> QRL INFRASTRUCTURE STRATEGY

THE STATE OF RUGBY LEAGUE IN QUEENSLAND

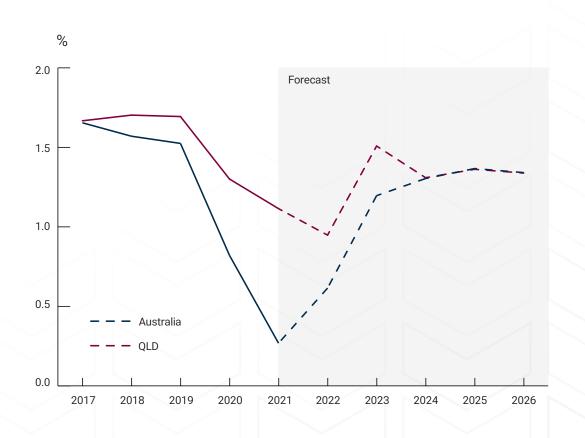


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QUEENSLAND'S POPULATION GROWTH IS OUTPACING AUSTRALIA'S NATIONAL POPULATION GROWTH, AND IS AUSTRALIA'S FASTEST GROWING STATE

ANNUAL POPULATION GROWTH RATE

(2017-2026, AUSTRALIAN BUREAU OF STATISTICS)



KEY INSIGHTS

- Queensland has experienced continued population growth, even during the COVID-19 pandemic – positive growth forecast to continue over the next five years
- It has continually outpaced the national growth rate since 2017 (1.5% p.a. vs 1.0% p.a.) and is expected to be above the national average until 2024
- In the 2020-21 period, a significant component of QLD's population growth was from interstate migration (~40,000 persons)
- QLD's growing population is expected to drive increased demand and place more pressure on existing Rugby League infrastructure

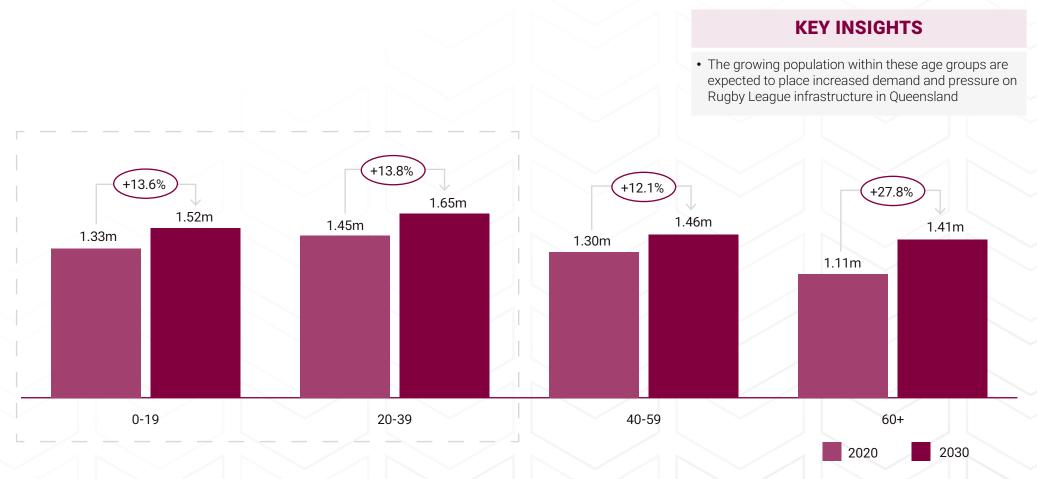


SOURCE: AUSTRALIAN BUREAU OF STATISTICS (SEPT. 2021) '3101.0 NATIONAL, STATE AND TERRITORY POPULATION - TABLE 4.0' (ACCESSED APRIL 2022); AUSTRALIAN GOVERNMENT: CENTRE FOR POPULATION PROJECTIONS - BUDGET 2022-23: STATE PROJECTIONS (ACCESSED APRIL 2022); GEMBA STRATEGY ANALYSIS (2022).

