



ANNUAL REPORT

2018-2019



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“Positive momentum is helping our organisation reach new heights and inspire more people to play tennis.”

CRAIG TILEY, CHIEF EXECUTIVE OFFICER

Tennis Australia (TA) is the governing body of tennis in Australia. The Company was established by the Victorian, New South Wales, Queensland, West Australian, South Australian, Tasmanian and the New Zealand Lawn Tennis Associations in 1904 to allow for the staging of the first Australasian Men's Championships in 1905.

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A MOMENTOUS YEAR IN AUSTRALIAN TENNIS

2018

JULY

07

Australia wins eight medals (including four gold) at the 2018 INAS World Tennis Championships in France to finish on top of medal tally at the world's premier competition for athletes with an intellectual impairment for fourth consecutive year.

AUGUST

08

Australia wins three medals at the ITF Seniors World Team Championships in Germany.

SEPTEMBER

09

Bernard Tomic returns to top 100 following ATP title win in Chengdu, China.

Australia's Junior Davis Cup and Fed Cup teams compete in finals in Budapest.

A sellout 93,584-strong crowd witness the second Laver Cup in Chicago, USA. Team Europe, spearheaded by Roger Federer and Novak Djokovic, defends title.

Darwin hosts the inaugural National Indigenous Tennis Carnival, involving representatives from all states and territories. Former world No.1 Evonne Goolagong Cawley is special guest.

Dylan Alcott wins his second US Open title, helping him return to world No.1.

Ash Barty wins her first Grand Slam, claiming the women's doubles title with American CoCo Vandeweghe at the US Open.

John Millman upsets Roger Federer in a sensational run to US Open quarterfinals, helping the Queenslander break into the world's top 40. Jason Kubler scores his first Grand Slam main draw win.

OCTOBER

10

Tennis Australia officially announced as a partner of the ATP Cup, a new team event beginning in the 2020 summer.

Rinky Hijikata wins a silver medal in doubles at the Youth Olympics in Argentina.

Ash Barty wins WTA Elite Trophy in Zhuhai to finish 2018 season with a singles ranking of No.15.

NOVEMBER

11

From No.208 at season start, Alex de Minaur finishes 2018 as Australia's top-ranked man at No.31, runner-up at Next Gen ATP Finals and winner of the ATP Newcomer of the Year award.

Alex de Minaur and Ash Barty share the 2018 Newcombe Medal at the Australian Tennis Awards, the first joint winners of the top honour. Casey Dellacqua receives Spirit of Tennis award.

DECEMBER

12

More than 400 players compete in annual December Showdown at Melbourne Park, the nation's pinnacle junior tennis event.

Dylan Alcott named ITF World Champion in quad division.

Australian Open 2019 prize money confirmed as historic high of \$62.5 million, a 14 per cent yearly increase.



A MOMENTOUS YEAR IN AUSTRALIAN TENNIS

2019

JANUARY

01

NSW Government announces \$50.5 million upgrade of Ken Rosewall Arena to include a canopy roof structure. Sydney is confirmed as ATP Cup group stage and final eight host city.

Alex de Minaur wins first ATP singles title in Sydney, with Ash Barty finishing runner-up in the women's singles draw.

Kimberly Birrell, Astra Sharma, Zoe Hives, Alex Bolt and Alexei Popyrin all score first Grand Slam main draw singles wins at AO 2019.

Ash Barty becomes first local woman to reach Australian Open quarterfinals in a decade.

Sam Stosur combines with China's Zhang Shuai to win Australian Open women's doubles title. Dylan Alcott wins fifth consecutive AO quad wheelchair singles title, also defends doubles title with Heath Davidson.

John Peers and Finnish partner Henri Kontinen reach Australian Open men's doubles final, while All-Australian wildcard pairing Astra Sharma and John-Patrick Smith make mixed doubles final.

Federal Government announces \$12 million investment into a new four-year initiative aimed at increasing the opportunities for women and girls in tennis.

FEBRUARY

02

Australia qualifies for the new-look Davis Cup Finals, defeating Bosnia and Herzegovina 4-0 in a qualifying tie in Adelaide.

Ash Barty leads Australia's Fed Cup team to a 3-2 victory over hosts United States in Asheville.

Memorial Drive in South Australia announced as host of the Adelaide International, a new combined ATP/WTA event from January 2020.

Nick Kyrgios defeats three top-10 opponents to win ATP title in Acapulco.

MARCH

03

Perth named a host city of the ATP Cup, joining previously announced cities Sydney and Brisbane.

Ash Barty makes top 10 debut after winning Miami Open, the biggest singles title won by an Australian player since Sam Stosur's US Open victory in 2011.

APRIL

04

Australian tennis legend John Fitzgerald leads relief tour across four states, uniting drought-affected communities through tennis.

Forty tennis clubs across all states and territories share a \$200,000 Federal Government grant to install an innovative online court-booking platform.

Tennis named seventh most participated sport/physical activity in the country, according to AusPlay data.

Astra Sharma joins Ash Barty, Ajla Tomljanovic, Daria Gavrilova and Sam Stosur in world's top 100. It is the highest representation of Australian women since 1993.

The biggest Australian crowd in Fed Cup history watches Australia defeat Belarus 3-2 in Brisbane, qualifying the team for its first final in 26 years.

MAY

05

First stage of \$9.79 million Memorial Drive redevelopment in South Australia opens.

Australia's junior wheelchair team of Hayley Slocombe (NSW), Finn Broadbent (Vic) and Riley Dumsday (Vic) wins World Team Cup in Israel.

Third annual ANZ Tennis Hot Shots Racquet Roadshow begins, with ANZ announcing extension of longstanding Tennis Australia partnership.

Six Australians progress to Roland Garros second round to equal best start in Paris since 1990. This includes Priscilla Hon, a first-time Grand Slam match winner.

JUNE

06

Ash Barty wins Roland Garros singles title to rise to world No.2 - the highest rank for an Australian woman since 1976.

Dylan Alcott becomes the first player to win Roland Garros quad singles and doubles title.

Ash Barty wins Birmingham title to become world No.1 and the first Australian to top the WTA singles rankings since Evonne Goolagong Cawley in 1976.

Greater investment into regional development through Member Associations announced, creating more than 50 new jobs across the country.

Perth announced as host venue for the 2019 Fed Cup final, Australia's first home final since 1978.

Tennis Australia wins Highest Ranking Overall Award at Pride in Sport Awards.



SERVING INSPIRATION

As an organisation, encouraging more people to play tennis is our motivation. Creating opportunities to get on court and hosting world-class events play an important part in making tennis a sport of choice. Rising participation numbers highlight this is an effective strategy and 2018 ANZ Tennis Hot Shot of the Year winner, Felix Sanford, further demonstrates the power of inspiration.

After watching the Australian Open on television, a nine-year-old Felix Sanford told his parents he wanted to play tennis too.

"Seeing Rafael Nadal hit a backhand winner inspired me to get out there and play some tennis," recalls the now 10-year-old from Sydney's eastern suburbs.

After signing up for ANZ Tennis Hot Shots lessons at Eastcourts Tennis Club, it did not take long for Felix to fall in love with the sport.

"In my first lesson one of my favourite coaches, Dan, was going through the positions of the forehand with me and the other students. He told us that there's nothing stopping us from being a professional tennis player one day," he remembers.

It is a goal that continues to drive Felix, who now participates in a high performance squad three times a week, competes in ANZ Tennis Hot Shots Match Play competitions and takes private lessons to improve his game.

"Every time you step out on court it's like an adventure," Felix says.

Such passion scored him a nomination for the 2018 ANZ Tennis Hot Shot of the Year award, winning a trip to Australian Open 2019.

"The Australian Open was incredible," says Felix, who was one of eight nominees to receive a special behind-the-scenes experience at Melbourne Park.

"One of my favourite memories was when we played at Rod Laver Arena, Rod Laver was watching us and then later he mentioned my backhand in an interview. I was thrilled!

"It was so inspiring to know that I was playing on the same court as

my all-time idol Roger Federer too. I hope one day I'll be standing in the same spot playing in the Australian Open final."

Receiving his 2018 ANZ Tennis Hot Shot of the Year award from Laver and ANZ Tennis Hot Shots ambassador Alicia Molik in a special on-court ceremony made it even more memorable.

"When my name was announced it felt like being swept up into a huge thrilling wave," Felix says.

"I was shocked to win - it was an indescribable feeling for all the right reasons."

More inspired than ever, Felix's tennis journey is still only beginning.

As Felix and the other 702,509 ANZ Tennis Hot Shots participants progress through the program and into the Tennis Australia junior pathway, fostering a love of the game is the important first step in creating lifelong players.



"Every time you step out on court it's like an adventure."

FELIX SANFORD

POSITIVE MOMENTUM

CHAIR AND CEO'S REPORT

Reflecting on a momentous year for our organisation, it is evident that positive momentum produces success. As we strive to encourage more Australians to participate and engage with the sport, we are fortunate to have two outstanding world No.1-ranked role models in Ash Barty and Dylan Alcott.

Barty has enjoyed a phenomenal rise in the past year, becoming the first Australian woman to win a French Open singles title since Margaret Court in 1973 and the first since Evonne Goolagong Cawley in 1976 to top the WTA Tour's singles rankings.

Barty's leadership has also steered Australia into a first Fed Cup final since 1993, giving our nation a chance to end a 45-year title drought in the premier team competition.

These incredible results, combined with an unassuming nature and exemplary work ethic, has helped Barty's profile soar. The 23-year-old from Queensland is a fantastic ambassador for our sport and we could not be prouder.

Barty shared the Newcombe Medal in 2018, the highest individual honour in Australian tennis, with Alex de Minaur. The 20-year-old De Minaur finished an impressive breakthrough season as the nation's top-ranked man, winning many fans with his spirited efforts.

Alcott continues to inspire too, shining the spotlight on the inclusive nature of our sport. The world No.1-ranked quad wheelchair player claimed the US Open, an unprecedented fifth-consecutive Australian Open crown and the inaugural French Open title in the past year.

Such accomplishments resonate across all levels of our pathways, as demonstrated by our junior wheelchair team winning the World Team Cup for a first time and a growing number of ANZ Tennis Hot Shots participants.

A record 702,509 children across the country experienced our introductory ANZ Tennis Hot Shots program in 2018-19, with a pleasing four per cent increase in the number of girls playing. For the first time, more than half a million students played ANZ Tennis Hot Shots in schools in the past year. This 30 per cent yearly growth in school students playing tennis bodes well for the future, creating more opportunities for young Australians to experience and fall in love with the sport.



JAYNE HRDLICKA
Chair

CRAIG TILEY
Chief Executive Officer

POSITIVE MOMENTUM

CHAIR AND CEO'S REPORT

MAJOR EVENTS

Tennis takes centre stage during the Australian summer, where more fans are enjoying major events. Over one million people attended events across the Australian summer, with Australian Open 2019 attracting an unprecedented 796,435 fans – a seven per cent increase on the record set the previous year. Our focus on creating memorable experiences and family-friendly offerings is proving an effective strategy. These engaged attendees create an electrifying atmosphere at Melbourne Park and enjoy their visit too, as our exceptional customer research results highlight.

The Australian Open brand continues to grow globally, with 14 per cent of attending patrons travelling from overseas and international broadcast viewership rising. A new domestic broadcast partnership with the Nine Network also made a strong start.

Every state and territory hosts Australian Pro Tour events, taking professional tennis to all corners of the country. These events provide valuable opportunities for many of our most promising players to earn ranking points and chase their tennis dreams, all while inspiring the host communities.

Anticipation is building for a revamped summer line-up in 2020. The ATP Cup, a new men's team event, is a massive change to the global tennis calendar and we are proud to work alongside the ATP Tour to deliver it. Hosting it in Australia ensures more of the top-ranked players begin their seasons on our shores, which is sure to inspire future generations. Played in Brisbane, Perth and Sydney, the ATP Cup runs alongside a new combined men's and women's

tournament in Adelaide, improved women's events in Hobart and Brisbane and an expanded ATP Challenger tournament in Canberra. This creates an exciting lead-in to Australian Open 2020.

The Laver Cup is a shining example of the brilliant events our team are capable of delivering. It has captured the imagination of both the world's best players and millions of tennis fans, who adore the alternate format and innovative presentation. The ATP Tour's endorsement of the event after the first two editions is proof of the benefits of embracing new opportunities and striving for excellence.

INVESTING INTO THE SPORT

We continue to invest more money back into our major events, grassroots participation and resources for our Member Associations. We have created more than 50 new jobs across the country to deliver tennis to the next generation and attract more adults back to the sport through social play.

The President's Women in Tennis Scholarships are another example of our commitment to invest back into the game. Awarded to 82 women so far, these are helping boost the number of quality female coaches working in Australia.

MOVING FORWARD

The dedication and professionalism shown by each member of our tennis community from players, coaches, volunteers, officials, administrators and fans is nothing short of phenomenal. As we continue to grow the game we all love, the commitment and cooperation you demonstrate contributes to the positive momentum that allows us to build on our success.

JAYNE HRDLICKA
CHAIR

CRAIG TILEY
CEO



FROM GRASSROOTS TO GRAND SLAMS

There is much to be excited about in Australian tennis – from Ash Barty’s rise to world No.1 and a Grand Slam singles champion, to record levels of participation in our ANZ Tennis Hot Shots program. A comprehensive review of participation over the past year has also resulted in the addition of more resources for Member Associations.

As Tennis Australia aims to capitalise on this positive momentum, inspiration is served in many different ways. A theory of marginal gains is inspiring a shared quest to make tennis a sport of choice for everyone. A one per cent improvement makes a major difference, a mentality adopted in shaping future planning. Whether it is providing an opportunity for a child to pick up a racquet for the first time or the additional support required to win a Grand Slam title, Tennis Australia is committed to connecting more people to tennis.



702,509
ANZ TENNIS HOT SHOTS
PARTICIPANTS

2
WORLD NO.1-RANKED
ATHLETES

\$2.1 M
NATIONAL COURT
REBATE INVESTMENT



A SPORT FOR LIFE

Creating more opportunities for children to play tennis strengthens the sport's future.

ANZ TENNIS HOT SHOTS

Tennis Australia's official development program introduces primary school aged children, between three and 12 years of age, to tennis. The program uses smaller courts, smaller racquets and low compression tennis balls to make it easier to learn.

The program continues to grow, with the number of participants rising 29 per cent in the past year. More than half a million primary school students played tennis during the year.

702,509 ANZ TENNIS HOT SHOTS PARTICIPANTS

29% YEARLY INCREASE

116,218 ANZ TENNIS HOT SHOTS PARTICIPANTS IN COACHING AND COMMUNITY PLAY PROGRAMS

24% YEARLY INCREASE

ANZ Tennis Hot Shots is popular with both genders – with a split of 48 per cent girls and 52 per cent boys. Female participation increased by four per cent in coaching and Community Play programs in 2018-19.

After mastering basic skills, ANZ Tennis Hot Shots Match Play provides an introduction into competitive play in a fun, team tennis environment.

15,944 ANZ TENNIS HOT SHOTS MATCH PLAY PARTICIPANTS

11% YEARLY INCREASE

606 ANZ TENNIS HOT SHOTS MATCH PLAY VENUES

6% YEARLY INCREASE

Connecting more kids and their families to tennis is a key priority. The ANZ Tennis Hot Shots program provides many money-can't-buy experiences for thousands of participants during the Australian summer – including on-court demonstrations, player meet and greets and the chance to toss the coin before matches.

Kids Tennis Day, an annual event held on the eve of the Australian Open, is another highlight. The 2019 edition attracted a crowd of 12,978. More than 150 volunteer coaches provided ANZ Tennis Hot Shots experiences to attendees, who loved being able to play on the same Melbourne Park courts as the world's best players. Guy Sebastian headlined the arena spectacular, which also featured Novak Djokovic, Naomi Osaka, Milos Raonic, Victoria Azarenka, Grigor Dimitrov and Hyeon Chung.



SPECIAL EXPERIENCE: Australian duo John-Patrick Smith and Astra Sharma, left, with a lucky ANZ Tennis Hot Shots participant who conducted the coin toss ahead of their Australian Open mixed doubles final against Czech Barbora Krejčíková and American Rajeev Ram.



NEW GENERATION: Having the opportunity to play on court at the Australian Open brings a smile to the face of inspired ANZ Tennis Hot Shots participants.

TEACHING THE GAME

Providing opportunities for children to play tennis in schools encourages higher participation.

Tennis is the most requested and delivered sport from 33 national sporting organisation programs offered through the Sporting Schools initiative.

Tennis Australia's National Schools Partnership Program provides the resources for schools to teach ANZ Tennis Hot Shots as part of their curriculum. The number of schools committing to this program continues to grow.

3188	PRIMARY PARTNER SCHOOLS
17%	YEARLY INCREASE
458	NEW SCHOOLS IN 2018-19
568,291	PRIMARY SCHOOL PARTICIPANTS
30%	YEARLY INCREASE
259	SECONDARY PARTNER SCHOOLS
121%	YEARLY INCREASE
142	NEW SCHOOLS IN 2018-19
43,911	SECONDARY SCHOOL PARTICIPANTS
305%	YEARLY INCREASE
630,202	TOTAL PARTICIPANTS IN SCHOOL
37%	YEARLY INCREASE

Inter-school tennis competitions are becoming more popular, with 235 held in the past year – a 42 per cent increase from 2017-18.

237	ANZ TENNIS HOT SHOTS SCHOOL COMPETITIONS
1184	PRIMARY SCHOOLS INVOLVED
21,767	PARTICIPANTS



STAR VISIT: Heath Davidson (above) helped launch the 2019 ANZ Tennis Hot Shots Racquet Roadshow at St Joseph's Primary School in the Melbourne suburb of Springvale, which is providing more students with access to tennis equipment.



