

MIDDLESEX NOTES ON THE RFU COUNCIL MEETING

Held at Twickenham Stadium - 24th February 2017

The meeting was chaired by the President, Peter Baines.

1. Nominations Report

(Simon Collyer-Bristow - Chairman of the Nominations Committee)

- i. On the recommendation of the Nominations Committee, Council **AGREED TO RECOMMEND** to the Annual; General Meeting that the following be elected for the 2017/18 season:
President **John Spencer**
Senior Vice President **Chris Kelly**
Junior Vice President **Peter Wheeler**
- ii. Council also **APPROVED** the recommendation of the Nominations Committee that **Rob Briers** be elected as Chairman of the Community Game Board for three seasons starting with the 2017/18 season.
- iii. Nominations will make a recommendation on the Chairmanship of the Governance Standing Committee will be brought to the next Council meeting.
- iv. The recruitment process for Women & Girls RFU representative on Council is underway
- v. Council debated a proposal for the Nominations Committee to keep a record of the attendance of Council members at Committee, Sub Committees, Task Groups and functions and to report to the Council member's CB. The meeting was generally supportive and the matter will be brought back to Council.
- vi. The three Council representatives on the Board finish their three-year terms at the end of the season. Nominations have been sought from Council and to date four nominations have been received, but others are expected.
- vii. There will be one vacancy on Nominations at the end of the season and nominations were sought.

2. Women's Competitions Regulations

(Nigel Gillingham - Interim Chairman of the Governance Standing Committee)

- i. Council **APPROVED** the outline regulations required to set up the new Elite Women's Premiership.
- ii. Council **DELEGATED** the final drafting of the necessary regulations to the Chairman of Governance, Malcolm Caird (RFU Women's Performance Group), Alys Lewis (RFU Senior Governance Manager) and Chris Burns (RFU Competitions Manager).

3. WOMEN'S NEW COMPETITION

(Malcolm Caird - RFU Women's Performance Group)

- i. Malcolm Caird updated Council on the selection of Clubs for inclusion in the new Women's Premiership.
- ii. 27 Clubs submitted Expressions of Interest in participating in the new competition.
- iii. 16 Clubs subsequently applied and 14 were interviewed.
- iv. The 10 successful Clubs will be notified by 5 pm on Monday 27th February 2017.

[Post Meeting Note – The participating teams have been announced – see Appendix 1]

4. HMG Sport England Governance Code

(Jason Leonard - Chairman of the RFU Sport England Governance Code Working Party & RFU Immediate Past President)

- i. Jason Leonard Updated Council on the work of the RFU Sport England Governance Code Working Party.

- ii. The Working Party has met once with a second full day meeting planned for Monday 27th February 2017.
- iii. There are 72 requirements in the Code, 39 of which the RFU already complies, 21 of which are straightforward, but the remaining 10 are more challenging.
- iv. Of the 21 that are straightforward Council **AGREED** to adopt those that are within Council's remit and to **RECOMMEND** to the Board that the remaining ones that are within its remit are adopted.
- v. As part of (iv) above Council **APPROVED** the appointment of a third Independent Non-Executive Director to the RFU Board.
- vi. The Working Party will consider the remaining 10 requirements with a view of presenting proposals to the April Council meeting for discussion. Following discussion with Council there will be full consultation with the game, before any Rule changes are drafted.
- vii. If any Rule changes are proposed, they will have to be submitted to the Game for approval at a General Meeting, probably during 2018.
- viii. The RFU, along with other Sports Governing Bodies, have been informed that failure to comply with the Code will result in the loss of Sport England funding, which in the RFU's case would be approximately £3m per year, and possibly other financial and non-financial support.
- ix. Overall it is felt that the RFU is regarded by the Government as being well governed and is deemed to be well ahead of many of the other Sports Governing Bodies, who will find the Code very difficult to adopt.