KEY AGE GROUPS OF RUGBY LEAGUE PARTICIPANTS ARE FORECAST TO CONTINUE TO GROW OVER THE NEXT 10 YEARS

QUEENSLAND POPULATION FORECASTS BY AGE GROUP

(2020-2030, AUSTRALIAN BUREAU OF STATISTICS)



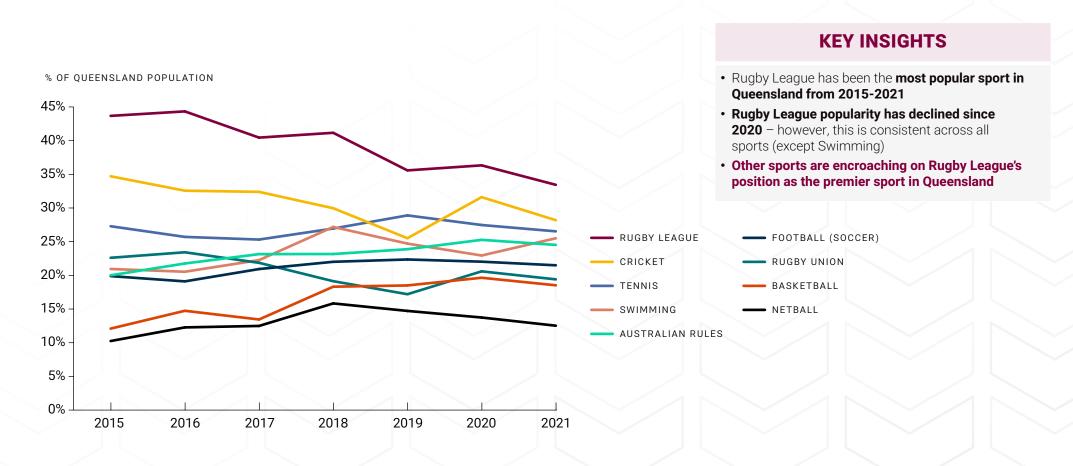


SOURCE: AUSTRALIAN BUREAU OF STATISTICS (SEPT. 2021) '3222.0 POPULATION PROJECTIONS, AUSTRALIA - TABLE B3' (ACCESSED APRIL 2022); GEMBA STRATEGY ANALYSIS (2022).

RUGBY LEAGUE CONTINUES TO BE THE MOST POPULAR SPORT IN QUEENSLAND, BUT IS FACING INCREASING COMPETITION FROM OTHER SPORTS

QUEENSLAND SPORTS PASSION

(% OF QUEENSLAND POPULATION WHO ARE 'FANATICS', 2015-2021, GEMBA INSIGHTS PROGRAM)





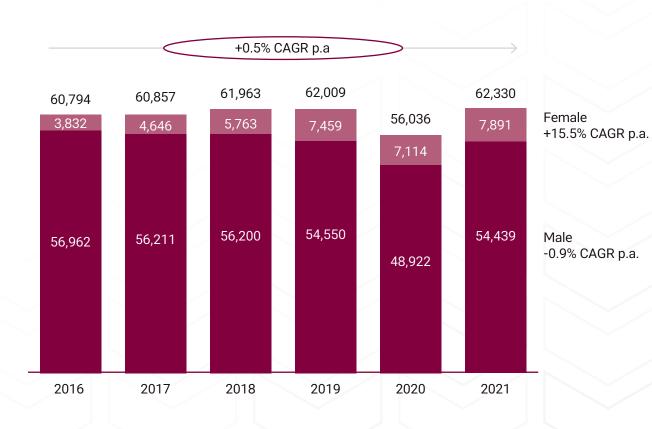
NOTE: GEMBA DEFINES 'FANATIC' AS A 4 OR 5 OUT OF 5. SOURCE: GEMBA INSIGHTS PROGRAM (2021); GEMBA STRATEGY ANALYSIS (2022).

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PARTICIPATION IN RUGBY LEAGUE ACROSS QUEENSLAND IS AT THE HIGHEST LEVELS IN SIX YEARS DESPITE A DIP IN 2020 DUE TO COVID-19

QUEENSLAND RUGBY LEAGUE PARTICIPATION

(# OF PLAYERS REGISTERED AT A QUEENSLAND CLUB, 2017-2021, QRL ANNUAL REPORTS)