TENNIS IN SCHOOLS

- A total of 2236 undergraduate teachers at 25 Australian universities learnt how to deliver tennis in primary and secondary schools during 2018-19.
- Compulsory professional learning for coaches was launched through the Tennis for Schools program. This upskilled 1060 coaches in delivering tennis as part of primary school physical education, while a further 701 coaches were upskilled to deliver tennis during secondary school physical education. There were 683 coaches complete both courses. This education ensures coaches adhere to the Australian Curriculum: Health and Physical Education.
- ANZ continued to support the ANZ Tennis Hot Shots Racquet Roadshow with an additional 30,000 racquets distributed to primary partner schools. This takes the total contribution to 140,000 racquets by the end of 2019. Heath Davidson, Jelena Dokic, Todd Woodbridge, John Fitzgerald and Alicia Molik joined visits in each state and territory.
- Tennis Australia and Dr. Mitchell Hewitt were recognised for world's best practice in pre-service teaching at the 2019 AIESEP Conference in New York by Murdoch University (WA).
- Tennis Australia delivered the Australian Schools Tennis Challenge, the premier secondary schools teams event in Australia, previously run by School Sport Australia. McDonald College from New South Wales won the boys' event and Kelvin Grove State School from Queensland won the girls' event. These school teams went on to represent Australia at the 2019 International Schools Federation (ISF) Tennis World Schools Championships in Italy, with both teams finishing fifth overall.
- Queensland won the 2018 Bruce Cup, defeating New South Wales, South Australia and Victoria – which had a three-way tie for second. Queensland also won the 2019 Pizzey Cup, with New South Wales finishing runner-up.

DELIVERING AND INSPIRING

Coaches and clubs provide the foundation in educating and encouraging more people to play.

COACH MEMBERSHIP

Attracting, educating and retaining quality coaches is vital for the sport's future. Coach membership numbers rose 24 per cent this year. A wide range of professional development opportunities ensure these coaches have the skills and support to inspire participants.

3326 COACH MEMBERS

889 ANZ TENNIS HOT SHOTS DELIVERERS

685 CARDIO TENNIS DELIVERERS

152 COACH EDUCATION WORKSHOPS

4076 COACH EDUCATION WORKSHOP PARTICIPANTS

80 COACHING COURSES

976 COACHING COURSE PARTICIPANTS

Encouraging more coaches to complete a high performance coaching course is important for the ongoing success of Australian tennis at a professional level. Fifteen coaches, including five females, received funding to complete Tennis Australia's new Next Generation High Performance coaching program, the first step in becoming a high performance qualified coach.

The President's Women in Tennis Scholarships program aims to increase opportunities for female tennis coaches in Australia. So far, 82 women have received scholarships to support the completion of a Tennis Australia coaching qualification.

COMPETITIONS

Improved competition experiences continue to have a positive impact.

- The national competition retention rate increased by five per cent year-on-year. In comparison, the previous year's improvement in retention was less than one per cent.
- There was a three per cent increase in the frequency of play within competitions.



CARDIO TENNIS

A 37 per cent increase in participation highlights that Cardio Tennis, Tennis Australia's social group-based fitness program, is a great way to engage more people. There are 685 Cardio Tennis deliverers across the country.

CLUB DEVELOPMENT

Bounce: This is an new online portal for clubs, providing volunteers and administrators access to eLearning modules, templates and other resources. Bounce also hosts webinars and forums, further facilitating the sharing of information between clubs across the country. More than 700 unique users have accessed this new benefit of affiliation.

Free Tennis Days: More clubs than ever opened their facilities to the public this year, with 446 Free Tennis Days held - a 29 per cent year-on-year increase.

Club Development Roadshow: Working with Member Associations, Tennis Australia's Club Development team held nine sessions across the country and engaged with over 250 clubs during March. Business planning was a key focus, along with mapping the experiences clubs want to provide to their consumers.

TENNIS WORLD

Tennis World continues to grow its operations across the country, supporting key developments in facility usage and venue management support. There are now seven locations - Melbourne Park, Albert Reserve, Sydney Olympic Park, Darwin, Canberra, Launceston and Millswood. Courts are used an average of 19,688 hours per month across all sites.

STAR MENTORS: Several high-profile current and former players, including Storm Sanders and Sally Peers above, have completed Tennis Australia's Junior Development coaching course.

INVESTING IN FACILITIES

Growing participation means providing places to play for players of all ages.

BOOK A COURT

Clubs across Australia continue to embrace Book a Court, an innovative online booking platform. The Federal Government support this project, providing a \$200,000 Improving Population Health Through Sport grant to subsidise the installation cost for 40 tennis clubs.

246	COMMITTED VENUES
1565	COMMITTED COURTS
135,702	COURT BOOKINGS MADE
20,536	PLAYERS USED SYSTEM
\$823,523	ONLINE PAYMENTS

Local government support is also strong, with Cumberland Council in New South Wales leading the way as the first municipality to install Book a Court at all its tennis venues. Since going live in October 2018, venues in the area have received more than 5300 casual bookings. Cumberland Council won a Special Project Initiative award at the NSW Local Government Excellence Awards, recognising their commitment to increasing community access to tennis.

COMMUNITY GROWTH: Maintaining and improving facilities is important so community members of all ages and abilities can play tennis.



PLACES TO PLAY

Engagement and Support

A number of forums and workshops held throughout the year enabled the sharing of tools, resources and programs designed to grow the game. These included planning for the future, activating sites, appealing to the modern consumer and sharing operational best practice. Across Tennis Australia's stakeholder network of clubs, coaches and councils more than 2000 people attended forums covering a range of topics leading to the delivery of projects and exploration of new opportunities. The integration of live streaming and webinars helped to maximise reach.

- AO Series workshops for clubs targeted committee succession planning, club planning and activation
- AO Coaches Conference workshops and master classes focused on business development and positive partnerships
- Identification and engagement of a Future Leaders group to support the next wave of delivery talent
- Government engagement focused on project planning and delivery cycle.

More than 1500 people also accessed online learning platforms for specific tools and templates, while 135 clubs and coaches used the Tennis Australia Club Coach Agreement template to determine their delivery model.

Facility Development and Planning

A national rollout of an audit process to log the location and condition of all facilities took place to align local and state community plans, as well as position tennis as a key community partner in the delivery of active and healthy lifestyles for all Australians. The audit expanded to include a full state-of-play assessment combining participation review data and Operational Health Check reports for a more holistic snapshot of the success of the site. This will inform future support for clubs.

Through the audit process and deeper engagement with clubs, coaches and councils there is a more open and effective process of project



identification and prioritisation. Identifying current and future projects helps to target support and resources, as well as investigating opportunities for efficiencies through a consolidated approach and partner funding programs. With more than 950 current and future projects listed nationally, with a combined project value in excess of \$100 million, there are clear emerging trends and the need for ongoing support in planning, delivery and funding, with project type trends including:

- LED lighting conversions and installation
- Court access, including Book a Court, paths and surrounds
- Facility and amenity provision, including upgraded change and kitchen facilities
- Surface type and condition upgrades, including ANZ Tennis Hot Shots line markings and surface upgrades.

Strategic planning is well underway for the redevelopment and renewal of state and regional facilities in New South Wales, Western Australia, Victoria, Tasmania and Queensland for delivery in 2020, providing renewed facilities capable of hosting professional ITF level events.

NATIONAL COURT REBATE

This program supports critical projects across the country in partnership with clubs, local, state and federal governments. An annual investment of \$2.1 million into projects designed to grow the sport included Book a Court and LED lighting installation, dedicated ANZ Tennis Hot Shots courts and clubhouse upgrades. Supporting the Redlynch Valley Tennis Club in Queensland to rebuild storm-damaged courts is an example of the program's positive impact.

- \$2.1 million dollars invested into projects valued at \$21.7 million
- More than \$400k invested into projects that included LED lighting installation
- More than \$400k invested to support Book a Court installations
- \$175k invested directly into schools infrastructure
- Joint initiative with Tennis Queensland and the Queensland Government to provide a three-year \$1.5 million infrastructure fund for state school tennis projects
- Joint initiative with Tennis SA in the delivery of 100 courts with ANZ Tennis Hot Shots blended lines.

HIGH ACHIEVERS

A memorable year delivered many highs for Australia's elite players.



GRAND SLAM CHAMPIONS

Dylan Alcott – US Open 2018 quad singles, Australian Open 2019 quad singles, Australian Open 2019 quad doubles with Heath Davidson (AUS), Roland Garros 2019 quad singles, Roland Garros 2019 quad doubles with David Wagner (USA)

Ash Barty – Roland Garros 2019 women's singles, US Open 2018 women's doubles with CoCo Vandeweghe (USA)

Heath Davidson – Australian Open 2019 quad doubles with Dylan Alcott (AUS)

Sam Stosur – Australian Open 2019 women's doubles with Zhang Shuai (CHN)

WTA SINGLES CHAMPIONS

Ash Barty (Zhuhai, October 2018; Miami, March 2019; Roland Garros, June 2019; Birmingham, June 2019)

WTA DOUBLES CHAMPIONS

Monique Adamczak (Guangzhou, September 2019)

Ash Barty (Montreal, August 2018; US Open, September 2018; Rome, May 2019)

Zoe Hives (Bogota, April 2019)

Daria Gavrilova (Strasbourg, May 2019)

Jessica Moore (Guangzhou, September 2019)

Ellen Perez (Strasbourg, May 2019)

Astra Sharma (Bogota, April 2019)

Sam Stosur (Hong Kong, October 2018; Australian Open, January 2019)

ATP SINGLES CHAMPIONS

Alex de Minaur (Sydney, January 2019)

Nick Kyrgios (Acapulco, February 2019)

Bernard Tomic (Chengdu, September 2018)

ATP DOUBLES CHAMPIONS

John Peers (Toronto, August 2018; Stuttgart, June 2019)

John-Patrick Smith (Atlanta, July 2018)

MEN CAREER-HIGH SINGLES RANKINGS INSIDE TOP 200

Alex de Minaur (No.24, March 2019)

John Millman (No.33, October 2018)

Matthew Ebden (No.39, October 2018)

Jordan Thompson (No.45, June 2019)

Jason Kubler (No.91, October 2018)

Alexei Popyrin (No.99, June 2019)

Alex Bolt (No.125, March 2019)

Marc Polmans (No.137, October 2018)

WOMEN CAREER-HIGH SINGLES RANKINGS INSIDE TOP 200

Ash Barty (No.1, June 2019)

Ajla Tomljanovic (No.39, April 2019)

Astra Sharma (No.85, June 2019)

Priscilla Hon (No.130, April 2019)

Kimberly Birrell (No.154, May 2019)

Ellen Perez (No.175, January 2019)

Zoe Hives (No.178, January 2019)

MEN CAREER-HIGH DOUBLES RANKINGS INSIDE TOP 200

Luke Saville (No.82, May 2019)

Max Purcell (No.86, May 2019)

Akira Santillan (No.198, April 2019)

WOMEN CAREER-HIGH DOUBLES RANKINGS INSIDE TOP 200

Jessica Moore (No.52, May 2019)

Ellen Perez (No.74, June 2019)

Astra Sharma (No.125, May 2019)

Lizette Cabrera (No.139, July 2018)

Zoe Hives (No.144, May 2019)

SUCCESS: Sam Stosur and Chinese partner Zhang Shuai celebrate their Australian Open 2019 women's doubles victory.



A NEW WORLD NO.1

Two weeks after winning her first Grand Slam singles title, Ash Barty was celebrating a new high.

The 23-year-old became the first Australian woman to top the WTA singles rankings in 43 years after winning her sixth career title in Birmingham.

"It's just been the most amazing journey for myself and my team and we've got to this point by doing all the small things right," Barty said.

Evonne Goolagong Cawley is the only other Australian woman to achieve the feat since the WTA introduced rankings in 1975, spending two weeks in the top position in 1976.

"I'm nowhere near her status," the humble Barty said. "To be mentioned in the same sentence is incredible. Evonne, she's an amazing human being and has set the tone for so many Australians and so many Indigenous Australians around our country and around the world, she is an amazing person. What she has done in her career was incredible and what she continues to do off the court for us as a sport is amazing."



NATIONAL PRIDE

Our national teams represent Australia with distinction on the world stage.

FED CUP

Australia is hoping to end a 45-year title drought in the Fed Cup competition when it faces France in the 2019 final in November. Led superbly by Ash Barty, who became the first player in history to win six rubbers in the first two ties of a season, the Australian team posted wins over the United States in Asheville in February and Belarus in Brisbane in April. It is the Australian team's best result since reaching the final in 1993. Perth will host the 2019 final – the first time Australia has hosted a home final since 1978.

“It’s a want from all Australian players to show we are a powerhouse nation.”

ASH BARTY

FED CUP

February 2019	World Group, first round Australia d USA 3-2 Asheville, USA
April 2019	World Group, semifinal Australia d Belarus 3-2 Brisbane, Australia

STRENGTH IN NUMBERS

Australia's return to the Fed Cup final coincides with a booming time for women's tennis.

When 23-year-old Astra Sharma broke into the world's top 100 in April, she joined Ash Barty, Ajla Tomljanovic, Daria Gavrilova and Sam Stosur in that elite category. The last time five Australian

women had been in the top 100 was January 1993.

“These players now in the top 100 coinciding with it being 26 years since we last reached the Fed Cup final, I think it's a moment in time we should actually really celebrate,” says Nicole Pratt, Tennis Australia Head of Women's Tennis.

DAVIS CUP

After a play-off loss to host nation Austria in September 2018, Australia's Davis Cup team bounced back strongly to qualify for the new-look Davis Cup Finals in 2019.

Australia posted a 4-0 victory over Bosnia and Herzegovina in February 2019, not dropping a set as Davis Cup action returned to Memorial Drive in Adelaide for the first time in 15 years.

The result ensures Australia is one of 18 nations who will compete at the 2019 Davis Cup finals in Madrid in November.

“It’s a great feeling playing for your country and having the name of your country on your back – there’s no greater honour.”

JORDAN THOMPSON

DAVIS CUP

September 2018	World Group play-off Austria d Australia 3-1 Graz, Austria
February 2019	Qualifying round Australia d Bosnia and Herzegovina 4-0 Adelaide, Australia



NATIONAL TEAMS

Fed Cup team: Ash Barty (Qld), Kimberly Birrell (Qld), Daria Gavrilova (Vic), Priscilla Hon (Qld), Astra Sharma (WA), Sam Stosur (Qld), Alicia Molik (captain)

Davis Cup team: Alex de Minaur (NSW), John Millman (Qld), John Peers (Vic), Alexei Popyrin (NSW), Jordan Thompson (NSW), Lleyton Hewitt (playing captain)

Junior Davis Cup 2018 team: Chen Dong (Qld), Tai Sach (Qld), Cooper White (Vic), Chris Mahony (captain)

Junior Davis Cup 2019 team: Philip Sekulic (Qld), Shuannon Triccerri (NSW), Cooper White (Vic), Bernhard Goerlitz (captain)

Junior Fed Cup 2018 team: Anastasia Berezov (NSW), Olivia Gadecki (Qld), Annerly Poulos (ACT), Emma Doyle (captain)

Junior Fed Cup 2019 team: Anastasia Berezov (NSW), Talia Gibson (WA), Annerly Poulos (ACT), Jaslyn Hewitt-Sheheadie (captain)

World Team Cup 2019 junior team: Finn Broadbent (Vic), Riley Dumsday (Vic), Hayley Slocombe (NSW)

INAS World Tennis Championships 2018 team: Archie Graham (NSW), Joshua Holloway (Qld), Mitchell James (Qld), Carla Lenarduzzi (Vic), Damian Phillips (NSW), Kelly Wren (NSW), Alison Scott (coach)

“Representing your country is an honour for our players, whether in elite junior competition or at the professional level. Wearing the green and gold and representing Australia is something all our players aspire to do.”

WALLY MASUR, TENNIS AUSTRALIA DIRECTOR OF PERFORMANCE

HONOUR: Ash Barty and Jordan Thompson enjoy the opportunity to represent Australia in national team competitions.



PERFORMANCE HIGHLIGHTS

Being an inclusive sport means providing opportunities for all.

Increasing opportunities and support for all athletes is a key focus. The addition of Talent Development Managers in the inclusion space has boosted resources. A mentorship program with National Academy coaches, as well as partnerships with the Australian Institute of Sport and Paralympics Australia, is also helping achieve outstanding results.

WHEELCHAIR TENNIS

Dylan Alcott: Won Australian Open quad singles and doubles, Roland Garros quad singles and doubles, Quad Masters singles, named ITF World Champion.

Heath Davidson: Won Australian Open doubles, World No.2 in quad doubles, top four in quad singles.

Ben Weekes: Won National Championships, Australian Open doubles finalist, top 20 in singles, top 15 in doubles.

- The future looks bright for wheelchair tennis in Australia with two top 10-ranked junior boys (Riley Dumsday, Finn Broadbent) and 10 in the top 100. There are two top 10-ranked junior girls (Hayley Slocombe, Sally Schwartz).
- Riley Dumsday, Finn Broadbent and Hayley Slocombe were the first Australian junior team to contest the World Team Cup and won the event. Australia now joins the Netherlands and United States as the only nations to win all four World Team Cup divisions.
- A record number of entrants contested the Wheelchair National Championships at Melbourne Park in November.
- There were 27 professional development opportunities held for coaches.
- Eight state wheelchair camps were held for juniors aged six to 17, attracting 50 players.

