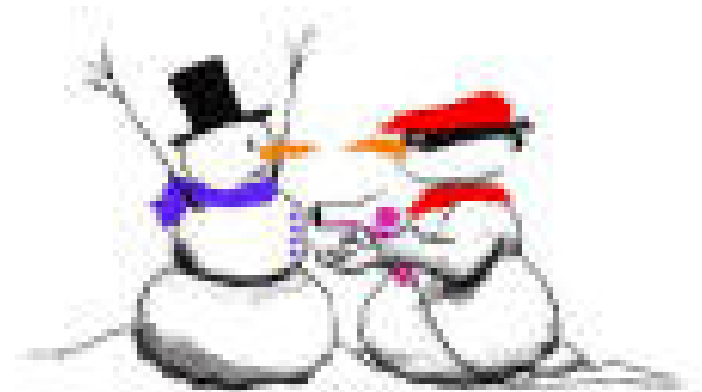
- Club CEO and Chairman required to sign Stat Decs. – is this futile.
- Requirement of Clubs to provide access to sponsors and Third Parties.



Getting an Edge

Regulatory procedures.

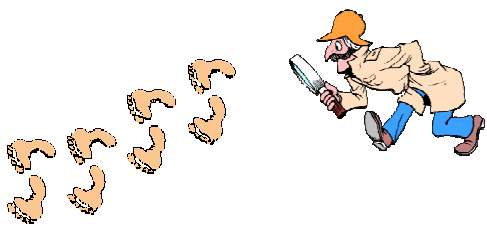
- Access to Players Records –
AFL comparison - currently
negotiating via CBA.
- Whistleblower hotline?



Getting an Edge

Regulatory procedures.

- Success or failure?



Getting an Edge

Questions and what about some answers – please

feel free to provide to ians@nrl.com.au