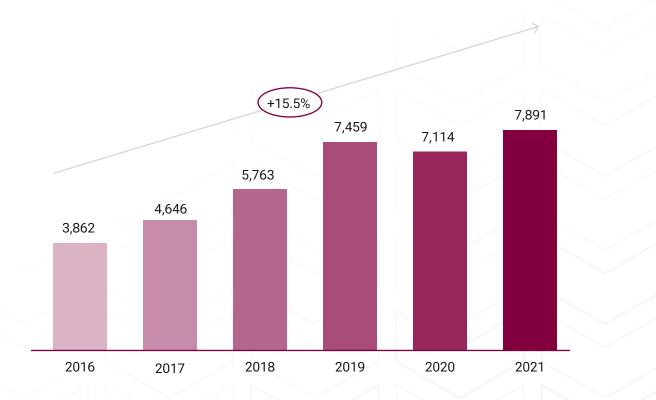


KEY INSIGHTS

- Rugby League participation has been **steadily** growing since 2016 (+0.5% CAGR p.a.)
- There was a **significant drop in participation for 2020** due to the onset of the COVID-19 pandemic
- However, **participation rebounded strongly in 2021** to reach the highest levels since 2016 (62,330 registered players)
- **Participation in 2022 has surpassed 2021 levels**, with strong growth in both junior participation and female participation
- A growing base of participants will place more pressure on existing Rugby League infrastructure



FEMALE RUGBY LEAGUE PARTICIPATION IN QUEENSLAND HAS GROWN BY OVER 15% P.A. TO MORE THAN DOUBLE SINCE 2016



KEY INSIGHTS

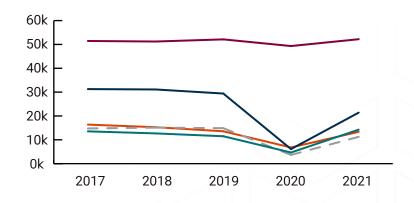
- Female participation has grown faster than the overall Rugby League participation, including male participation
- Female Rugby League participation is at record highs in Queensland (7,891 participants in 2021), with participation more than doubling since 2016
- Female participants now make up **13% of all Rugby League participants** in Queensland (2021)
- Female participants are an important part of the game and need to be better supported to ensure long-term growth



RUGBY LEAGUE FAN ENGAGEMENT (PHYSICAL AND DIGITAL) ACROSS QLD HAS REBOUNDED TO ALMOST PRE-COVID LEVELS

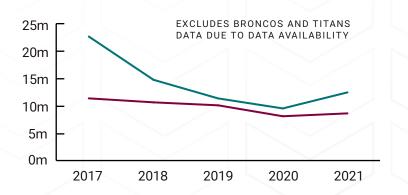
NRL TEAM HOME MATCH ATTENDANCE

(ATTENDEES, 2017-2021, GEMBA INSIGHTS PROGRAM)



CUMULATIVE TV VIEWERSHIP

(ATTENDEES, 2017-2021, GEMBA INSIGHTS PROGRAM)





- GOLD COAST TITANS
- — AVERAGE (ALL NRL TEAMS)
- ---- NORTH QUEENSLAND COWBOYS

QUEENSLAND MAROONS

IORTH QUEENSLAND COWBOYS

---- QUEENSLAND MAROONS

KEY INSIGHTS

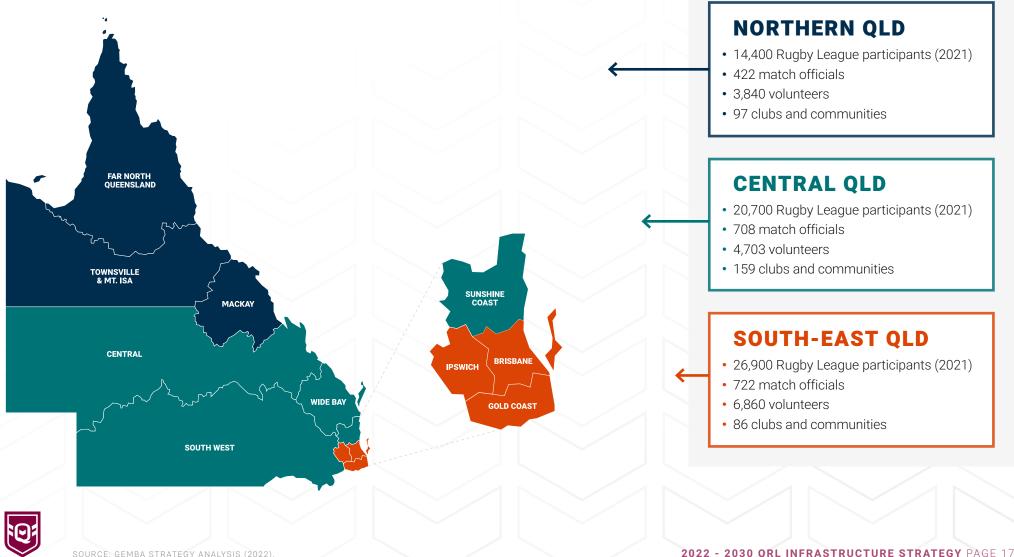
- Fan engagement experienced a decline in 2020, likely due to the onset of the COVID-19 pandemic
- Key engagement metrics, such as home match attendance and TV viewership have rebounded to pre-COVID levels in 2021
- Strong fan engagement will typically drive future growth in Rugby League interest, passion and participation

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SOURCE: GEMBA INSIGHTS PROGRAM (2015-2019); GEMBA MARKET DATA (2015-2021); QUEENSLAND RUGBY LEAGUE 2021 DATA - HISTORICAL TV RATINGS & CRLFL PROVIDED DATA; GEMBA STRATEGY ANALYSIS (2022).