CHAMPION: Ben Weekes (above) won the National Championships and made the Australian Open doubles final, while Australia won its first World Team Cup in the junior division.



INTELLECTUAL IMPAIRMENT

- The Australian team topped the medal tally at the INAS World Tennis Championships in France in July 2018. Results: women's singles - Kelly Wren, bronze; men's singles - Archie Graham, gold; women's doubles - Kelly Wren/Carla Lenarduzzi, gold; men's doubles - Archie Graham/Damian Phillips, silver; mixed doubles - Mitchell James/Carla Lenarduzzi, silver; teams event - women's, gold; teams event - men's, gold.
- Players offered support agreements for 2019 in preparation for the Global Games in October, along with access to National Academy environments. An indication that tennis is truly integrated.
- New divisions - II2 (Down Syndrome) and II3 (Autism and Aspergers) - added to the INAS classifications.
- Mitchell James and Kelly Wren represented Australia at the Special Olympics in Dubai in March 2019. Both won gold medals in singles and together in mixed doubles.

DEAF TENNIS

- A national camp was held at Melbourne Park in December 2018 in preparation for the Asia-Pacific Deaf Games in Hong Kong in November 2019. There were 12 attendees.

BLIND TENNIS

- Ten juniors and seven senior players from Victoria and South Australia attended a national blind and visually impaired camp in May 2019.
- Ricky Segura won a gold medal in the B4 category at an International Blind Tennis Association tournament in Spain in June 2019. Mark Haskett won bronze in the B2 category, with Dragan Beckric reaching quarterfinals in the B3 category. Five coaches took part in professional development opportunities during the event.

NATIONAL PRIDE: The Australian team scooped multiple medals at the INAS European Tennis Championships.

CREATING CHAMPIONS

Developing athletes both on and off the court is important.

NATIONAL ACADEMY

Offering a comprehensive training program to assist talented athletes to reach their full potential, Tennis Australia's National Academy has bases in Melbourne, Sydney, Brisbane, Perth, Adelaide, Canberra and Hobart. This pathway supported more than 250 athletes during 2018-19.

Camps: Talent camps help identify potential athletes throughout metro and regional areas across Australia. There were 102 camps held during 2018-19, with 2083 players participating.

Competition: Super 10s continues to be an important entry point into the performance pathway, with this team and time-based competition now becoming a platform for additional player opportunities. The Super 10s national camp during the Australian Open provides 64 of the most promising players a world-leading opportunity and experience. In 2019, this event received a net-promoter score of 100, signifying the quality of experience offered to players, parents and coaches.

EDUCATION

Working out of the National Academy classrooms in Victoria, New South Wales and Queensland, 15 National Academy athletes successfully completed their year 12 education via distance education in December 2018 and three completed year 12 schooling at mainstream schools. Eight of these players are now playing full-time on the professional tour, while six have accepted scholarships to US colleges.

There are currently 11 full-time distance education athletes studying out of the National Academy classrooms and a number of regional athletes who attend on a part-time basis. These student athletes must maintain full-time enrolment to retain US college eligibility.

- **US college scholarship recipients:** Rinky Hijikata, University of North Carolina; Campbell Salmon, Rice; Connor Di Marco, Tulsa; Michael Shephard, Virginia Tech; Patrick Kotan, North Florida Ospreys; Lisa Mays, Texas Tech.
- One professional athlete, Storm Sanders, completed a Psychology degree at the University of Canberra in June.



FUN FOR ALL:
The ANZ Tennis Hot Shots program is popular with young tennis fans.



INSPIRATION:
Serena Williams met some promising young Australian players during Australian Open 2019, sharing advice as they chase their tennis dreams.

WELLBEING

Providing wellbeing support to all athletes is a priority. The athlete wellbeing monitoring system was restructured and re-launched to increase player's emotional awareness and encourage team members to be more active in providing support. Feedback on these changes has been extremely positive.

National Academies are incorporating regular wellbeing sessions and special events such as a mates day and diversity week, while mindfulness sessions were introduced for all players and parents at the December Showdown. Wellbeing themes and activities are also integrated into all national camps.

Coaching staff in New South Wales, Victoria and Queensland are entering phase two of a Growth Mindset workshop series, which focuses on reinforcing the importance

of developing and embedding a growth mindset in players. A growth mindset instills the belief that most basic abilities develop through dedication and hard work, with results part of a process. Following this phase will be the incorporation of workshops for parents and players. This program is based on the internationally-renowned research of Carol Dweck.

PHYSICAL SUPPORT

The medical, physio and strength and conditioning teams play a pivotal part in preparing athletes to achieve their best on court. They work closely with junior players and continue to support them into their professional careers. Fed Cup and Davis Cup squads receive this support at their National Academy training bases, as well as approximately 25 weeks of support on the road.



RECOGNITION AND HONOUR

Celebrating outstanding achievements, both past and present, is important.

AUSTRALIAN TENNIS AWARDS

Ash Barty and Alex de Minaur shared Australian tennis' highest honour in 2018 – the Newcombe Medal. Presented at the annual Australian Tennis Awards gala evening in Melbourne, the award recognises the most outstanding player and ambassador.

"It was very hard to make a decision on who might get it, so we did the only sensible thing ... for the first time we have dual medallists," said John Newcombe as he presented the award named in his honour.

Casey Dellacqua received the Spirit of Tennis Award, which recognises outstanding contribution to the sport while personifying leadership, passion, sportsmanship, goodwill and dedication.

"I'm very grateful and very thankful to be in the position to be able to play the sport that I love, to do this as a job and to enjoy every single moment."

ASH BARTY, 2018 NEWCOMBE MEDALLIST

"It's been a whirlwind of a year – I've enjoyed every second of it. I've just tried to keep improving each day, keep battling it out, keep fighting every single point. I'm super proud of my efforts."

ALEX DE MINAUR, 2018 NEWCOMBE MEDALLIST



"I actually have said for a number of years, if there's any award that I could win, it would be the Spirit of Tennis Award, because it's something that has always stood true to me. I've always felt that you can be a great tennis player but it is being gracious that goes along with that that I really value."

CASEY DELLACQUA,
SPIRIT OF TENNIS AWARD RECIPIENT

CELEBRATIONS: Stars of Australian tennis, both past and present, united at the 2018 Australian Tennis Awards.

AUSTRALIAN TENNIS AWARDS 2018 WINNERS

Newcombe Medal: Ash Barty (Qld), Alex de Minaur (NSW)

Spirit of Tennis: Casey Dellacqua (WA)

Coaching Excellence – Performance: Darren Cahill (SA)

Coaching Excellence – Development: Stephen Thompson (NSW)

Coaching Excellence – Club: Adon Kronk, Mooloolaba Tennis Club (Qld)

Excellence in Officiating: Simon Cannavan (Qld)

Male Junior Athlete of the Year: Rinky Hijikata (NSW)

Female Junior Athlete of the Year: Destanee Aiava (Vic)

Most Outstanding 35+ Tennis Senior: Peter Froelich (Qld)

Most Outstanding Athlete with a Disability: Archie Graham (Qld)

Most Outstanding Tennis Club: Henley South Tennis Club (SA)

Most Outstanding School: Casuarina Street Primary School, Katherine East (NT)

Most Outstanding Professional Tournament: 2017 Apis Canberra International, Canberra (ACT)

Most Outstanding Australian Ranking Tournament: AGL Loy Yang Traralgon International (Vic)

Volunteer Achievement Award: John Pick (SA)

AUSTRALIAN TENNIS HALL OF FAME

Australian Open 1977 singles finalist Dianne Balestrat (nee Fromholtz), who achieved a career-high singles ranking of No.4 in 1979 and shared the Australian Open doubles title with Helen Goulay-Cawley in 1977, was inducted into the Australian Tennis Hall of Fame in January 2019. Balestrat played 37 Fed Cup ties between 1974 and 1983, including in Australia's 1974 winning team.

Australian Tennis Hall of Fame inductees

2019: Dianne (Fromholtz) Balestrat

2018: Jan (Lehane) O'Neill

2017: Beryl (Penrose) Collier

2016: Rex Hartwig

2015: David Hall

2014: Kerry (Melville) Reid

2013: Judy Dalton

2012: Ken Fletcher

2011: Owen Davidson

2010: Mark Woodforde,
Todd Woodbridge

2009: Wendy Turnbull

2008: Pat Rafter

2007: Mark Edmondson

2006: Daphne Akhurst

2005: Australian Open centenary

2004: Brian Tobin

2003: Pat Cash

2002: Mervyn Rose, Thelma (Coyne) Long

2001: Mal Anderson,
Nancye (Wynne) Bolton

2000: Ken McGregor

1999: Australia inducted into the
International Tennis Hall of Fame

1998: John Newcombe, Tony Roche,
Lesley (Turner) Bowrey,
Adrian Quist

1997: Fred Stolle, Jack Crawford,
Gerald Patterson

1996: Frank Sedgman, John Bromwich,
Sir Norman Brookes,
Ashley Cooper, Harry Hopman

1995: Lew Hoad, Ken Rosewall

1994: Roy Emerson,
Evonne Goolagong Cawley,
Neale Fraser

1993: Rod Laver, Margaret (Smith) Court

DELIVERING WORLD-CLASS EVENTS

An unprecedented 796,435 fans attended Australian Open 2019 – a seven per cent increase on the record set the previous year. This created an electrifying atmosphere across a revamped Melbourne Park, which is now the biggest Grand Slam site in the world.

A new state-of-the-art Player Pod received glowing reviews from the world's best athletes and their teams, who appreciate the tournament's ongoing quest to improve facilities and services.

The success of the Laver Cup further highlights Tennis Australia's ability to deliver innovative events – which is why the introduction of the ATP Cup from January 2020 as part of a revamped Australian summer of tennis is particularly exciting. These events play an important role in inspiring more people to play tennis and encourage more of the top-ranked athletes to begin their season in Australia, a win for tennis fans across the country.



796,435
AO 2019
ATTENDANCE

7%
INCREASE IN AO 2019
ATTENDANCE

1 MILLION+
FANS ATTENDED
SUMMER EVENTS



SUMMER SHINE

The world tennis spotlight shines brightly on Australia each summer, when exciting events entertain millions of fans.

BRISBANE INTERNATIONAL

Queensland Tennis Centre, Brisbane
30 December – 6 January

Czech Karolina Pliskova and Japan's Kei Nishikori claimed the singles titles in a memorable edition of the Brisbane International, where many of the world's best players began their 2019 season.

Men's singles: [2] Kei Nishikori (JPN) d [4] Daniil Medvedev (RUS) 6-4 3-6 6-2

Women's singles: [5] Karolina Pliskova (CZE) d Lesia Tsurenko (UKR) 4-6 7-5 6-2

Men's doubles: Marcus Daniell (NZL)/Wesley Koolhof (NED) d [4] Rajeev Ram (USA)/Joe Salisbury (GBR) 6-4 7-6(6)

Women's doubles: [3] Nicole Melichar (USA)/Kveta Peschke (CZE) d [4] Hao-Ching Chan (TPE)/Latisha Chan (TPE) 6-1 6-1

MASTERCARD HOPMAN CUP

Perth Arena, Perth
29 December – 5 January

Swiss duo Roger Federer and Belinda Bencic created history as the first team to defend a Hopman Cup title. Cheered on by 110,364 fans throughout the week, the Swiss team proved popular winners.

Champions: Switzerland – Roger Federer, Belinda Bencic

Finalists: Germany – Alexander Zverev, Angelique Kerber



SYDNEY INTERNATIONAL

Sydney Olympic Park Tennis Centre, Sydney
6 – 12 January

Australia's Alex de Minaur claimed his first ATP singles title at his hometown event, while Petra Kvitova defeated Ash Barty in a quality women's final. A FAST4 Showdown hosted at Qudos Arena also entertained Sydney fans. It featured Australia's Nick Kyrgios and John Millman against Rafael Nadal and Milos Raonic.

Men's singles: [5] Alex de Minaur (AUS) d [8] Andreas Seppi (ITA) 7-5 7-6(5)

Women's singles: [5] Petra Kvitova (CZE) d Ash Barty (AUS) 1-6 7-5 7-6(3)

Men's doubles: [2] Jamie Murray (GBR)/Bruno Soares (BRA) d [1] Juan Sebastian Cabal (COL)/Robert Farah (COL) 6-4 6-3

Women's doubles: Aleksandra Krunic (SRB)/Katerina Siniakova (CZE) d Eri Hozumi (JPN)/Alicja Rosolska (POL) 6-1 7-6(3)

HOBART INTERNATIONAL

Domain Tennis Centre, Hobart
5 – 12 January

American Sofia Kenin made an impressive breakthrough in Hobart, winning her first WTA title without dropping a set. A revamped event with a strong family-friendly focus attracted 10,404 fans.

Women's singles: Sofia Kenin (USA) d Anna Karolina Schmiedlova (SVK) 6-3 6-0

Women's doubles: [1] Latisha Chan (TPE)/Hao-Ching Chan (TPE) d [4] Kirsten Flipkens (BEL)/Johanna Larsson (SWE) 6-3 3-6 [10-6]

WORLD TENNIS CHALLENGE

Memorial Drive, Adelaide
7 – 8 January

Team World – represented by Victoria Azarenka, Fernando Verdasco and Henri Leconte – won the two-day World Tennis Challenge held in Adelaide.

SWISS BLISS: Roger Federer and Belinda Bencic claimed consecutive Hopman Cup titles for Switzerland.



TITLE BREAKTHROUGH:
An emotional Alex de Minaur celebrates his first ATP singles title, won in front of an adoring home crowd in Sydney.

A NEW-LOOK SUMMER IN 2020

Tennis Australia has partnered with the ATP Tour to deliver a new teams event from 2020.

"This is an amazing opportunity, in close collaboration with the players and the tour, to deliver a globally impactful event that further elevates the sport and the fan interest in it," explains Craig Tiley, Tennis Australia CEO.

"We want to keep growing tennis, give the players an environment where they can perform to the best of their abilities and then ensure they are appropriately appreciated and rewarded. This event will help us all achieve that while connecting with new generations of tennis fans. It will provide a new source of inspiration for young athletes to choose our sport."

Perth, Brisbane and Sydney will host the 10-day tournament, with round-robin matches culminating in Sydney-hosted finals.



The introduction of the event changes the Australian summer of tennis schedule, which will include a new ATP/WTA tournament at a revamped Memorial Drive in Adelaide.

A GRAND EVENT

The Australian Open is the pinnacle event of the summer – and the 2019 edition proved memorable, smashing multiple records.

The Australian Open continues to be the best-attended tennis tournament in the world. An unprecedented 796,435 fans attended Australian Open 2019, a seven per cent increase on the record set the previous year.

The event continues to evolve into more than a Grand Slam tennis tournament. Family-friendly entertainment and services, a 15-day music festival and a wide variety of food and beverage options appeal to a diverse audience and ensure more fans are experiencing tennis than ever.



Serbia's **Novak Djokovic** etched his name further into history as the Australian Open's most prolific champion, winning an unprecedented seventh men's singles title.

Naomi Osaka won her first Australian Open women's singles title, a victory that propelled the 21-year-old Japanese star to world No.1. She became the first Asian woman to hold the No.1 singles ranking.



A MUST-SEE EVENT:
A record number of fans attended Australian Open 2019, filling stadiums and outside courts to cheer on the world's best players.

AUSTRALIAN OPEN 2019 HONOUR ROLL

Men's singles: [1] Novak Djokovic (SRB) d [2] Rafael Nadal (ESP) 6-3 6-2 6-3

Women's singles: [4] Naomi Osaka (JPN) d [8] Petra Kvitova (CZE) 7-6(2) 5-7 6-4

Men's doubles: [5] Pierre-Hugues Herbert (FRA)/Nicolas Mahut (FRA) d [12] Henri Kontinen (FIN)/John Peers (AUS) 6-4 7-6(1)

Women's doubles: Sam Stosur (AUS)/Shuai Zhang (CHN) d [2] Timea Babos (HUN)/Kristina Mladenovic (FRA) 6-3 6-4

Mixed doubles: [3] Barbora Krejčíková (CZE)/Rajeev Ram (USA) d [WC] Astra Sharma (AUS)/John-Patrick Smith (AUS) 7-6(3) 6-1

Boys' singles: [1] Lorenzo Musetti (ITA) d [13] Emilio Nava (USA) 4-6 6-2 7-6(12)

Girls' singles: [1] Clara Tauson (DEN) d [4] Leylah Annie Fernandez (CAN) 6-4 6-3

Boys' doubles: [3] Jonas Forejtek (CZE)/Dalibor Srvcina (CZE) d [4] Cannon Kingsley (USA)/Emilio Nava (USA) 7-6(5) 6-4

Girls' doubles: [3] Natsumi Kawaguchi (JPN)/Adrienn Nagy (HUN) d [8] Chloe Beck (USA)/Emma Navarro (USA) 6-4 6-4

Men's wheelchair singles: [2] Gustavo Fernandez (ARG) d Stefan Olsson (SWE) 7-5 6-3

Women's wheelchair singles: [1] Diede de Groot (NED) d [2] Yui Kamiji (JPN) 6-0 6-2

Men's wheelchair doubles: [2] Joachim Gerard (BEL)/Stefan Olsson (SWE) d Stephane Houdet (FRA)/Ben Weekes (AUS) 6-3 6-2

Women's wheelchair doubles: [1] Diede de Groot (NED)/Aniek Van Koot (NED) d [2] Marjolein Buis (NED)/Sabine Ellerbrock (GER) 5-7 7-6(4) 10-8

Quad wheelchair singles: [1] Dylan Alcott (AUS) d [2] David Wagner (USA) 6-4 7-6(2)

Quad wheelchair doubles: [2] Dylan Alcott (AUS)/Heath Davidson (AUS) d [1] Andy Lapthorne (GBR)/David Wagner (USA) 6-3 6-7(6) [12-10]

AO 2019 KEY STATS

769	PLAYERS COMPETING ACROSS ALL DRAWS
71	NATIONS REPRESENTED ACROSS ALL DRAWS
537,262	FANS ATTENDED FIRST WEEK – A NEW TOURNAMENT RECORD
93,178	FANS ATTENDED COOPERS SATURDAY – A NEW TOURNAMENT RECORD
8	SESSIONS ATTRACTED RECORD CROWDS

Inspiring the next generation

1500+	ANZ TENNIS HOT SHOTS PARTICIPANTS IN ON-COURT DEMONSTRATIONS
160	ANZ TENNIS HOT SHOTS PARTICIPANTS CONDUCTED PRE-MATCH COIN TOSS
25,000+	KIDS PLAYED ANZ TENNIS HOT SHOTS AT THE AO BALLPARK

Australians featured in every AO 2019 doubles final – Sam Stosur (Qld) and China's Zhang Shuai won the women's doubles, Astra Sharma (WA) and John-Patrick Smith (Qld) finished runner-up in mixed doubles as did John Peers (Vic) and Finnish partner Henri Kontinen in men's doubles. This has only happened twice before – 1993 and 2000 – in the Open era.