5. 2017/28 Season - Men's International Ticket Prices

(Simon Massie-Taylor - RFU Chief Commercial Officer
& Mike Cordell - Chairman of the International Rugby Ticket Sub Committee)

- i. The ticket prices have been reviewed and agreed by the International Rugby Ticket Sub Committee (IRTSC).
- ii. No change is proposed to the optimal ticket prices that were approved by Council in December 2015 for the Category A or C matches.
- iii. The only change is the reduction of price categories from 7 to 5 for the Grade B matches.
- iv. Council **APPROVED** the ticket prices for the 2017/18 season (see Appendix 2)

6. Rugby Football Referees Union (RFRU) Representative on the RFU Council

(Angus Bujalski - RFU Legal & Governance Director)

- i. Last year the RFU Rules changed to all Referee Societies to become full voting members of the RFU. As part of the change the Rugby Football Referees Representative on the RFU Council will in future be elected by the voting members of the RFRU.
- ii. At present the RFRU does not have any voting members as the Referee Societies are only now changing their own rules to reflect the change in their status so that they can apply to join the RFRU.
- iii. The RFRU therefore sought Council's approval for the RFRU's Executive Committee to appoint the RFRU's representative on the RFU Council for the 2017/18 season. This was **APPROVED** by Council.

7. Transfer of Old Alwynians RFC from Surrey RFU to Kent RFU

(Angus Bujalski - RFU Legal & Governance Director)

- i. Council **APPROVED** a request from Old Alwynians RFC to transfer from Surrey to Kent.
- ii. Both Surrey RFU and Kent RFU supported the transfer.

8. Championship Play Off

(Ian Ritchie - RFU Chief Executive Officer)

- i. Council **APPROVED** a recommendation from the Championship Clubs and Premier Rugby Limited (PRL) that from the 2017/18 season until the 2019/20 season, inclusive, there shall be no play offs for promotion from the Championship to the Premiership.
- ii. This means that only the Club finishing top of the Championship shall be eligible for promotion.

9. Promotion to the Championship

(Geoff Irvine - Chairman of the Championship Clubs)

- i. Geoff Irvine presented a short paper to Council for discussion proposing that there should not be automatic promotion from National League 1 to the Championship, but rather a play-off, over two legs, between the top Club in National League 1 and the bottom Club in the Championship.
- ii. Council discussed the issue, but as no resolution was put or "straw poll" taken there was no outcome.
- iii. The matter will be further discussed by the Championship Clubs and may be brought back to Council.

10. Safeguarding

(Richard Smallbone - RFU Senior Safeguarding Manager)

- i. Richard Smallbone updated Council on the work of the RFU Safeguarding team.
- ii. There are two elements of the work of the safeguarding team:
 - a. Safeguarding - Proactive protection of children and vulnerable adults; and
 - b. Protection - Reactive dealing with complaints.
- iii. The RFU is obviously aware of the historic cases that the Football Association is having to deal with and is taking steps to ensure that the RFU is in the best possible position to deal with any historic accusations that may be brought to its attention. The RFU is not aware of any historic accusations at the moment.
- iv. The RFU Safeguarding Policy is currently being reviewed and updated to ensure that it reflects current best practice.

11. Rugby Players Association (RPA) - Lift the Weight Campaign

(Damian Hopley - RPA Group CEO)

- i. Damian Hopley informed Council of the launch by the RPA of its "Lift the Weight" campaign which aims to lift the stigma of mental health issues.
- ii. Many players experience mental health issues during and after their playing careers. Many struggle to cope with retirement from playing.
- iii. The campaign's aim is to encourage players, who are struggling, to seek help through the sharing of experiences of team-mates and peers and not to suffer in silence.
- iv. The campaign is supported by a 24/7 confidential counselling service.
- v. Council was shown a video supporting the campaign.
[The video can be viewed on the RPA website - www.therpa.co.uk.]

12. Insights and Data Strategy - National Rugby Survey

(Stephen Pearson - Chairman of the RFU Rugby Growth Sub Committee
& Gareth Balch - Chief Executive of Two Circles)

- i. Council received a presentation from Gareth Balch of Two Circles, who have been assisting the RFU on the analysis of the RFU National Rugby Survey
- ii. There were 27,465 respondents in total (21,028 in the NER survey in November 2016 and 6,437 from the Age Grade survey in July 2016).
- iii. The total number of respondents was good for a survey of this type and showed that they were a very engaged group.
- iv. The data is still being analysed; a data pack will be sent to all CBs with the final outcomes.
- v. Another survey is planned for the Autumn of 2017.

13. Payment of Players

(Nigel Wharton - Chairman of the RFU Community Game Board)

- i. Council agreed in principle the Payment of Players paper at its December meeting.
- ii. Work is continuing on finalising the detail including (1) confirmation of the payment cap at level 3 to 5 and (2) final determination of what support would be withheld if Clubs exceed the payment cap for their level.
- iii. Clubs will be asked to make a declaration, signed by four officers, at the end of the 2018/19 season stating the payments that they have made to players and confirming that they are up to date with their payment to HM Revenue & Customs in respect of taxes due relating to those payments.
- iv. Funding for 2019/20 will be dependent on the declarations referred to in (iii) above.