RUGBY LEAGUE PARTICIPATION IS CONCENTRATED IN THE SOUTH EAST AND CENTRAL REGIONS, THE NORTHERN REGION IS MORE GEOGRAPHICALLY DIVERSE

ORL'S OPERATING AREAS



PARTICIPATION COULD GROW BY UP TO 17%, EQUIVALENT TO 10K PARTICIPANTS AND 620 TEAMS BY 2031 PLACING SIGNIFICANT PRESSURE ON EXISTING FACILITIES

QUEENSLAND RUGBY LEAGUE PARTICIPATION FORECASTS

	OPERATING AREA	PARTICIPANTS IN 2021	POPULATION IN 2021	PENETRATION RATE IN 2021	2031 FORECAST POPULATION	2031 FORECAST PARTICIPANTS	FORECAST Change	PROJECTED Additional Teams ²
NORTHERN	FAR NORTH QLD	5,000	298,300	1.7%	338,500	5,600	+600 / +12%	+35 TEAMS
	TOWNSVILLE & MT ISA	5,700	313,500	1.8%	355,600	6,500	+800 / +14%	+47 TEAMS
	МАСКАҮ	3,700	123,600	3.0%	139,200	4,200	+500 / +14%	+29 TEAMS
CENTRAL	CENTRAL QLD	6,100	166,900	3.7%	183,700	6,700	+600 / +10%	+35 TEAMS
	WIDE BAY	2,900	176,300	1.7%	193,100	3,200	+300 / +10%	+17 TEAMS
	SUNSHINE COAST	5,200	567,800	0.9%	675,000	6,200	+1,000 / +19%	+58 TEAMS
	SOUTH WEST	6,500	388,100	1.9%	362,300	7,000	+500 / +8%	+29 TEAMS
SOUTH-EAST	BRISBANE	16,100	2,263,800	0.7%	3,019,100	18,600	+2,500 / +16%	+147 TEAMS
	IPSWICH	4,300	318,200	1.3%	496,000	6,600	+2,300 / +53%	+135 TEAMS
	GOLD COAST	6,500	695,100	0.9%	854,800	8,000	+1,500 / +23%	+88 TEAMS
	TOTALS	62,000	5,261,600	1.2%	6,617,300	72,600	+10,600 / +17%	+620 TEAMS



NOTES: 1. FIGURES ROUNDED TO CLOSEST 100. 2. BASED ON 17 PARTICIPANTS PER TEAM. 3. PLEASE SEE THE APPENDIX FOR THE LGA TO OPERATING REGION MAPPING. SOURCE: QUEENSLAND GOVERNMENT STATISTICIAN'S OFFICE - 2016-2041 POPULATION PROJECTIONS (2019); GEMBA STRATEGY ANALYSIS (2022).

THE SOCIAL VALUE OF RUGBY LEAGUE

RUGBY LEAGUE CONTRIBUTES SIGNIFICANT SOCIAL VALUE TO QUEENSLAND'S COMMUNITIES

COMMUNITY AND SOCIAL

Builds and strengthens community networks, especially in regional and remote communities

HEALTH AND WELLBEING

- Improves physical health through regular exercise and physical activity
- Improves mental wellbeing through regular physical activity and social interaction

PLATFORM FOR SOCIAL ISSUES

• **Provides a platform** to increase awareness of social issues and drive societal change

EDUCATION AND EMPLOYMENT

- Provides employment opportunities and pathways for those in the ecosystem
- Provides opportunities to develop confidence, leadership skills and integrity

INCLUSION AND EMPOWERMENT

- Provides disadvantaged communities with broader opportunities
- Enhances social inclusion through stronger community networks and bonds

SECURING THE FUTURE OF RUGBY LEAGUE IN QUEENSLAND WILL ENSURE THE ONGOING REALISATION OF SOCIAL AND COMMUNITY BENEFITS