DELIVERING A WORLD-CLASS EVENT

It takes a team effort to transform Melbourne Park into the world's biggest Grand Slam tournament.

The Australian Open 2019 footprint exceeded Melbourne Park, extending from the AO Festival in Birrarung Marr through to Richmond Station.

With the site spanning 1.5 kilometres, it is the world's largest Grand Slam event and requires a build across approximately 25 hectares. This major logistical project includes:

- Providing more than 110,000 pieces of FFE/Infrastructure
- Fitting out 120 rooms for players, media, VIPs, operations and partners
- Erecting 7400 temporary grandstand seats
- Coordinating 865 suppliers and 15,683 delivery vehicles
- Delivering 2200m² of shade

A highlight of AO 2019 was the reveal of a state-of-the-art Player Pod featuring:

- New player dining facilities
- A new player treatment (physio/massage) area
- A new player recovery centre, with four ice baths and private treatment rooms.

Some other key changes included:

- New player change rooms inside Rod Laver Arena, with a keyless locker system
- Electronic review on all 16 match courts, requiring new larger video screens
- A new AO Extreme Heat Policy, the result of a research collaboration between Tennis Australia and the University of Sydney's Thermal Ergonomics Laboratory to test the specific effects of heat stress on tennis players.

REDEVELOPMENT

The \$271.55 million third stage of the Melbourne Park redevelopment has commenced and is expected to be complete for Australian Open 2023. Works are mainly located around the central precinct and include:

- A new multipurpose show court arena
- A new function and media centre including function rooms, pre-event spaces, interview rooms, a 200-seat auditorium and broadcast studios
- A broadcast compound, used as the function and media centre carpark year-round
- A central logistics hub including kitchen and loading dock



- Completion of the separation between front of house public spaces and back of house functions
- Two new match courts.

A critical element in the delivery of a world-class event is a focus on safety, risk, integrity and compliance. The well-established safety assurance program accommodates the organisation's growing needs and consistency in compliance helps maintain a safe environment for staff, contractors and visitors ensuring the incident frequency rate is well below industry standards.

A continual focus is on improving the organisation's risk management capabilities, with better assessments and use of resources helping to guide management decisions.

FAN FRIENDLY:
A record number
of fans enjoyed
Australian Open 2019.

COMPETITIVE PATHWAYS

Creating competitive opportunities for juniors through to professional athletes encourages more people to play.

AUSTRALIAN RANKING TOURNAMENTS

These events provide an opportunity for players to earn Australian ranking points. As of 30 June 2019, there were 4014 males and 2124 females with an Australian ranking. National wheelchair tennis rankings were introduced in May 2019.

The 2019 Australian Ranking Tournament Calendar has 373 events, offering \$860,000 in prizemoney across 196 Australian Money Tournaments (AMTs).

144	STANDALONE JUNIOR TOURNAMENTS (JT)
107	STANDALONE AUSTRALIAN MONEY TOURNAMENTS (AMTS)
89	COMBINED AMT/JT EVENTS

Tennis Australia distributed 45 body-worn cameras across all Australian Ranking events in April 2019, with officials using them while on-duty as court supervisors. In the future, there will be at least one camera at every venue to encourage better player and parent behavior.

AUSTRALIAN PRO TOUR

The 2018-19 Australian Pro Tour, which provides an opportunity to earn professional ranking points and runs from September to April, consisted of 28 events offering US\$1,025,000 in prizemoney. Stopping in every Australian state and territory, the tour takes elite tennis to more towns and communities. A restructure of the ITF World Tennis Tour and ATP Challenger Tour from January 2019 reflected across these events.

Title winners in the past year included Jordan Thompson (NSW), Astra Sharma (WA), Kimberly Birrell (Qld), Zoe Hives (Vic), Priscilla Hon (Qld), Jacob Grills (Vic), Maverick Banes (Qld), Harry Bourchier (Tas) and Destanee Aiava (Vic).

RISING STAR:
Australian Pro Tour success helped propel Priscilla Hon to a career-high ranking.



DECEMBER SHOWDOWN

More than 400 players, including a record 53 from the Asia-Pacific region, participated in the annual December Showdown at Melbourne Park. National junior champions were crowned from 1416 matches played across 16 days and 23 courts. The event culminated with the AO Wildcard Play-off, won by James Duckworth and Kimberly Birrell.

AO Wildcard Play-off winners: James Duckworth (NSW), Kimberly Birrell (Qld)

Australian 18 and under champions: Rinky Hijikata (NSW), Gabriella Da Silva-Fick (NSW)

Australian 16 and under champions: Tai Sach (Qld), Anastasia Berezov (NSW)

Australian 14 and under champions: Derek Pham (WA), Talia Gibson (WA)

Australian 12 and under champions: Charlie Camus (ACT), Mayu Crossley (JPN)

The Australian Junior Championships, which is usually played during the December Showdown, moved to the Gold Coast as a standalone event in June 2019. Held at the KDV Tennis Centre, state representative teams competed in 11/under and 13/under categories.



ONE TO WATCH:
Western Australia's Derek Pham won the Australian 14 and under championships in 2018.

ASIA-PACIFIC AO WILDCARD PLAYOFF

Held in the Chinese city of Zhuhai for a third consecutive year, Chinese players Peng Shuai and Li Zhe won the Asia-Pacific AO Wildcard Play-off. The men's doubles wildcard winners, Gong Mao-Xin and Zhang Ze, become the first mainland Chinese pair to win a Grand Slam round after reaching the Australian Open second round.

ITF JUNIORS/WHEELCHAIRS

More junior tournaments in Australia are offering ITF Junior World Tennis Tour ranking points than ever. This includes the Australian Open Junior Championships (Grade A) and AGL Loy Yang Traralgon International (Grade 1) events in January that attract the world's top-ranked juniors. The annual Gallipoli Cup, played in Melbourne in April, was elevated to Grade 3 status in 2019.

There are six ITF wheelchair tournaments held annually in Australia.

OFFICIALS

From line umpires to referees, officials play an important role in the tournament pathway. The development of an entry-level online community officiating program ensures that becoming a qualified official is more accessible to Australians.

398	OFFICIALS WORKED AT AUSTRALIAN OPEN
120	INTERNATIONAL OFFICIALS AT AUSTRALIAN OPEN
370	OFFICIALS WORKED AT AO SERIES EVENTS

INNOVATIVE EVENTS

Delivering world-class events that push the boundaries of innovation help future proof the sport.

With 93,584 fans cheering courtside and millions more watching around the world, the second edition of the Laver Cup in Chicago further enhanced its reputation as the most exciting new event in tennis.

As Novak Djokovic and Roger Federer led Team Europe to an exciting victory, Tennis Australia played a key part in staging an event that is pushing the boundaries, captivating fans and redefining innovation in the sport.

The event is now recognised on the ATP Tour calendar.

"The Laver Cup has struck a chord with fans worldwide in a very short time," ATP President Chris Kermode explained of the tour's endorsement.

"It's been great to see the passionate participation of the players and the response from the fans at the sold-out events in Prague and Chicago. This event has great potential to reach new fans around the world."

The Switzerland city of Geneva hosted the 2019 edition.

LAVER CUP 2018

21 - 23 September, Chicago, USA
Team Europe d Team World 13-8

Team Europe: Grigor Dimitrov (BUL), Novak Djokovic (SRB), Kyle Edmund (GBR), Roger Federer (SUI), David Goffin (BEL), Alexander Zverev (GER), Jeremy Chardy (FRA, alternate), Bjorn Borg (SWE, captain)

Team World: Kevin Anderson (RSA), John Isner (USA), Nick Kyrgios (AUS), Diego Schwartzman (ARG), Jack Sock (USA), Frances Tiafoe (USA), Nicolas Jarry (CHI, alternate), John McEnroe (USA, captain)



CHAMPIONS:
Team Europe celebrates its Laver Cup victory in Chicago.



PRODUCTIVE PARTNERSHIPS

Ticket sales for events across the Australian summer were at an all-time high. Record viewership internationally highlighted the growth in the Australian Open brand globally and customer satisfaction scores reached new heights, with globally renowned research agency Nielsen declaring the Australian Open scores the highest they had ever recorded from an event.

Australian Open partners again delivered standout entertainment for fans at the event, with Club Aperol, Kia Car Karaoke and La Roche-Posay sunscreen activations among the favourites.

A strategy to engage Chinese fans is proving effective too, with a significant 70 per cent increase in Chinese visitors at Australian Open 2019 and two new Chinese partners committing their support.

All of this means Tennis Australia has been able to invest more back into the Australian Open, other events and, importantly, into grassroots growth as well.



915
MILLION HOURS
AO 2019 VIEWED

70%
INCREASE IN CHINESE
VISITORS TO AO 2019

8
NEW AUSTRALIAN
OPEN PARTNERS

A FAN FAVOURITE

A focus on family-friendly offerings is boosting the Australian Open's reputation as a fan favourite Grand Slam event.

As the Australian Open evolves into one of the world's leading sports and entertainment events, it is becoming a destination for more than tennis. While sport remains at the heart of the event, a focus on expanding family-friendly offerings is helping to attract a broader audience.

This diversification strategy focuses on four key areas – family entertainment, food, music and shopping. By enhancing 'beyond tennis' activities across Melbourne Park, average fan dwell time has jumped to 9.5 hours with locations such as Grand Slam Oval, the AO Ballpark and AO Live Stage increasing in popularity.

Each of those key locations has been carefully designed to create memorable, joyful experiences for fans and foster a community spirit that transcends the court. Created to appeal to fans, these spaces facilitate greater social connections between visitors – both local and international. Each serves a distinct purpose and personifies the Australian Open's brand of being playful and dynamic. The joyful atmosphere naturally attracts new fans and encourages longer and more frequent visits.

An expanded AO Ballpark at Australian Open 2019 demonstrated this commitment. It featured 22 attractions, with major partners including Kia, ANZ and Emirates creating bespoke activations, and 126 hours of stage shows to entertain children visiting the tournament. The introduction of AO Kids Club made the tournament the first major sporting event worldwide to offer onsite childcare. Continued innovation of family entertainment within the sporting industry, builds lasting memories for children, their families and inspires future tennis fans to get active.



ADVENTURE PARK:
The AO Ballpark is a hive of fun activities for kids during the Australian Open.

MARKETING PARTNERSHIPS

Our partners play a leading role in helping deliver world-class events and experiences.

Tennis Australia renewed multiple partnerships and welcomed many new partners to the Australian Open family this year. New partners included:

- **Infosys:** a global leader in technology, Infosys entered a three-year partnership to help provide innovative and engaging experiences for Australian Open fans.
- **Garnier:** Returned as the official skincare and haircare partner, reinstating their popular onsite activation.
- **La-Roche Posay:** as the tournament's official sunscreen partner, provided over 500,000 free sunscreen samples to fans at Melbourne Park.
- **Dunlop:** committed to a five-year partnership as official ball partner.
- **Piper Heidsieck:** the tournament's first Champagne partner.
- **Uber:** an UberEats 'Tonight, I'll be eating...' advertising campaign, filmed at Melbourne Park and featuring several top players, won several awards including at the 66th Cannes Lions International Festival of Creativity.

A partnership with **Ctrip**, China's largest online travel agency, entered into its second year, while an expanded presence in Hong Kong, Shanghai and Chengdu helped secure new partnerships with:

- **DeRucci:** the premium bedding and furniture brand.
- **Luzhou Laojiao:** the premium baijiu distiller, becoming the first associate-level partnership for a Chinese company with a Grand Slam.

Investment in market-leading digital products and offline events further engaged Chinese fans, helping increase television audiences and visitation to the tournament.

- An array of live events in China attracted thousands of local fans and garnered a media reach of over 200 million people. This included a week-long AO First Serve, which launched in Shanghai and won the sports category of the IPRA Golden World Awards.
- A new Australian Open logo for the Chinese market launched in the lead-up to the 2019 tournament.
- The Australian Open Weibo account followers grew 400 per cent in the past year and now exceeds 1.3 million. The WeChat account recorded steady growth, with fans increasing from 40,000 to 45,000. An AO mini program launched before the 2019 tournament, becoming the first Grand Slam to offer live scoring, up-to-date tournament news and results through the platform. It reached 459,936 fans.



MUST-SEE: Partner activations enhance the on-site experience for Australian Open fans.



PARTNER ACTIVATIONS

Partner activations at the Australian Open add to the experience for fans. Highlights included:

- More than 15,000 fans visited Kia's AO Selfie activation, while nearly 6000 children enjoyed Kia's Junior Drive race-track at the AO Ballpark
- More than 25,000 children played at the ANZ Tennis Hot Shots courts at the AO Ballpark
- Nearly 3000 fans took part in the longest rally challenge at the Mastercard Beach Tennis Club.



MEMORABLE EXPERIENCES

Growing global audiences and diversifying on-site experiences are important steps to future proof the Australian Open.

MEDIA RIGHTS

The Australian summer of tennis generated a record one billion viewing hours globally. With the media landscape fragmenting at unprecedented rate, this is a historic milestone in global viewership and well above the record set in 2018.

1,002,691,489 HOURS VIEWED GLOBALLY
24% YEAR-ON-YEAR INCREASE

The Australian Open skyrocketed to 915 million hours viewed, an increase of 26 per cent year-on-year. Naomi Osaka's historic win boosted interest in Japan, with over 250 million hours viewed between NHK and WOWOW. The women's final attracted 25 million viewers in Japan, making it one of the largest single audiences globally for women's sport ever. That match was also the AO's most-watched match in history at 78 million hours viewed, averaging 26 million per set played. This surpassed the 16.4 million per set record from Roger Federer and Rafael Nadal's 2017 final.

Australia, second in global viewership at 139 million, saw the start of the new partnership with the Nine Network, the largest commercial deal in Tennis Australia's history. With unprecedented coverage across television and digital, Nine hosted its daily breakfast show from the tournament with a landmark, interactive studio – the longest travelling, live production they have ever undertaken. Digital streaming audiences continued to grow, at 110.8 million minutes watched on 9Now. Dylan Alcott, who won a fifth consecutive AO quad wheelchair singles title, also became one of Nine's leading hosts during the Australian Open fortnight.

China (113 million hours) and the United States (107 million hours) rounded out the top three overseas audiences. More than four million viewers tuned into China's national broadcaster, CCTV, to watch the women's doubles semifinal



featuring Zhang Shuai and Australia's Sam Stosur as the match was played in Chinese primetime hours. Meanwhile, Serena Williams' return contributed to a 12 per cent rise year-on-year in the US. Her quarterfinal match was the most watched at over 643,000 viewers, despite the time difference.

Elsewhere, Australian Open viewership in India experienced record growth – jumping to number three in Asia and eighth globally with 21 million hours viewed. As a result, Asia shared 43 per cent of global audiences – up from 33 per cent in 2018. In addition, bespoke broadcast research confirmed that the Australian Open is the most watched Grand Slam in Asia with an audience two to four times larger than the other Slams.

A new long-term agreement with Sky New Zealand includes running an annual promotional campaign, helping drive visitation to the tournament. This ground-breaking deal is an example of how broadcast partnerships can be used to promote Melbourne as a tourism destination and is the next phase of growth for the organisation.

Tennis Australia distributes global media rights for the Laver Cup. There was increased distribution for the 2018 edition in Chicago, with Amazon Prime Video becoming the global online live-streaming platform. This was a tennis world first. The Tennis Channel's coverage in the US included a bespoke studio and a roster of first-class talent. Other broadcasters included ESPN International, Eurosport, Fox Sports Asia, Nine, Sky and TVE Spain.



ON-SITE REVENUE

With record fans attending Australian Open 2019, on-site revenue also increased. Sales of ground pass tickets, which offer fans the best value in sport and entertainment, were strong and on-court finals seats – the most prestigious seats in world tennis – sold out within days of going on sale.

New Zealand, USA, Japan, UK and China were the top visitation markets – with Chinese visitors increasing by 70 per cent, Japan up 30 per cent and New Zealand increasing 25 per cent.