14. RFU Board Effectiveness Report

(Andy Cosslett - Chairman of the RFU Board of Directors)

- i. Andy Cosslett informed the meeting that Sean O'Hare had carried out a Board Effectiveness Review on behalf of the Board.
- ii. Sean O'Hare is an independent member of the RFU Remunerations Committee.
- iii. In arriving at his recommendations Sean O'Hare attended a Board meeting and interviewed all members of the Board plus senior members of the executive.
- iv. The draft report was discussed with Andy Cosslett (RFU Chairman) and Ian Ritchie (RFU Chief Executive)

- v. The report, which was presented to Council, contained 25 recommendations, but this should not be taken to mean that the Board is dysfunctional, but merely that there are ways in which it could become more effective and communicate more effectively.
- vi. Andy Cosslett stated that the Board would be looking to implement all of the recommendations over the next year and that with effect from the next Council meeting he would be producing a written report to Council.

15. Strategic Plan

(Stephen Brown - Chief Officer of RFU Business Operations)

- i. Stephen Brown informed Council that work on the new strategic plan was continuing.
- ii. Consultation is continuing with the Council group (which comprises 20% of Council members, looking at the plan
- iii. The plan will be circulated well ahead of the next Council meeting, when it is hoped that it will be approved.

16. Chief Executive's Report

(Ian Ritchie - RFU Chief Executive Officer)

i. Senior England Squad

- a. By winning all four games in the Old Mutual Wealth internationals the England team ended the year with 13 wins from 13 games.
- b. The winning run continued with the first two games in the Six Nations bringing a new England record of 16 wins from the last 16 games
- c. The players attended a mini training camp in Brighton on 2nd/3rd January 2017 and a full five day training camp in Portugal from 22nd January 2017 before assembling at Pennyhill Park for the Six Nations camp on 29th January 2017.

ii. Professional Rugby

- a. Gordon Lord will be joining on 1st April 2017 from the English Cricket Board. He will be responsible for creating an elite coach development pathway.
- b. A new Head of Sports Science and medicine is currently being recruited.
- c. Consultation is taking place on the Raising the Professional Game paper that seeks to remove the barriers to player movement between Premiership and Championship to provide a better playing programme. The paper also covers the development of professional coaches, referees and administrators. Following feedback from the consultations, a final paper will be presented to the April Council meeting.
- d. Discussions are continuing about entering Team GB into the World Series after the 2018 World Cup Sevens (rather than England, Wales and Scotland separately).

iii. Rugby Development

a. Playing Data

Sport England's latest Active People's Survey was published in December 2016 and showed an upward trend over a four year period in Rugby Union for over 16s. This compares favourably with other team sports.

b. Sport England 2017-21 Funding Submission

The RFU has submitted its application for Sport England funding for the next four years and has secured a commitment of £12.6m over that period for the core markets.

c. Artificial Grass Pitches (AGP) Strategy

Official openings for the first three AGP sites took place on the weekend of the 14th/16th January 2017.

d. Game Management System

The project governance arrangements have been updated; a new Steering Group has been established with four new sub project groups covering Educational Institutions, Match Management, Club Membership and Training.

e. Premiership Rugby Community Engagement

Plans have been submitted from all the PRL Clubs for first year funding under the new RFU/PRL Agreement.