Exceptional food and beverage options were available to Australian Open fans, with 16 restaurants on site. This included iconic restaurants such as Sushi Sushi, Mamasita, San Antone, Biggie Smalls, Hellenic Republic, Burger Project, Gradi, Hunky Dory Fish and Chips, Huxtaburger, Garden State Hotel and Mr Miyagi. Many offered bespoke deals, with 27 guest chefs and restaurant collaborations providing further exclusive experiences. World-famous chefs involved in the AO Chef Series included Jacques Reymond, Duncan Welgemoed, Simone Zanoni, Alejandro Saravia along with Andrew McConnell, Shane Delia, Hugh Allen, Neil Perry, Sean Tan, George Calombaris and Anthony Choi. Total food and beverage sales increased 16 per cent year-on-year.

The Australian Open product range sold at 11 shops on-site, with three fashionable ranges on offer. AO High Street enhanced the shopping experiences for fans, featuring collaborations with Country Road, adidas, Lululemon, Happy Socks, Crumpler and Tom's. Record retail sales were recorded on nine days during the tournament, with total sales up 120 per cent and spend per person up six per cent year-on-year.

UNIQUE ATMOSPHERE:
 The Melbourne Park precinct is full of special experiences for fans.



POWER OF ENGAGEMENT

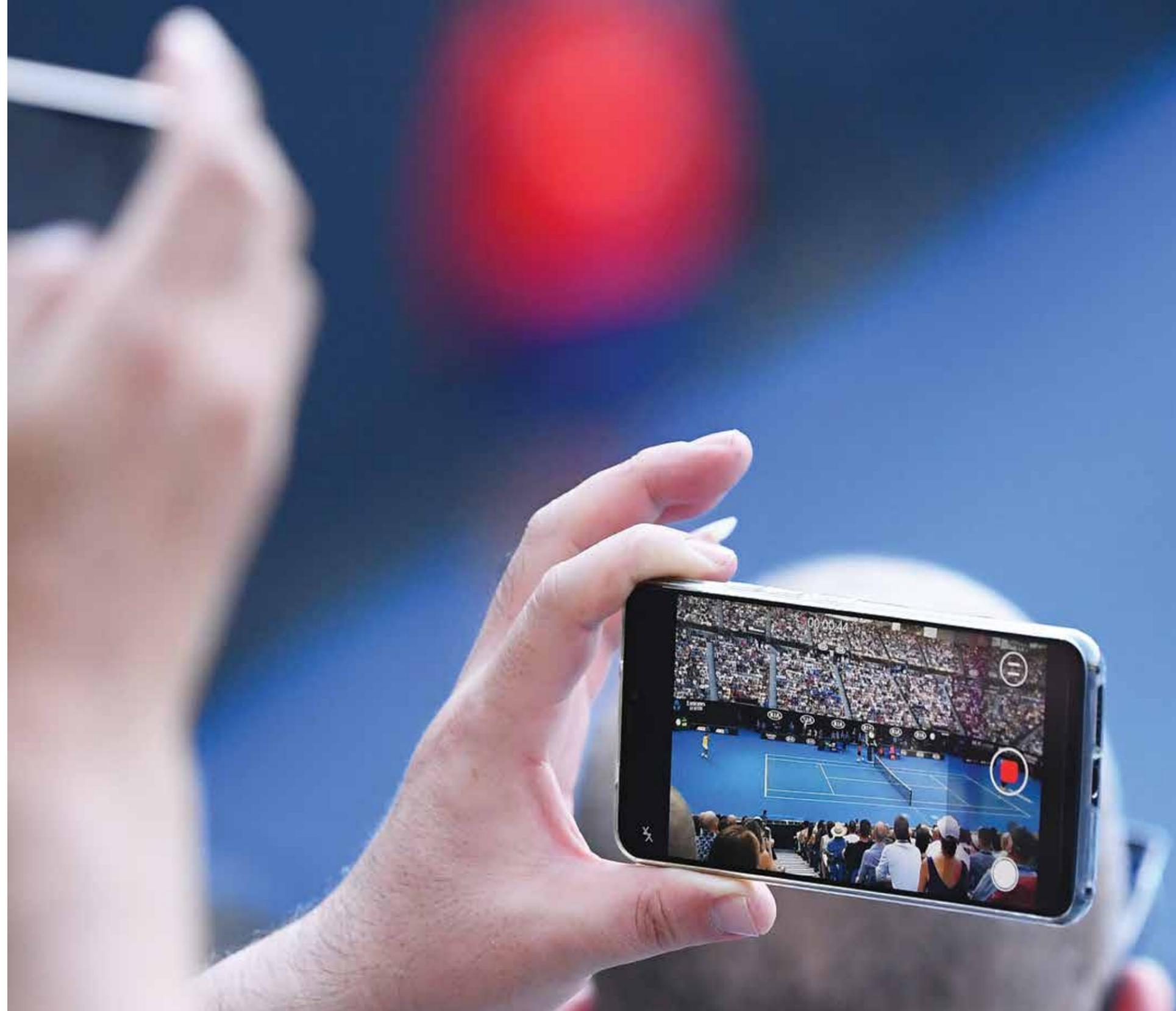
The first step in encouraging more people to play tennis is engaging them with the sport.

It has been five years since Tennis Australia took over host broadcast duties at the Australian Open – a strategic decision to help better promote tennis to billions of people worldwide. The innovative coverage of some of the biggest tennis events in the world is transforming the way fans can access and experience the sport.

Sharing stories through media helps promote the sport too, as does actively seeking to engage fans in other emerging platforms – such as virtual reality, eSports and gaming.

Investment in innovation, led by the groundbreaking Game Insight Group, provides wide-ranging data insights that benefits fans and players. Managing player, government and stakeholder relationships forms an important priority for the organisation too.

Underpinning these approaches is a desire to increase the profile of tennis across the country, as well as enhancing the global reputation of this sport, the company and the very talented people that work within it.



5 YEARS

AO HOST
BROADCAST

1.3 M

AO TENNIS GAME
MOBILE DOWNLOADS

\$296.72 M

GOVERNMENT FUNDING
RECEIVED

STAKEHOLDER RELATIONS

Working closely with stakeholders strengthens the organisation's profile worldwide.

- Tennis Australia received more than \$296.72 million in government funding in 2018-19. This supports tennis accessibility, facility upgrades, participation initiatives and events.
- In January, the Federal Government announced a \$12 million investment to increase opportunities for women in tennis. This will fund tailored talent development and community leadership and mentoring programs, increasing the number of female coach members and female participation levels.
- Working with World Vision Vanuatu, Tennis Vanuatu and Tennis Fiji, a DFAT-funded Pacific Sports Partnership Program is helping to build gender equity in communities and reduce the barriers preventing women participating in sport, education, and the workforce in the Pacific region.
- Tennis Australia, in partnership with the Sports Diplomacy Foundation, hosted a sports diplomacy breakfast at the Australian Open. The group discussed trade and investment opportunities through sport.
- An Asian Tennis Federation working group was hosted during the Australian Open. The group's focus is on increasing tennis opportunities throughout the Asia-Pacific region.
- The third annual ANZ Tennis Hot Shots Racquet Roadshow launched at a Melbourne primary school in May. Former world No.4 Jelena Dokic and Paralympic gold medallist Heath Davidson attended, with a media launch also announcing a partnership extension between Tennis Australia and ANZ.



- A junior wheelchair initiative was introduced in January 2019 to develop talented players and provide international competition experience. In collaboration with the Japanese Consulate in Melbourne and the Japanese Wheelchair Tennis Association, it involves a junior development camp, international competition and an Australian Open experience for Japanese and Australian junior players and coaches. The long-term aspiration is to support more players throughout the Asia-Oceania region through delivering an annual International Tennis Federation (ITF) sanctioned talent development camp.
- A partnership with Beyond Blue focuses on raising awareness of mental health, both within Tennis Australia and the tennis community. A charity concert with a 5000-strong crowd at the AO Live Stage on the eve of the Australian Open was a highlight.

- Tennis Australia continues to support FightMND, holding a charity day for the organisation during the Australian Open.
- Tennis Australia increased representation at international tournaments, including all Grand Slams, with the aim to develop deeper, more meaningful relationships with the men's and women's tours.
- Tennis Australia supported the Federal Government's Drought Relief Project in April-May, hosting free community events in drought-affected towns of Briargolong (Vic), Warren (NSW), Wudinna (SA), Bingara (NSW), Coonamble (NSW), Tottenham (NSW), Barellan (NSW) and Longreach (Qld). Former Davis Cup captain John Fitzgerald helped remind these communities that they are not alone during times of adversity, using tennis to unite locals.

SHARING OUR STORIES

Producing high quality and engaging content to share with the world helps boost interest in the sport.

AUSTRALIAN OPEN

AO Tennis game: Developed as part of a strategy to further grow global audiences and optimise revenue across the eSports and gaming domains, the AO Tennis game proved an effective way to drive interest in tennis on the biggest growing platform in the world. The mobile version, available on iOS and Android, attracted more than 1.3 million downloads, receiving an average rating of 4.6 out of five and reaching No.1 on the sports game charts in five countries. The AO International Tennis console video game, available on Playstation, Xbox, Steam and PC, sold over 115,000 copies globally and generated more than 5.5 million of engagement hours. A new global distribution deal will see a second version of the game released in November 2019.

Fortnite Summer Smash: The Australian Open hosted the largest ever eSports event in Australia, with the Fortnite Summer Smash at Margaret Court Arena on men's finals day attracting global attention. It featured the best gamers from across Australia and around the world battling it out in front of a raucous crowd of more than 4500 and a huge global audience on gaming platform Twitch, with local language

streams also produced for Korea, Japan and China. The event generated more than three million hours of viewed content on YouTube, also generating major coverage across online, print and radio media. The event even topped the Australian Open itself, with the top three most viewed clips on AO YouTube for the entire summer of tennis coming from the Fortnite Summer Smash. Through a partnership with Epic Games, special tennis-related items were added to the game and made available to over 200 million Fortnite players.

World-first immersive experience: Tennis Australia delivered a world-first live 8K 60fps multi-camera immersive virtual reality experience at Australian Open 2019. Using the latest Oculus immersive headsets, patrons could select three different camera positions on Rod Laver Arena – 2 x 180 cameras and 1 x 360 camera – to experience being on the court. In addition to a live stream, fans could also watch bespoke 360-produced content.

On-site host broadcast archive: Working with global storage provider, Spectra Logic, and local distributor, Digistor, Tennis Australia invested in an on-site storage solution to manage the Australian Open archive. The storage solution allows

daily content archiving, resulting in all AO content being available during and immediately after the conclusion of the tournament. The investment also increases future content and revenue opportunities.

Workflow automation: Working with online video platform provider, Brightcove, workflow has been streamlined to improve efficiencies and accelerate delivery of content. The solution removed duplication of processes, significantly improved the quality of tagging and content data and freed up content creators to work on the stories of the event rather than manual tasks. Content was available to broadcasters and to the AO website up to four times faster than previous years, with 93 per cent reduction in tagging and content data errors.

Rod Laver Arena live show: Leveraging the talent, skills and technical set-up used for bespoke online program, AO Extra, a new nightly show for Rod Laver Arena patrons was introduced before night sessions. The program, also broadcast on the AO Extra channel, provided patrons with news updates, previews of upcoming matches and featured a legend of the game.

Event launch: Australian Open 2019 launches were held in Melbourne, Tokyo, Delhi, Shanghai and Auckland. Renowned Australian artist Bradley Eastman created a stunning mural on Court 3 for the Melbourne launch, as part of an integrated global campaign to get people to rethink what they know about the Australian Open. A media opportunity in Shanghai to announce the largest Chinese sponsorship partnership deal in the history of the tournament was part of a focus to expand reach into Asia.

Pre event: The Australian Open Series helped generate extra lead-up media coverage. Domestic news items for the Sydney International rose 548 per cent – boosted by Alex de Minaur's title-winning run and Ash Barty's progression to the final.

During event: Media activities were held to promote the tournament, including 146 media opportunities, 137 interviews with tournament personnel and more than 2000 press conferences and interviews with players and coaches. More than 675 journalists and photographers from 57 different countries provided detailed coverage of the Australian Open, with 385 coming from the Asia-Pacific region.

LAVIER CUP

- Four live programs, produced in addition to the live broadcast of the event, added more value to the broadcast and the event.
- A welcome parade at the Pritzker Pavilion in Chicago attracted thousands of people to see their tennis idols in the heart of the city.
- Picturesque Lake Geneva hosted the Laver Cup 2019 launch, with Roger Federer serving to power up the Jet d'Eau.

HOST BROADCAST

- More than 1500 broadcast personnel descended on Melbourne Park in 2019 – including 571 international and 369 domestic media. There were also 475 staff and freelance crew, plus 24 talents and 56 contractors



working across the host broadcast and world feed.

- Since taking over host broadcast in 2015, Tennis Australia's Broadcast team has delivered more than 50 events.
- Live coverage of all courts on-site at AO 2019 included all 13 match courts during qualifying and 16 match courts during main draw. Across all draws, almost 900 matches were covered live. Additionally, the primary practice courts on-site also featured live coverage, totaling 22 courts with live cameras at any one time across Melbourne Park. The coverage also featured electronic review on all courts and all feeds.
- There were 148 cameras across the host broadcast, including 110 x 4D replay cameras installed in RLA.
- Worked closely with domestic partner, Nine Network, to introduce a new WireCam that flew 390 metres across the site, providing some of the most stunning vistas the event has ever seen.
- The graphics package continued to improve with more virtual and augmented reality graphics.
- New statistics and analysis from the Game Insight Group, including win predictor and swing, physical battle and physical journey featured throughout all of the host and world feeds. These new statistics provided more context and intelligence around the physical battle the players took to get to the later stage of the tournament.
- A brand new walk-on in Rod Laver Arena was another world first concept developed by Tennis Australia host broadcast, with elements sourced from various technical and coverage partners.

PERFORMANCE

- Year-round profiling of junior athletes and emerging players across Tennis Australia content channels is an ongoing focus. The annual December Showdown is the perfect chance to highlight these athletes. A 'Humans of New York'-style social media campaign that profiled athletes each day of the tournament was a well-received new initiative.



INNOVATION

Striving to innovate is a priority for the organisation, as is finding new ways to engage fans.

Sport Technology Accelerator: Tennis Australia, the Victorian Government and Victoria University have agreed to partner with US firm Tech Stars to host a Sports Technology Accelerator in 2020 and 2021. The Accelerator, held at Tennis HQ, will consider applications from hundreds of sports technology start-ups from across the globe, before selecting the 10 best companies to participate in the three-month program. The Accelerator will provide Tennis Australia team members the opportunity to connect directly with the start-ups, to learn from digital entrepreneurs and to participate in the program's investor events. After becoming the first Grand Slam federation and first sport domestically to host this type of an Accelerator of this scale, Tennis Australia will retain a small equity stake in the 10 companies upon their exit.

Tennis Lab: This is a world-first, data-driven court-side service that analyses a player's body and game and recommends the best-fit racquet and string choice for them. It is independent, accurate, and proven to enhance the performance of professional players. Dylan Alcott, a large number of the players in Tennis Australia's performance pathways as well as the likes of Rafael Nadal continue to benefit from the Lab's equipment engineers.

A digital Tennis Lab recommender was also tested with the support of the major brands in 2018-19 and is a world-first among the sport's governing bodies. The incorporation of a string recommender is planned for 2019-20. Scoping has also commenced for the development of a Grand Slam-first racquet and stringing accreditation.

Data Science Incubator/Start-Up (Game Insight Group): Victoria University have confirmed its commitment to years three and four of the Game Insight Group start-up. Game-changing analytics produced from the GIG team are infused throughout broadcast and AO Infosys-branded social media content.

Performance Research Incubator: Three of Tennis Australia's 13 PhD students completed their industry doctoral placements in 2018-19. Eight sport science students have graduated from this program over the past decade, with six gaining full-time employment at Tennis Australia.

2020 SUMMER LAUNCH

- The new ATP Cup launched simultaneously in January 2019 in Brisbane and Sydney, followed with a Perth launch in March.
- Top ATP players including Nick Kyrgios, Stefanos Tsitsipas, Jamie Murray and Milos Raonic joined ATP President Chris Kermode, Tennis Australia CEO Craig Tiley and NSW



NEW TECHNOLOGY:
The innovative Tennis Lab at the National Tennis Centre is helping athletes make better informed equipment decisions.

ministers on a cruise ship in the iconic Darling Harbour to announce Sydney as finals host.

- A new combined ATP/WTA tournament in Adelaide was announced in February, with Lleyton Hewitt, SA Premier Steven Marshall and SA Minister for Sport, Recreation and Racing Corey Wingard MP, Tennis Australia CEO Craig Tiley, Tennis SA President Kent Thiele and CEO Steven Baldas.

#OPEN4ALL PROMOTIONS

- A highlight for the Public Relations team has been the campaign to promote tennis as the most inclusive sport which welcomes everyone, regardless of race, religion, gender, sexuality or ability.
- The fourth edition of the Australian Open Inspirational Series ran during women's semifinals day. Dame Anna

Wintour was the special guest at the event. Other guests included Baz Luhrmann, Julie Bishop, Ita Buttrose, Kim Clijsters, Turia Pitt and Qantas CEO Alan Joyce. Wintour was named Australian Open Woman of the Year at an on-court ceremony at Rod Laver Arena.

- Australian tennis legend and Indigenous trailblazer Evonne Goolagong Cawley travelled to Darwin to help launch the inaugural National Indigenous Tennis Carnival in July. She was joined by local Indigenous representatives, dancers and youth along with Tennis NT CEO Sam Gibson and Indigenous Programs Manager Joe Kelly. Additional media opportunities were organised in the lead-up to and throughout the carnival including publicity surrounding leading Indigenous artist Baker Boy who headlined a free community concert, local Indigenous sporting and cultural activities and a gala dinner with a menu curated from AFL star Daniel Motlop.

The highly successful carnival garnered national media attention and highlighted the work being undertaken to improve the Indigenous tennis pathway.

- Several media opportunities were organised with National Indigenous Tennis Ambassador Ash Barty to promote the pathway for Indigenous athletes. This included special meet and greets with young Indigenous tennis players during the Australian Open and Fed Cup semifinal.
- The success of the Australian Fed Cup team and outstanding performances from Ash Barty to win Roland Garros and rise to world No.1 has led to a renewed interest in women's tennis. Highlighting leading female athletes as role models for younger participants with meet and greets, as well as social media content that reveals their personalities as much as their talent, has been a priority.

AN INSIGHTS-LED ORGANISATION

A record crowd enjoyed their Grand Slam experience at Australian Open 2019, according to patron research. Customer satisfaction ratings far exceeded the Nielsen CSAT benchmark, revealing 89 per cent of patrons were likely to attend again next year.

A focus on consumer experience is at the heart of the organisation's Marketing and Insights team – from welcoming patrons to the AO, to delivering playful experiences on tennis courts across Australia. This team brings together data and analysis with customer experience design and delivery, along with brand purpose and creativity in content distribution to reach new audiences.

A consumer-focused approach and implementing human-centred design ways of working is important to help more Australians play tennis. Insights gleaned assist with designing new experiences, ensuring tennis is an accessible and fun part of life in Australia.



300%
INCREASE IN
ANZ TENNIS HOT SHOTS
FREE TRIAL BOOKINGS

89%
AUSTRALIAN OPEN
PATRONS LIKELY TO
ATTEND NEXT YEAR

4.7
MILLION AUSTRALIAN
OPEN SOCIAL MEDIA
AUDIENCE

PUTTING CUSTOMERS FIRST

As the digital world transforms, understanding customers and meeting their needs becomes more important.

CUSTOMER EXPERIENCE

Committed to the overall vision of welcoming everyone to Australian tennis and creating iconic experiences, the Customer Experience team has expanded into three pillars – Experience Design and Strategy, Customer Service and Customer Relationship Management.

Experience Design and Strategy

The use of Human-Centred Design (HCD) to inform and transform tennis products and event experiences is a key focus, providing a new way of working to make consumer and customer-led decisions and adopt a creative approach to problem solving. This began with the adult social play project, which saw Tennis Australia collaborate with Deloitte Consulting to deliver a set of digital product, service and capability concepts. The program helped uplift Tennis Australia in HCD, with knowledge transfer and experiences through learning.

Customer Service

The Customer Service team provides caring, curious and committed year-round service to all tennis customers via various channels. During 2018-19, the team handled more than 150,000 interactions, with 21,000 of these coming during AO 2019.

Customer satisfaction ratings at the Australian Open continue to increase, placing it well above Nielsen's benchmark for major sporting events.

Net Promoter Score (NPS)

AO 2019	76
AO 2018	68

Customer Satisfaction Benchmark (CSAT)

AO 2019	8.7
AO 2018	8.5

Customer Relationship Management

A key component of the organisation's digital agenda is driving better practices and outcomes across all areas of consumer and customer data and engagement to continually provide the most relevant and personalised experiences to all. This year saw the early stages of defining initial directions for enterprise-wide CRM platforms and practices.

DATA AND INSIGHTS

A dedicated team was formed in January to support Tennis Australia in becoming an insights-led organisation that derives value from all data assets.

As the team builds, initial services include digital analytics, business intelligence, data science and research.

A recommendation to build an analytics platform was made after reviewing Tennis Australia's data ecosystem, while a tool has already been implemented to track the performance of social media channels to ensure content is engaging and relevant to our audiences.

An ongoing focus is using data and research to better understand audiences, as well as creating hyper-personalised experiences in the physical and digital world.



FUN FOR ALL:
Creating memorable experiences for Australian Open patrons adds to the positive atmosphere of the event.



BUILDING OUR BRAND

Strengthening the Tennis Australia and Australian Open brands is a key element in promoting the sport.

MARKETING

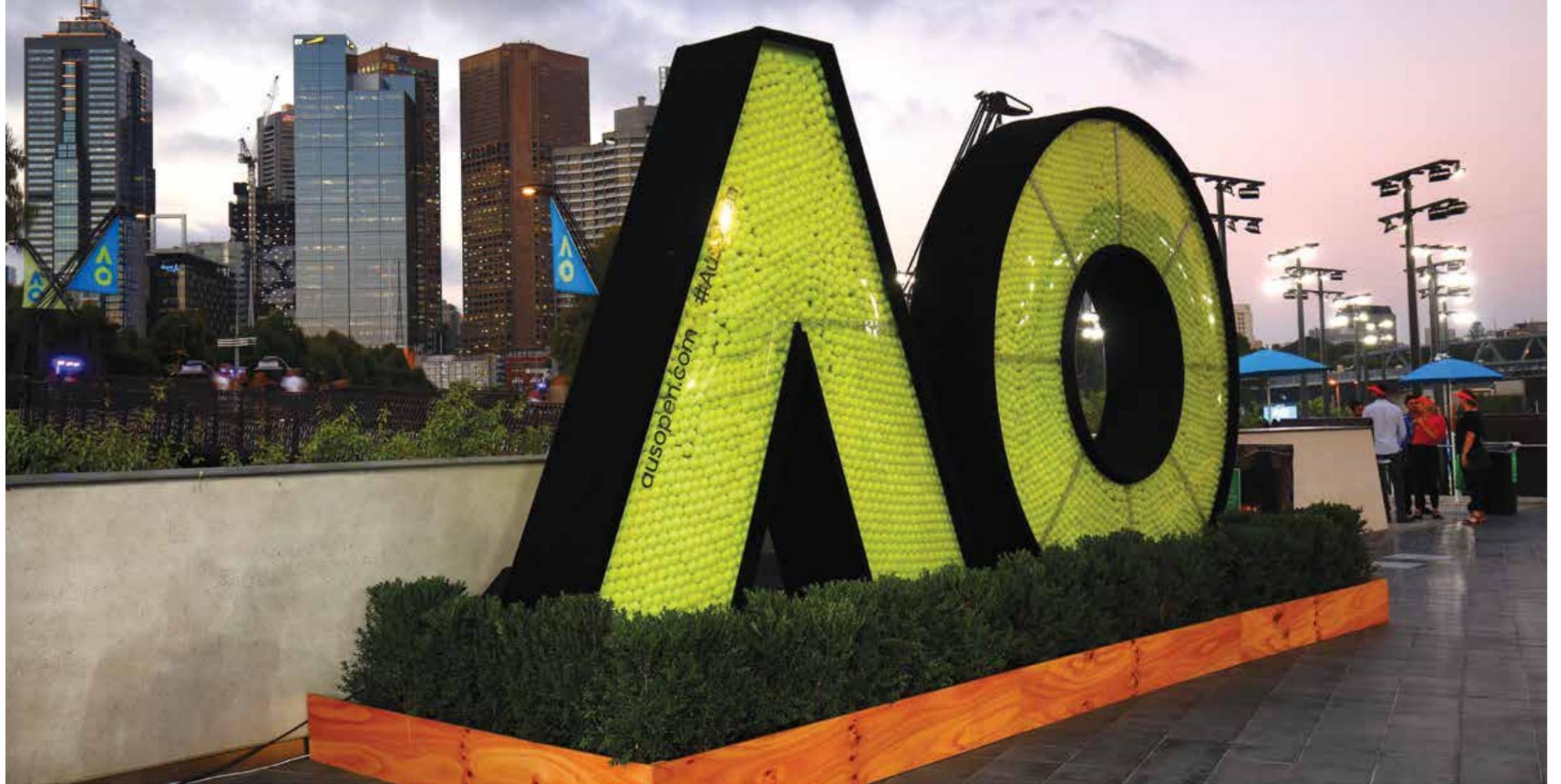
'Think you know the Australian Open? Think again' was the tagline of the AO 2019 marketing campaign, designed to challenge fans to rethink everything they know about the event. Messaging highlighted emerging stars as well as fan favourites. It also promoted food, music and family activities at the event. Key audience segments were tennis fans, sport lovers, event fans, music lovers and families.

Campaign highlights included:

- Integration of live schedules and results into large digital out-of-home placements in Melbourne's CBD kept fans updated even when not at Melbourne Park
- A Spotify partnership amplified awareness of the AO Live Stage, offering playlists featuring performing artists
- A paid marketing campaign through Instagram Stories helped reach and engage a new audience.

A national ANZ Tennis Hot Shots digital promotion ran from December to April, supported with an influencer campaign. This "Bring the Noise" campaign encouraged children to have fun and make noise in the ANZ Tennis Hot Shots program. This led to a 300 per cent increase in free trial bookings and a 60 per cent increase in expressions of interest – the highest amount of conversions recorded in a single campaign for the program.

KEY MESSAGES:
The AO 2019 campaign encouraged the public to 'Rethink summer'.



CREATIVE SERVICES

Design: Tennis Australia's Creative Services team provides internal support to produce high-quality products. The introduction of a revamped job submission process is helping improve efficiency and maintain brand consistency across a wide range of projects.

Content and social media: Elite Australian athletes and their results, as well as other tennis news from across the country, receive year-round daily coverage across Tennis Australia's digital assets. Social media growth is strong, with Tennis Australia's combined following now exceeding 320,000 and the Australian Open surpassing 4.7 million followers across its social media accounts.

Publications: *Australian Tennis Magazine* is in its 45th year, making it one of Australia's longest-running niche print publications. The bi-monthly publication, which continues to have a solid subscription base, now includes a Coach Performance section – a collaboration with the Tennis Australia Performance team. Sales for the Australian Open program remain strong, with pre-event newsagency sales rising in 2019.



INSPIRATION AND INCLUSION

Making tennis more accessible is a key priority. Tennis Australia is committed to engaging with all members of the Australian community, fostering a welcoming environment that encourages more people to be involved with the sport.

The inaugural National Indigenous Tennis Carnival in Darwin in September was a highlight, as the team continues to create new opportunities for people of all abilities to enjoy the sport.

Tennis Australia's recognition at the Australian Pride in Sport Awards in June, winning the Highest Ranking Overall Award, further demonstrates the positive inroads achieved as an inclusive sport.

Achieving such objectives would not be possible without an engaged workforce – after all, team members are the heart and soul of the organisation.

With an aim to be a workplace of choice, the People and Culture team works hard to foster a positive work environment. The workforce of 436 Tennis Australia employees – which grows to 5554 when including Member Associations, casuals and event staff during the busy summer period – do an outstanding job to help promote and grow the sport.



436
TENNIS AUSTRALIA
TEAM MEMBERS

162
MEMBER ASSOCIATION
TEAM MEMBERS

5554
TOTAL
WORKFORCE

THE TEAM

The dedicated team at Tennis Australia play an important role in helping promote and grow the sport.

OUR TENNIS TEAM

436	TENNIS AUSTRALIA FULL-TIME AND PART-TIME TEAM MEMBERS
162	MEMBER ASSOCIATIONS FULL-TIME AND PART-TIME TEAM MEMBERS
247	CASUAL WORKFORCE ACROSS BOTH TENNIS AUSTRALIA AND MEMBER ASSOCIATIONS

YEARLY GROWTH

107	NEW TENNIS AUSTRALIA FULL-TIME TEAM MEMBERS
12%	INCREASE IN TENNIS AUSTRALIA FULL-TIME TEAM MEMBERS
44	NEW MEMBER ASSOCIATION FULL-TIME TEAM MEMBERS
7%	INCREASE IN MEMBER ASSOCIATION FULL-TIME TEAM MEMBERS

EVENT TEAM MEMBERS

AUSTRALIAN OPEN 2019

1471	TEAM MEMBERS
12%	YEARLY INCREASE IN TEAM MEMBERS
371	HOST BROADCAST TEAM MEMBERS
318	BALLKIDS
401	OFFICIALS

AUSTRALIAN OPEN SERIES 2019

951	VOLUNTEERS
268	HOST BROADCAST TEAM MEMBERS
294	BALLKIDS
298	OFFICIALS

DAVIS CUP, FED CUP TIES

126	VOLUNTEERS
37	BALLKIDS

TOTAL WORKFORCE

5554	TEAM MEMBERS
4%	YEARLY INCREASE IN TEAM MEMBERS

The Tennis Australia People and Culture team deliver a range of programs, initiatives and benefits to help create a positive work place.

Talent development: The Serving Your Talent program offers a range of professional development opportunities. Throughout the 2018-19 financial year, 240 participants took part in professional development workshops that focused on key competencies detailed in the Tennis Capability Framework. A comprehensive and tailored Leadership Development program invests into the organisation's leaders, providing ongoing coaching.

Health and wellbeing: The Serving Your Health program supports the health and wellbeing of team members through a year-round program under the focus areas of the body, mind, soul and life. An annual health and wellbeing day in April launched the program for the year, with 465 participants taking part in activities, seminars and services.

Reward and recognition: The Serving Your Success program supports peer-to-peer recognition and acknowledges employees who go above and beyond. More than 50 per cent of employees have been rewarded through this program at least once.

Engagement survey: The annual engagement survey is a critical measure of success and an ongoing priority. Response rates for the April survey were 91 per cent, with an employee engagement of 70 per cent.

Pay It Forward: This is an annual grants program, which encourages employees to give back to the community. Ten employees received \$1000 grants to donate to a charity or community group they support.

SERVICE AWARDS

Many longstanding and loyal team members celebrated milestones in their time with the organisation in the past year:

SERVICE	RECIPIENTS
5 YEARS	25
10 YEARS	13
15 YEARS	6

ACTIVE TEAM: Tennis lessons and yoga are among the activities team members enjoy at the annual Health and Wellbeing Day.



WELCOMING DIVERSITY

Tennis Australia believes that diversity is a strength and supports inclusion for all.

Tennis Australia, along with its Member Associations, is committed to supporting diversity and inclusion. Creating more opportunities for under-represented community groups is helping to make the sport more accessible. Highlights of the past year include:

- Tennis Australia partnered with Tennis NT to host the inaugural National Indigenous Tennis Carnival. Held in Darwin in September 2018, more than 190 Aboriginal and/or Torres Strait Islander Australians participated in the four-day event. It was the largest recorded gathering of Indigenous tennis players in history.
- Tennis Australia sent an Indigenous representative team to compete in the Fiji Open in May. The team included 17-year-old Mikayla Zahirovic from Queensland, who won the 18 and under girls' competition at the National Indigenous Tennis Carnival as well as the Evonne Goolagong Medal of Excellence. A team also competed at the Oceania Tennis Championships in Samoa. Adam Lasky (Vic) and Harrison Lee-Schell (NT) were standout performers, winning gold in men's doubles.

- Tennis Australia collaborated with the Gay Lesbian Tennis Alliance (GLTA) to host 168 LGBTI players from 35 countries at Australian Open 2019. The Glam Slam tournament, played at Melbourne Park during the second week, was the world's first LGBTI tournament integrated into a Grand Slam event.
- New competitive opportunities were developed for people with Down Syndrome, people who are blind or vision impaired, and those with autism.
- More than one thousand people from under-represented groups participated in tournaments across the country in 2018-19. There was a 200 per cent increase in competitive opportunities and a 985 per cent increase in players in comparison to the previous year.
- Tennis received \$100,000 from the Movement Disorder Foundation (MDF) to provide new participation opportunities for children with a disability. This initiative has helped 650 children play tennis in six months.
- Tennis Australia provided 15 AO Community Grants, supporting new initiatives for 842 Australians from diverse communities (people with disability, multicultural communities, older adults and Aboriginal and/or Torres Strait Islanders).

SPORT FOR ALL:
Creating opportunities for people of all abilities to play tennis is a key focus.



INSPIRATION:
Former world No.1 Evonne Goolagong Cawley shares advice during the inaugural National Indigenous Tennis Carnival.

LEADING THE WAY

A number of accolades received during 2018-19 recognised Tennis Australia's commitment to diversity and inclusion:

- Named Inclusive Sport of the Year and Inclusive Project of the Year 'An Inclusive Australian Open' at Inclusion and Diversity in Sport Conference.
- Won Highest Ranking Overall award at Australian Pride in Sport Awards in June. Loton Park Tennis Club in Western Australia received the Small LGBTI Club award and club member Tony Boutoubia (pictured right) won LGBTI Out Role Model award.



A PROUD COMPANY

Tennis Australia achieved many long-term goals in this past year, with the realisation of the three main goals of the 2020 strategy – one Grand Slam champion, one billion global fans and one million participants.

As a new era begins, the organisation’s focus over the past 12 months has been on research and planning. Matt Dwyer and Josie Brown bring a wealth of new experience and enthusiasm to the Executive team, while former Chief Operating Officer David Roberts was farewelled following his retirement in October 2018 after 21 years as Company Secretary. His contribution to the organisation across the past two decades is immeasurable, playing a key role in a period of unprecedented growth.

The upcoming summer of tennis will be unlike any before with the introduction of the ATP Cup in Brisbane, Perth and Sydney, along with a brand new Adelaide International men’s and women’s tournament, improved Brisbane and Hobart Internationals for women as well as the expanded ATP Challenger in Canberra. The aim is to provide world-class tennis in Australia, generating as much exposure for the sport as possible. Future generations can watch these incredible international superstars up-close at these events or, if they can’t be there in person, engage with them on a screen. Ultimately, Tennis Australia hopes to inspire children to pick up a racquet and potentially follow in the footsteps of legendary Australian tennis players. Whether playing competitively or enjoying a social hit, the end result is good for them, the community and the nation too.



9
EXECUTIVE TEAM
MEMBERS

8
BOARD
MEMBERS

14
MEMBER
REPRESENTATIVES

SERVICING THE BUSINESS

A team approach helps the organisation achieve best results.