- f. **Club Development**
- ~ Mitsubishi Motors support of the Volunteer Recognition Programme has been officially launched.
 - ~ 18 facility projects with a total value of £12m are currently being supported.
 - ~ Young Rugby Ambassador numbers stand at 1,095 with approximately 14k hours logged. 48 awards have been made to young volunteers who have completed 100 hours.
- g. **Game Development**
- ~ The RFU won Coaching Intervention of the Year at the UK Coaching Awards for the work with the Somali community in London.
 - ~ Growth in the use of digital channels to communicate with coaches and match officials continues and is proving very successful.
 - ~ “Headcase” course completions stand at 7,825 this season. Whilst this shows an upward trend it is still too low and new ways to increase this are being explored.
- h. **Education Department**
- ~ 593 Clubs and schools are now signed up to the Old Mutual Wealth Kids First Pledge (against a target of 500).
 - ~ 30 new BUCS teams have been established.
 - ~ Targets for support in 2017/18 are now being identified.
- i. **Rugby Growth/Player Development**
- ~ There 19,000 registered O₂ Touch players with the activity taking place at 343 centres with a further 76 in the pipeline.
 - ~ The Inner Warrior campaign to increase female participation was launched on 11th January 2017.
 - ~ Plans are underway for this summer’s 24/7s programme of Sevens activity.
 - ~ The latest Return to Rugby campaign has seen 2,100 participants with a transition rate of 39%.
 - ~ Planning for aspirational team activity is well advanced.
- iv. **Legal**
- a. It was with great regret that the RFU was not able to consent to London Welsh’s “phoenix entity” continuing in the Championship.
 - b. FFR have confirmed that their players will exhaust the EPCR disciplinary process before resorting to the Extension Committee. This is an important step in maintaining World Rugby’s principle of universality with regard to discipline.
- v. **Commercial**
- a. **Merchandising**
 - ~ Licencing and retail revenues are 4% over budget.
 - ~ England Rugby products will be on sale in Sainsbury’s, Tesco, Asda and Aldi during the Six Nations.
 - ~ Progress is being made on plans to relocate the Museum.
 - b. **Partnership/Business Development**
 - ~ Renewal negotiations are continuing with a number of current sponsors.
 - ~ Over 200 brands have been identified for three major sponsorship assets (a) Women’s Rugby (b) England 7s and (c) Twickenham Stadium/AGP Partner.
 - ~ Mitsubishi are working on a leadership programme for young players.
 - ~ Various current partners are launching campaigns around the Six Nations. Including Dive’s “#SCRUMTOGETHER” campaign.
 - c. **Debentures, Boxes & Hospitality**
 - ~ All 1,100 seats in the South Stand Debenture programme have been sold.
 - ~ The East Stand upsell and migration programme started at the end of January; early signs are encouraging.

- d. **Ticketing**
 - ~ Ticket sales continue to be strong.
 - ~ The ticket exchange was launched for the Old Mutual Wealth Autumn Internationals. Whilst there were some teething problems (which have now been ironed out), the systems have generally worked well.
 - vi. **Digital Marketing & Communication**
 - a. **England Rugby Club**

The England Rugby Club was launched in early December. The paid tier (“The First XV”), which is capped at 25k members, sold out in three days. The free tier continues to be promoted.
 - b. **Women & Girls**

The Inner Warrior campaign has been launched. It complements the Red Roses brand and will continue through the Six Nations through to the Women’s Rugby World Cup.
 - c. **2017 London Sevens**

The campaign to promote the 2017 London Sevens has been launched with the aim of selling 50k tickets for each day.
 - d. **Green King IPA Championship**

An integrated marketing and communication campaign is in development for the Green King IPA Championship, which will provide a revamped website, new brand identity, content and media support.
 - vii. **Safeguarding**
 - a. The RFU is working closely with the NSPCC to develop robust policy and procedures to safeguard children.
 - b. The RFU is not aware of any historical issues directly relating to abuse within rugby or the covering up of abuse.
 - c. The number of DBS applications has increased significantly year on year. This indicates an increased awareness of the RFU’s Safeguarding Policy.
 - viii. **East Stand Development**
 - a. Planning approval was granted on 14th December 2016, but with planning conditions.
 - b. Construction work will start in March 2017 after the England v Scotland game.
 - ix. **Stadium Events**
 - a. The NFL has confirmed that it will use Twickenham for two more games later this year.
 - b. Two U2 concerts have been confirmed for the 8th & 9th July 2017.
 - x. **Employee Survey**
 - a. The biennial employee survey was carried out in November 2016.
 - b. Overall the survey showed positive results. Compared with the 2014 survey all measured responses are the same or better.
- 17. International Report**
(Ben Calveley - RFU Head of Corporate affairs)
- i. **Federation Francaise de Rugby (FFR) Election**
 - a. The French Clubs have elected Bernard Laporte as their new President. Bernard Laporte stood against the incumbent Pierre Camou. During his election campaign Bernard Laporte pledged to scrap plans for a national stadium and to put more power in the hands of the Clubs, to host the 2023 Rugby World Cup and to limit the number of terms that a President can serve.
 - b. Bernard Laporte’s election has led to several other changes in the administration of the FFR.
 - ii. **World Rugby**
 - a. **Global season**

Discussions continue to take place.
 - b. **Rugby Committee**
 - ~ Discussions continue on the scheduling of the 2018 Sevens World Series (SWS) as there are concerns about being able to fit all the legs around the Commonwealth Games.