LEGAL

Under the lead of General Counsel Jacquie Mangan, the Legal team was restructured into three streams to allow the team to best serve the needs of Australian tennis. The three streams are:

Company Secretarial: After 21 years in the role, David Roberts retired as Company Secretary in October 2018 handing over the role to the General Counsel, Jacquie Mangan. Her first task in the new job was overseeing the Annual General Meeting in October 2018, where Greg Hutchison was re-elected to the Board for a further three-year term. As part of Tennis Australia's commitment to ongoing improvement, after an extensive consultation process, the Member Associations unanimously supported changes to the Tennis Australia Constitution at a special general meeting in April 2019. Changes to the nomination process were also supported later in the year.

Tennis Australia Legal: In addition to the delivery of the legal work for the 2019 summer of tennis and year-round national tennis strategy, the Legal team played a key role in securing the rights to the ATP Cup. Tennis Australia commenced a number of new partnerships in time for the 2019 summer, including Luzhou Laojiao, Barilla, Treasury Wines, Piper Heidsieck and Uber. A number of existing relationships were also extended, including Visit Victoria, ANZ and L'Oreal.

Member Association Shared Legal Services:

The Legal team continued to support the Member Associations through a shared services model. There was a particular focus on construction projects during the year, with the redevelopments at Ken Rosewall Arena in Sydney and Memorial Drive in Adelaide. Both projects required a wide breadth of legal support to assist these projects to progress in line with their targeted completion dates.

Other developments: An electronic signing platform implemented in early 2019 resulted in positive changes. This system improvement seeks to overcome the delays that can arise due to staff travel or availability, allowing the approval and execution of documents via an online platform. Turnaround times for the execution of agreements markedly improved with the roll out of this software, resulting in more efficient business operations.

INTEGRITY AND COMPLIANCE

Tennis Australia has a zero tolerance approach to any form of child abuse and is committed to ensuring the sport of tennis is a safe and friendly environment for children and young people. It is imperative that children



A TEAM EFFORT:
A committed group of Tennis Australia team members have supported Australia's return to a first Fed Cup final since 1993.

and young people who access activities, programs, events or services run by Tennis Australia feel safe and supported. The Tennis Australia Safeguarding Children program continues to grow with a focus on implementation, education and an understanding of the program objectives with all stakeholders in the sport.

FINANCE

The Finance team holds the vision of being trusted business partners, with dedicated Financial Controllers leading financial reporting, analysis and planning across Tennis Australia and its Member Associations. The focus has been to support the business through significant growth with the inception of major infrastructure programs, completion of individual business reviews and continued expansion of events. The management of the control environment included the delivery of a dedicated internal audit program, plus detailed analysis of both the reporting and business impacts of the introduction of new accounting standards for the not-for-profit sector.

A key outcome this year has been the centralisation of core financial services supporting Tennis Australia and Member Associations. This has identified efficiencies through the delivery of standard business processes with a customer-focused approach. This will be further enhanced with the implementation of an integrated system across payroll, accounts payable, accounts receivable, procurement, reporting and compliance activity in the coming financial year.

The streamlined delivery model means the team has reviewed and challenged current finance processes to establish the plan for a system transformation across the end-to-end delivery of the core finance functions. This review has led to the decision to integrate several systems into one enterprise resource-planning tool that will establish a platform to deliver greater processing efficiency and system capability. The streamlining of processes will enable an increased level of business engagement, data analytics and partnering across the whole of Tennis Australia. As an important pillar of the

organisation's digital strategy, core finance and HR processes will be integrated, automated and accessed via mobile devices which provides greater ability to analyse and present data in real time. These enhanced capabilities will support well-informed decision making and deepens the opportunity for the Finance team to support the business in meeting budget objectives, as well as realising growth opportunities.

The increased capability and operationally focused approach of the Procurement team has delivered significant value for spend throughout the year. In working closely with the organisation across all aspects of the events, business operations and technology, the team has established strong relationships with suppliers and partners through administering compliant and structured tender programs, which has resulted in the highest quality and value driven outcomes.

The team also played a valued role in the Australian Open and AO Series events by administering prizemoney, a service well received by players and officiating staff.

EXECUTIVE LEADERSHIP TEAM

(at 30 June 2019)

FROM LEFT: Tom Larner, Chief Operating Officer; Anna Livingston, Chief Diversity and People Officer; Josie Brown, Chief Marketing and Insights Officer; Matt O'Dwyer, Chief Tennis Officer; Darren Pearce, Chief Communications Officer; Craig Tiley, Chief Executive Officer; Melissa Azzopardi, Chief Financial Officer; Jacque Mangan, General Counsel/Company Secretary; Richard Heaselgrave, Chief Revenue Officer.



TENNIS AUSTRALIA BOARD

(at 30 June 2019)



JAYNE HRDLICKA (CHAIR)

*MBA, BA (Economics and Mathematics)
Director, Tennis Australia since 2016*

A lifetime tennis player and mother of two aspiring high-performance players, Hrdlicka is CEO of The a2 Milk Company. The former CEO of Jetstar Group and Qantas Group's Loyalty program, from 2010-2016 she was a non-executive director at Woolworths and is currently a member of The Tuck School (Dartmouth College), Asia Advisory Board, Melbourne & Olympic Parks Trust and Chief Executive Women. She has been the Tennis Australia Chair since October 2017.

GRAHAM BRADLEY AM

*BA LLB (Hons) LLM Harvard Law School
Director, Tennis Australia since 2016*

A lifelong devoted fan who plays at least twice a week, Bradley can recall watching his Davis Cup heroes on a black and white television. He is chair of GrainCorp, EnergyAustralia Holdings, Virgin Australia International Holdings and Infrastructure NSW, and a director with State Library of NSW Foundation and Ensemble Theatre. Bradley is also non-executive chair of HSBC Bank Australia and a member of AICD Corporate Governance Council and UNSW Business School Council.

DIANE GRADY AM

*MBA, MA (Chinese Studies), BA (Hons)
Director, Tennis Australia since 2016*

Grady began playing tennis as a five year-old in Scottsdale, Arizona. Her love of the sport was a key factor in a move to Australia in 1979 and she continues to be involved at a grassroots level. She is a full-time non-executive director with 25 years of experience on major public company and not-for-profit boards, and is currently a director of Macquarie Group, Grant Thornton, Chair of The Hunger Project Australia, and a member of the Advisory board of Heads Over Heels and the AICD NFP Chair Forum. Previous directorships include Woolworths, Lend Lease, BlueScope Steel, Goodman Group, Sydney Opera House, President of Chief Executive Women, and Chair of Ascham School. She was formerly a partner with McKinsey & Co focusing on growth strategies through innovation, customer service and marketing as well as being a worldwide leader of the firm's global change management practice. She has published on governance, innovation and diversity topics.

GREG HUTCHINSON

*Grad Dip (Sports Physiotherapy)
BAppSc (Physiotherapy) (Hons)
Director, Tennis Australia since 2015*

A club patron of the Alexander Park Tennis Club in Perth and former Tennis West President, Hutchinson enjoys tennis for its social and athletic benefits. Hutchinson, who plays three to four times a week, is CEO of Sonic HealthPlus Pty Ltd and a director of Sonic Clinical Services Pty Ltd.



KEN LAFFEY

Director, Tennis Australia since 2014

Laffey has a lifetime of involvement in the tennis industry as a player, professional coach, qualified official, administrator, facility builder and owner, facility operator, tournament promoter, tournament director and referee of state and national titles. He was a Tennis Queensland Director between 1999 and 2014, serving as Tennis Queensland President from 2009 to 2014.

ELIZABETH MINOGUE

*Bachelor of Business, Marketing
Director, Tennis Australia since 2016*

Minogue grew up playing tennis in country New South Wales. She spent a number of years with Fox Sports in the USA and is passionate about sports content across all platforms. Minogue is currently Chief Revenue Officer at Flexigroup Australia. She has also held executive roles at The REA Group where she was Executive General Manager Media, Marketing and Content, Multi Channel Network, and the Seven Network. Minogue is a member of Australian Institute of Company Directors and was previously Deputy Chair of the Interactive Advertising Bureau.

PETER ROBERTSON

*B. App Science (Maths), MAICD
Director, Tennis Australia since 2017*

Robertson began playing junior tennis on the Sunshine Coast and represented the region at both junior and senior level. He was a committed fixture player in both regional and metro zones, and a regular player in tournaments and events throughout Queensland, NSW and the USA. Robertson has a great love for the game and is passionate about the role sport can play in building community. He is a director with Renard Developments, Kawana Holdings, Golf Central BNE, Sleepy's and EC Partners. He was a Tennis Queensland Director from 2010 to 2017.

JANICE VAN REYK

*FAICD, CPA M Comm, M Env, LLB(Hons), BA
Director, Tennis Australia since 2017*

Van Reyk is Tennis Australia's nominated representative with Melbourne & Olympic Parks Trust and a non-executive director with Lochard Energy Group, Australian Naval Infrastructure and Citywide Services.

OFFICE BEARERS

Craig Tiley, Chief Executive Officer
David Roberts, Company Secretary (until 3 October 2018)
Jacquie Mangan, Company Secretary (from 3 October 2018)

MEMBER REPRESENTATIVES

Member Associations were represented by the following Member Representatives at Tennis Australia's AGM and at Strategic Forums:

ACT

Dan Bisa

NSW

Kim Warwick
Trudy Vonhoff

NT

David De Silva

SA

Kent Thiele
Philip Roberts

TAS

Philip Bowden
Martin Turmine

VIC

Emma Sherry
Mark Da Silva

WA

Wayne Firms
Jan Truscott

QLD

Mark Bloomfield
Nadeena Whitby

CORPORATE GOVERNANCE STATEMENT

(As at 30 June 2019)

TENNIS AUSTRALIA – THE COMPANY AND GOVERNANCE STRUCTURE

Tennis Australia (TA) is a not-for-profit Company limited by guarantee and registered in Australia. The Company's purpose is to grow, manage, promote and showcase the game of tennis domestically and represent Australia's tennis interests internationally. The Australian Open is owned and organised by TA each year at Melbourne Park. The members of TA are the six state and two territory tennis associations also known as the Member Associations (MAs).

BOARD CHANGES

At the Annual General Meeting (AGM) on 29 October 2018, Greg Hutchinson was re-elected to the Board for a three-year term. Harold Mitchell also retired from the Board in 2018 at the conclusion of his tenure.

COMPOSITION OF THE BOARD OF DIRECTORS

The Board comprises up to nine Directors, of whom six are elected by the MAs at a General Meeting and up to three elected by the Directors at a Board meeting. All Directors are independent of simultaneous MA affiliation while they serve on the Board. The Chair is appointed by the Board from the field of sitting Directors.

ACTIVITIES OF THE BOARD AND DIRECTORS

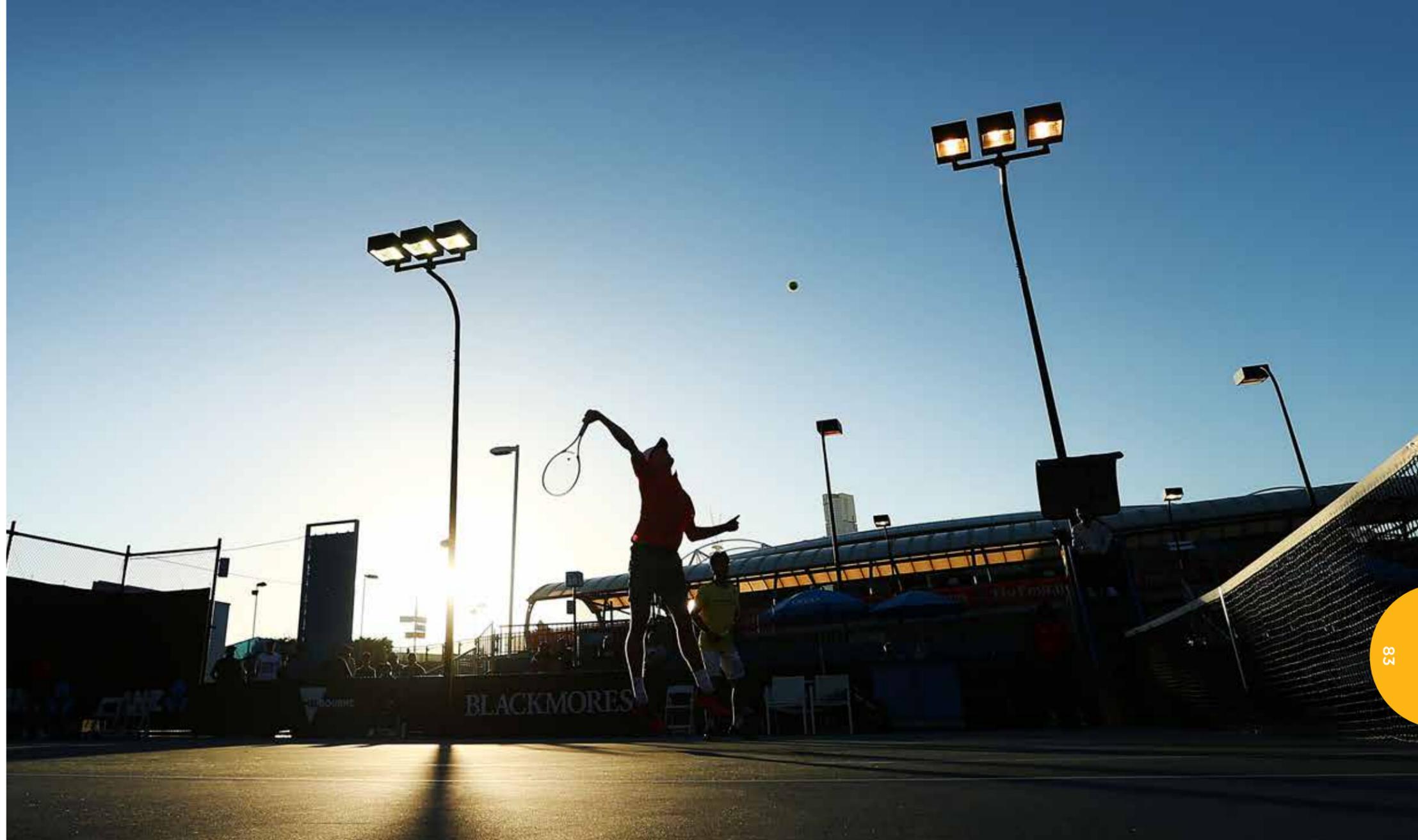
The Board of Directors is responsible for guiding and monitoring the Company, its strategic direction, setting goals for management, and monitoring performance against these goals. The Board met nine times during the year and received reports from the Chief Executive Officer (CEO) and other members of staff where appropriate. The names and qualifications of Directors are shown on pages 80–81 and a record of attendance at the meetings held during the year and other relevant data for the Directors is shown in the Directors' report. See pages 90–91.

THE ROLE OF THE CEO

The responsibility for the management and administration of the Company is undertaken by the CEO, who reports directly to the Board. The CEO in turn leads the Executive team on the execution of the Company's strategy.

AUDIT AND RISK COMMITTEE

The role of the Audit and Risk Committee is to assist the Board in discharging its responsibilities for financial reporting, risk management and maintaining an internal control system. The Audit and Risk Committee achieves this through overseeing the annual budget process, the risk reporting



process and interacting with management and the internal and external auditors on behalf of the Board.

PEOPLE AND REMUNERATION COMMITTEE

The People and Remuneration Committee determines matters affecting the terms and conditions of employment of the CEO. The Committee also oversees the Company's People and Culture practices and policies.

INVESTMENT ADVISORY COMMITTEE

The Board has appointed an Investment Advisory Committee to oversee its investment policy and to monitor the Company's funds. The Committee also has a responsibility to evaluate and monitor the risk factors within the investment environment.

NOMINATION COMMITTEE

The Nomination Committee manages the evaluation of prospective Board members. Following consultation with

the Members, its composition changed during the course of the year to include two external members.

GOVERNANCE COMMITTEE

A separate Governance Committee has been formed to address Board governance in line with the principles of good governance and integrity.

TA'S RELATIONSHIP WITH MAS

The MAs are members of TA. The MAs and TA work together on the delivery of the national tennis strategy. The Board of Directors update the MAs through regular briefings. Further, the CEO conducts regular meetings with the CEOs of each MA. The Board and Executive Leadership team meet at least twice a year with the MA Presidents and Member Representatives in a strategic planning forum.

SAFEGUARDING THE TENNIS COMMUNITY

All Directors, committee members, executives and team members are expected to adhere to a code of conduct, striving at all times to enhance the reputation and performance of the sport. Board members are required to declare any conflict of interest they may have in matters before the Board or Committees as appropriate. Where appropriate, they must absent themselves from discussions and votes on that issue. As the only members in the Company are the eight MAs, trading in company securities is not applicable. TA has a Member Protection Policy, Safeguarding Children Guidelines and other national policies designed to foster a safe environment for all members of the tennis community.