- ~ The Rugby Committee has agreed that the Women's game needed to be viewed on a par with the men's game and that there was therefore no need for a Women's Committee in the future, but for it to be fully integrated with the men's game.
- ~ Katie Sadleir has been appointed WR Women's General Manager and she has been tasked with finalising a new women's strategy, which will include the need for the women's game to create and contribute to revenue generation.
- c. **Regulations Committee**

The Regulations Committee is considering extending the residency period for selection for national teams from 3 years to 5 years. The RFU Board has discussed this and is supportive.
- d. **Athlete's Commission**
 - ~ The main focus of the athletes Commission is anti-doping and the identification of the key issues that rugby will face in the coming year.
 - ~ On anti-doping, the Athletes Commission feels that more needs to be done around education, improving processes and recognising that the biggest risks are at the semi-professional and amateur levels.
 - The issues facing the game were identified as mental health, the women's game, player tracking and the finalisation of the IRPA's High Performance Best Practice Guidelines. World Rugby has agreed to work on these issues with the Athletes Commission.
- iii. **Rugby Europe**
 - a. **General Assembly**
 - ~ Octavian Morariu was unopposed and was thus re-elected as President.
 - ~ **Rob Udwin** has been elected as one of the four Vice-Presidents.
 - ~ Following a governance review, Rugby Europe has streamlined its governance and accountability processes by having just a General Assembly and a Board.
 - b. **Board**
 - ~ It has been agreed that a conference will be organised to discuss the provision of a women's competition below the Six Nations.
 - ~ The draft strategic plan is with the Unions for consultation.
 - ~ World Rugby has asked Rugby Europe to revisit its decision not to admit Gibraltar to membership.
- iv. **Six Nations**
 - a. The 2018 & 2019 fixture schedules will be agreed at the March 2017 meeting.
 - b. There was a discussion on the global season ahead of the World Rugby conference in San Francisco.
 - c. Work is continuing to identify a new title sponsor to replace RBS.
 - d. The Welsh Rugby Union requested a change to the roof protocol for games at the Principality Stadium so that the roof would be closed for all games. The current protocol is that both teams need to agree to the roof being closed. The request did not receive majority support, so the status quo prevails.
- v. **European Professional Cup Rugby (EPCR)**
 - a. The main issue being addressed at the moment is the desire of Mohamed Altrad, who owns Montpellier, to acquire Gloucester. The issue revolves around two Clubs, owned by the same person, potentially playing in the same European competition. Discussions are continuing.
 - b. If EPCR agrees, the RFU will still have to decide whether it is happy to approve the takeover of one of its Clubs.
- vi. **British & Irish Lions**
 - a. Warren Gatland has appointed Steve Borthwick (England), Andy Farrell (Ireland) and Rob Howley (Wales) as his assistant coaches.
 - b. The management team will be announced in due course.
 - c. Gillette has been confirmed as a sponsor.

18. Financial Report

(Stephen Brown - Chief Officer of RFU Business Operations)

- i. Council received the Q2 Financial Report.
- ii. The overall performance is £0.5m adverse to budget (after adjusting for the uplift on the new players' agreement).
- iii. The variance is caused by slight sponsorship shortfalls and increased match and event related costs, particularly security.
- iv. Overheads in total remain £0.2m (<1%) adverse to budget.
- v. The underlying Professional rugby investment is £0.3m adverse to budget.
- vi. Development investment is in line with budget.
- vii. There has been a net cash outflow of £0.1m.
- viii. £2.5m has been spent on the East Stand Development in the current financial year. Costs will increase once construction starts in March 2017.
- ix. £1.3m has been spent of the Artificial Grass Pitches scheme.
- x. Only 19% of the routine capital expenditure budget has so far been spent.
- xi. Headcount is 23 lower than budget owing to both reorganizational activity and natural churn across the organisation.

19. Professional Game Board (PGB)

(Jeff Blackett - Chairman of the Professional Game Board)

i. Global Season

The RFU and PRL are in agreement as to their positions on the global season. PRL attended the World Rugby conference on the global season in San Francisco.

ii. Review of the Premiership Clubs in Europe

The PGB has reviewed the performance of the Premiership Clubs in this season's EPCR. Competitions and is considering ways in which the Clubs can be helped to improve their performances.

iii. Professional Game Agreement (PGA)

At the RFU's request there have been amendments to the arrangements for the next EPS, which allows the additional selection of a younger training squad on a trial basis for 2017/18. As part of this it has been agreed that the fourth Autumn international in 2018 will be moved to the front end of the international window and the senior EPS training camp will take place one week earlier than set out in the PGA.

iv. Championship Paper

The PGB has discussed Nigel Melville's paper on the future of the Championship and is generally supportive. This will be brought back to the next PGB meeting for approval before it is submitted to the RFU Council for consideration.

v. Sports Science Protocol (SSP)

The PGB approved the proposed SSP. The aim is to ensure positive and proactive working relationships that put the players at the centre of decision making.

vi. England Playing Squad (EPS) & England Qualified Players (EQP)

The PGB continues to review the EPS and the EQP.

vii. PGB Review of the Autumn Internationals

The PGB, in conjunction with Eddie Jones, has carried out a confidential review of England's performance in the Autumn Internationals.

20. Community Game Board (CGB)

(Malcolm Wharton - Chairman of the Community Game Board)

- i. The CGB met on Wednesday 11th January 2017 for an all-day business planning session. The meeting was productive and gave a clear steer on the 2017/18 business plan and the next strategic plan.
- ii. Meetings have been held with most of the non-geographic CBs and meetings are planned with the geographic CBs. Meetings with CB executives are planned during the April/June period.
- iii. The first three AGPs were completed and officially opened in January 2017. Work on two more will commence at the end of the season and planning permission has been submitted for a further 19.
- iv. The PGB Rugby Development Sub Committee met on 12th January 2017 and approved the Community proposals from all 14 Professional Clubs.

- v. At its meeting on 23rd February 2017 the CGB:
 - a. **Considered and approved**
 - ~ DPP final framework format.
 - ~ Age grade funding review recommendations.
 - ~ Evolution of Aspirational Teams.
 - b. **Discussed**
 - ~ National rugby survey.
 - ~ Payment of Players update.
 - c. **Received the following reports**
 - ~ Army Rugby Union Community Rugby.
 - ~ 2017/18 Business Plan - Headline Update.

21. Legal & Governance Report

(Nigel Gillingham - Interim Chairman of the Governance Committee
& Angus Bujalski - RFU Legal & Governance Director)

i. Insolvency Regulations

Governance continues to consider a revision to the insolvency regulations.

ii. Compensation Advisory Panel (CAP) Recommendations

Governance has set up a group to consider the CAP recommendations. The Group's recommendations will come back to Governance and Council in due course.

iii. Game Management

There continues to be a noticeable increase in the number of Clubs at lower levels registering contracted players. This may be partially due to the high-profile cases last season where Clubs were sanctioned for failing to comply with player registration regulations.

22. Any Other Business

There was no other business.

The next Council meeting is on 7th April 2017.

Chris Cuthbertson & Rob Udwin
5th March 2017

These notes are our personal recollections of the meeting and include those matters which we believe will be of interest to Middlesex Clubs. No attempt has been made to convey all the opinions expressed during the debates.

APPENDIX 1

WOMEN'S PREMIERSHIP – 2017/18

- Bristol Ladies Rugby
- Darlington Mowden Park Sharks
- Firwood Waterloo Ladies
- Harlequin FC
- Gloucester-Hartpury Women's RFC
- Loughborough Students (Lightning)
- Richmond FC
- Saracens Women
- Wasps FC Ladies
- Worcester Valkyries

APPENDIX 2

INTERNATIONAL TICKET PRICES – 2017/18

WALES & IRELAND – Cat A+		
Price Category	Entitlement	Standard
Premium	£130	£161
1	£105	£135
2	£96	£124
3	£88	£108
4	£79	£97
5	£65	£78
6	£41	£45

AUSTRALIA – Cat A		
Price Category	Entitlement	Standard
Premium	£104	£127
1	£95	£116
2	£86	£105
3	£76	£92
4	£66	£80
5	£59	£70
6	£41	£45

ARGENTINA – Cat B		
Price Category	Entitlement	Standard
Premium	£90	£110
1	£78	£95
2*	£65	£80
3*	£55	£66
4*	£35	£40

* Under 16 concession price of £20 available at these price categories.

SAMOS – Cat C		
Price Category	Entitlement	Standard
1*	£50	£60
2*	£35	£40
3*	£25	£30

* Under 16 concession price of £15 available at these price categories.