OFFICE BEARERS

PRESIDENTS

W.H. Forrest 1904–1909
P.B. Colquhoun 1909–1926
Sir N.E. Brookes 1926–1955
D.M. Ferguson 1955–1960
N.W. Strange OBE 1960–1965
C.A. Edwards OBE 1965–1969
W.V. Reid OBE 1969–1977
B.R. Tobin AM 1977–1989
G.N. Pollard AM 1989–2010
S. Healy 2010–2017
J. Hrdlicka 2017–

BOARD OF DIRECTORS (Since 23 MAY 1994)

G.N. Pollard AM 1994–2010
D.L. Nicholl AM 1994–2008
W. Beischer 1994–2008
J.G. Fraser OAM 1994–1997
A.R. Hicks 1994–1997
H.E. MacMillan 1997–2004
A.R. Mitchell 1997–2008
J. Reynolds 1994–2003
A.J. Ryan 1994–2005
P. Ritchie AO 2004–2008
A. Cooper AO 2004–2014
D. Stobart 2005–2009
C. Freeman AM 2007– 2017
S. Tanner 2007– 2015
S. Healy 2008–2017
G. Holloway 2008–2013
H. Mitchell AC 2008–2018
Dr J. Young 2008–2016
B. Cossey AM 2009–2011
J.B. Fitzgerald OAM 2010–2013
J. Davies 2011– 2014
P. Armstrong 2013–2016
K. Pratt 2013–2016
W. Masur 2014–2015
K. Laffey 2014–
G. Hutchinson 2015–
J. Hrdlicka 2016–
G. Bradley AM 2016–
E. Minogue 2016–
D. Grady AM 2016–
P. Robertson 2017–
J. van Reyk 2017–

COUNCILLORS

(Since withdrawal of New Zealand on 30 June 1922)
(TA Council disbanded March 2006)
(Member representatives from March 2006)

NEW SOUTH WALES

B.C. Fuller 1926
M.H. Marsh 1926
R.C. Wertheim 1926–1933
P.W. Sandral 1926–1927
M. McI Duigan 1927–1930
H. Siminton 1930–1938
J. Clemenger OBE 1933–1938
G. Rennick 1938–1950
G. Cross 1938–1940
N.W. Strange OBE 1940–1960
A.W. Cobham 1950–1965
T.M. Kennedy 1960–1964
J.P. Young OBE 1964–1974
J.N. Watt 1966–1968
G.W. Sample 1968–1970
G.E. Brown 1970–1974
E.R. Stephens MBE 1974–1975
J.K. Hall OAM 1974–1979
C.E. Sproule OBE 1975–1977
W.V. Austin 1977–1983
G.N. Pollard AM 1979–1989
D.L. Nicholl AM 1983–2003
K.C. Sheel OAM 1989–1991
J.C. Whittaker OAM 1991–2007
M. Bergman OAM 2003–2006
S. Healy 2005–2010
H. Beck 2008–2013
M. Parslow 2010–2012
G. Doyle 2013–2018
W. Pascoe 2013–2018
T. Vonhoff 2018–
K. Warwick 2018–

QUEENSLAND

F. Peach 1926
E. Martin 1926
L.A. Baker 1926–1949
W.S. Sproule 1926–1938
A.H. Barraclough 1938–1950
G.A. Bitcon 1949–1961
G. Elliot 1951–1959
R. Mitchell 1960–1965
C.A. Edwards OBE 1961–1962
Judge A.M. Fraser 1962–1979
N.C. Vickers MBE 1965–1975
G.E. Griffith 1975–1991
J.L.C. McInnes OAM 1979–1989
F.G. Hennessy 1989–1991

J.F. Brown 1991–1993
B.D. Thomas 1991–1992
G.E. Griffith 1992–1993
D.A. Keating OAM 1993–1999
J.C. Reynolds 1993–1994
I.C. Klug 1994–1996
J. Roney 1996–1997
S. Nucifora 1997–1999
M. Philp 1999–2004
A. Cooper AO 1999–2009
M. Ford 2004–2005
S. Ayles 2005–2007
I. Rodin 2008–2009
K. Laffey 2009–2014
D. Kingston 2010–2012
R. Rolfe 2012
P. Robertson 2013–2015
L. Taylor 2014–2015
M. Bloomfield 2014–
M. Whitbread 2015–2016
N. Whitby 2016–

SOUTH AUSTRALIA

W.P. Dunlop 1926
T.H. Hicks 1926
P.B. Wald 1926–1941
H.W. Pownall 1926–1930
E.F.K. McIver 1930–1931
E. Lewis 1931–1938
Judge Piper 1938–1940
R.R.P. Barbour 1940–1954
D.M. Frankenberg 1941–1969
F.E. Piper 1954–1957
J.K. Hall OAM 1957–1968
W.H. Carlier 1968–1974
C.J. Woodgate 1970–1974
J.P. Young OBE 1974–1975
G.D. Fair 1974–1991
G.E. Brown 1975–1976
J.D.C. Nelson 1976–1977
W.H. Carlier 1977–1981
B.F. McMillan 1981–1984
R.J. Green 1984–1995
C.J. Altman 1991–1996
I.R. Beadmeade 1995–1997
D. Dall 1996–2005
K. Thiele 1997–
W. Cossey AM 2005–2015
P. Roberts 2015–

VICTORIA

S.E. Jamison 1926
R.M. Kidston 1924
W.J. Lampard 1924–1926
H. Malcolm 1926–1938
W.J. Daish 1926–1931
R.R. Treloar 1931–1934

C.R. Cowling 1934–1951
A.R. Bingle 1938–1941
A.L. Hughes 1941–1947
J.K. Hall OAM 1947–1949
R.N. Vroland 1950–1964
W.B. Barnett 1951–1957
J.J. Courtney 1958–1968
Dr J.N. Diggle 1964–1978
I.R. Carson 1968–1975
J.P. Young OBE 1975–1980
Dr J.G. Fraser OAM 1978, 1980–1996
Dr J.L. Foster 1978–1980
K.W. Howard 1980–1985
H.E. MacMillan 1985–2004
P. Bellenger 1996–2003
D. Stobart 2003–2015
G. Stone 2004–2011
M. Keys 2012–2014
G. Clark 2014–2018
M. Da Silva 2015–
E. Sherry 2018–

TASMANIA

A.H. Bunting 1926
H.S. Utz 1926
E.B. Coles 1926–1929
G. Cragg 1926–1934
Sir T. Nettleford 1929–1947
W.H. Walker 1934–1965
D.M. Ferguson 1947–1955
J.T. Tomasetti 1955–1965
W.V. Reid OBE 1965–1969
N.A. Feaser AO MBE 1969–1974
B.R. Tobin AM 1965–1977
V. Holloway OAM 1974–1981
A.J. Ryan 1977–2005
E.C. Stewart 1981–1982
M. McMullen 1982–1992
J. Barrenger 1992–1993
W.J. Fitzgerald 1993–2003
R. Munro 2003–2007
G. Holloway 2005–2008
P. Armstrong 2007–2013
P. Bowden 2008–
A. Youl 2013–2018
M. Turmine 2018–

WESTERN AUSTRALIA

L.M. Howell 1926
R. Eagle 1922
H.G. Jefferson 1922–1926
E.D. Gilchrist 1926–1930
H.A. Pitt CMG OBE 1926–1954
T.E. Robinson 1930–1964
Justice E.A. Dunphy 1954–1968
Judge J.X. O'Dirscoll 1964–1969

G.B. Davis 1968–1969
J. Loughrey 1969–1990
J. Heathcote 1972–1976
B.S. Sanders 1976–1982
H.M. Spilsbury 1982–1995
A.R. Hicks 1990–1996
Ms A.R. Mitchell 1995–2008
D.P. Rundle 1996–1998
M. Lee OAM 1998–2008, 2012
J. Davies 2008–2012
D. Williams 2008–2012
G. Hutchinson 2012–2015
W. Firns 2012–
W. Harding 2015–2017
J. Truscott 2018–

AUSTRALIAN CAPITAL TERRITORY

G.C. Scott 1980*
G.R. Gordon 1980–1984*
R.F. Smalley 1984–1989*, 1989–1993
D.K. Barker 1993–2001
C. Mason 2001–2005
T. Lane 2005–2006
B. Lilburn 2006–2010
J. Cattle 2011–2015
D. Bisa 2015–

NORTHERN TERRITORY

M.F. Horton OAM 1981–1989*, 1989–2001
S. Smiles 2001–2008
W. Martin 2008–2017
D. De Silva 2017–

**Observer status at council meetings.*

HONORARY TREASURERS

L.M. Howell 1925
H.G. Jefferson 1925–1926
W.J. Daish 1926–1931
R.R. Treloar 1931–1934
D.M. Ferguson 1935–1953
J.K. Hall OAM 1953–1961
T.M. Kennedy 1961–1968
J.K. Hall OAM 1968–1979
J.L.C. McInnes OAM 1979–1997

HONORARY SECRETARIES

T.M. Hicks 1904–1926
H. Malcolm 1926–1933

COMPANY SECRETARIES

A.H. Barraclough 1933–1938
J.F. Fullarton 1938–1951
J.A.C. Andrew 1951–1979
C.C. McDonald AM 1979–1987
T.J. Dohnt 1987–1997
D.A. Roberts 1997–2018
J.Mangan 2018–

TENNIS AUSTRALIA NATIONAL AWARD FOR SERVICE TO THE GAME

1997
Kevin Bolton
David Bierwirth
Bill Carlier
Dr John Diggle
Jim Entink
Graeme Fair
Dorn Fogarty OAM
Ron Green
Geoff Kerr
John McInnes OAM
Max McMullen
Harry Spilsbury
John Young OBE

1999
Ian Occleshaw

2001
Max Atkins
Bill Gilmour
John Newcombe AO OBE
Tony Roche AO
Max Horton OAM

2003
Jack May
Colin McDonald
Barry McMillan

2004
Peter Bellenger

2005
Dennis Dall
Hamish MacMillan
Todd Woodbridge OAM

2006
Ian Basey
Lindsay Cox
Mike Daws
Jim Sheppard
Colin Stubs

2007
Alan Trengove
Judy Dalton

2008
William (Bill) Beischler
Fenton Coull
David Hall OAM
David Jude
Andrea Mitchell

2009
Ken Richardson
Carol Langsford OAM

2011
Malcolm (Mal) Anderson
Brian Grace
Michael Lee OAM

2012
Michael (Mick) Parslow
Ken Laffey

2015
Geoff Stone
Bill Cossey AM

2017
David Stobart

LIFE MEMBERS

John Andrew †
Sir Norman Brookes †
Bill Edwards OBE †
Donald Ferguson OBE †
Ken Hall OAM †
Viv Holloway OAM †
Harry Pitt CMG OBE †
Tony Ryan †
Fred Small †
Cliff Sproule OBE †
Harold Walker †
Roy Youdale †
Dr John Fraser OAM
Neale Fraser AO MBE
Brian Tobin AM
Wayne Reid OBE
Geoff Pollard AM
Ashley Cooper AM
Chris Freeman AM

† Deceased

TENNIS AUSTRALIA COMMITTEES (AS AT 30 JUNE 2019)

AUDIT AND RISK COMMITTEE
Janice van Reyk (Chair)
Jayne Hrdlicka
Greg Hutchinson
Ken Laffey
David McGregor (external)

INVESTMENT ADVISORY COMMITTEE
Graham Bradley (Chair)
Jayne Hrdlicka
Ken Laffey
Janice van Reyk
Craig Tiley
Melissa Azzopardi

PEOPLE AND REMUNERATION COMMITTEE
Greg Hutchinson (Chair)
Elizabeth Minogue
Jayne Hrdlicka
Graham Bradley

GOVERNANCE COMMITTEE
Diane Grady (Chair)
Jayne Hrdlicka
Peter Robertson
Elizabeth Minogue

NOMINATION COMMITTEE
Diane Grady (Chair)
Peter Robertson
Jayne Hrdlicka
Kevin McCann (external)
John Reynolds (external)

FINANCIAL REPORT

It has been another positive year financially for tennis in Australia, with a \$10.7 million surplus delivered to the organisation. This outstanding result has enabled the continued investment back into major events across the country and the athletes who compete at these events, as well as grassroots participation – making Australian tennis the biggest winner.

The focus this year has been on strategic decision-making in order to enjoy continued success in the future. This has allowed for increased re-investment back into the sport at the same rate as revenue has increased this past year.



\$10.7 MILLION
SURPLUS

\$7.6 MILLION
PRIZE MONEY UPLIFT

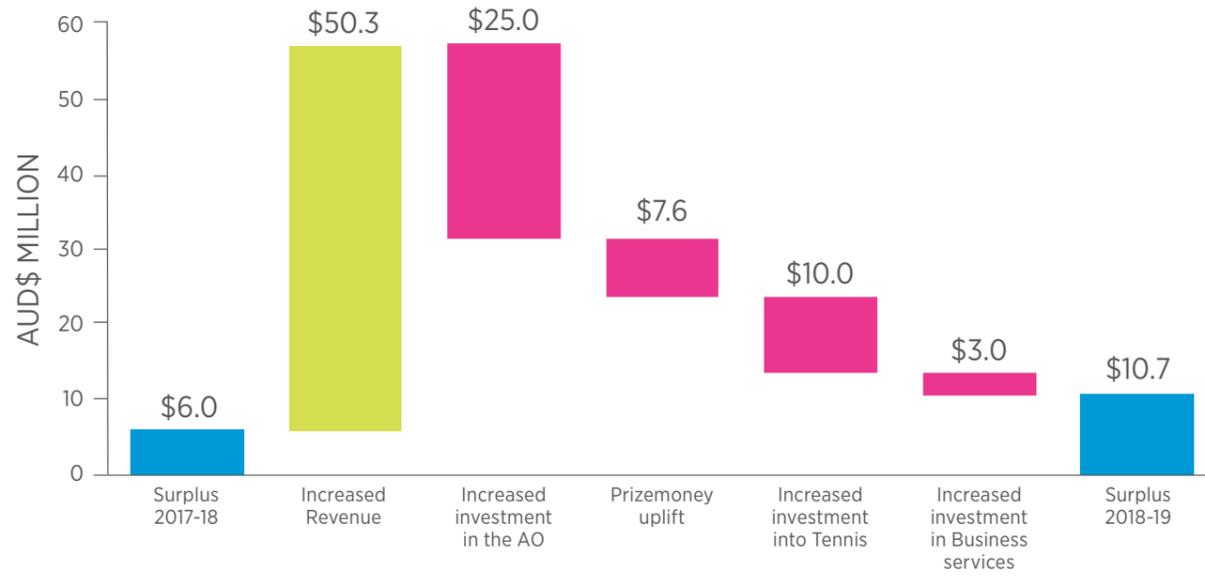
\$25 MILLION
INCREASED AO
INVESTMENT

FINANCIAL REPORT

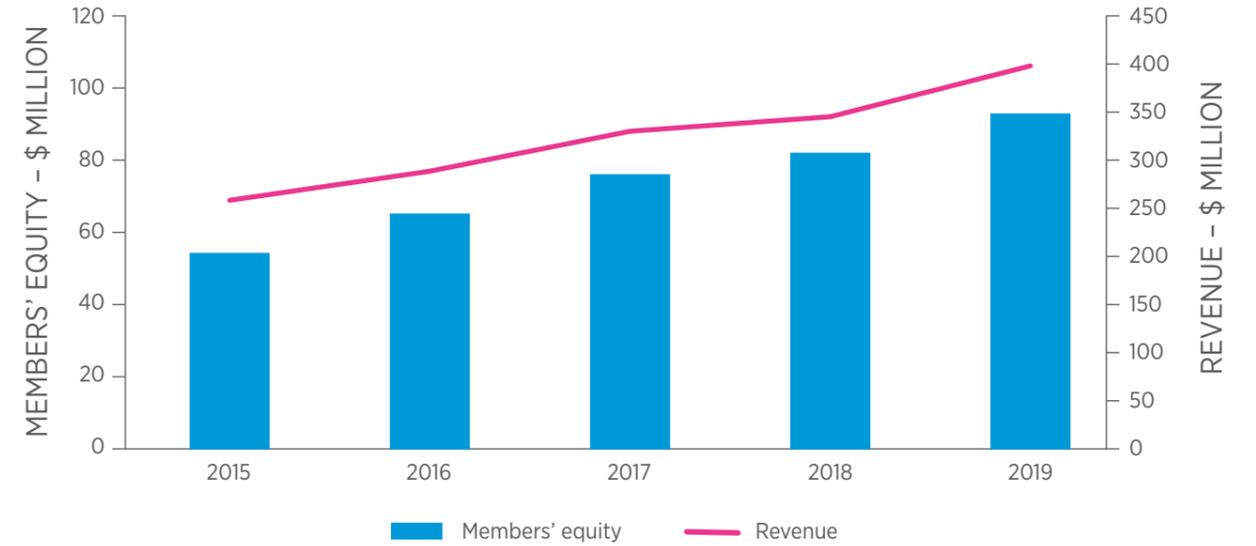
FOR THE YEAR ENDED 30 JUNE 2019

Tennis Australia Limited
 (A company limited by guarantee)
 ABN 61 006 281 125

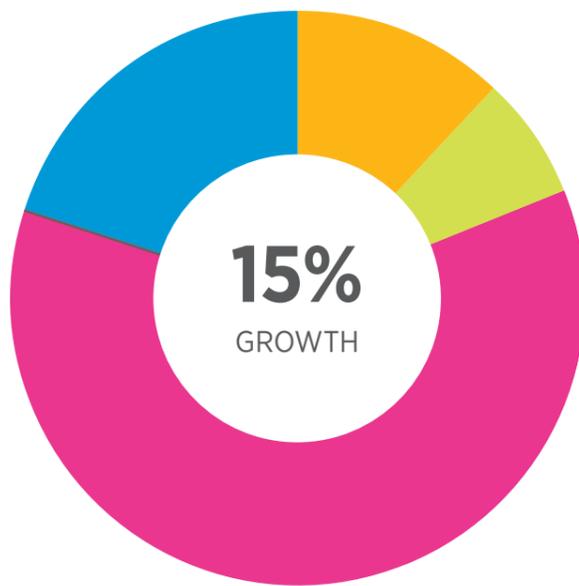
TENNIS AUSTRALIA RESULT 2017-18 TO 2018-19



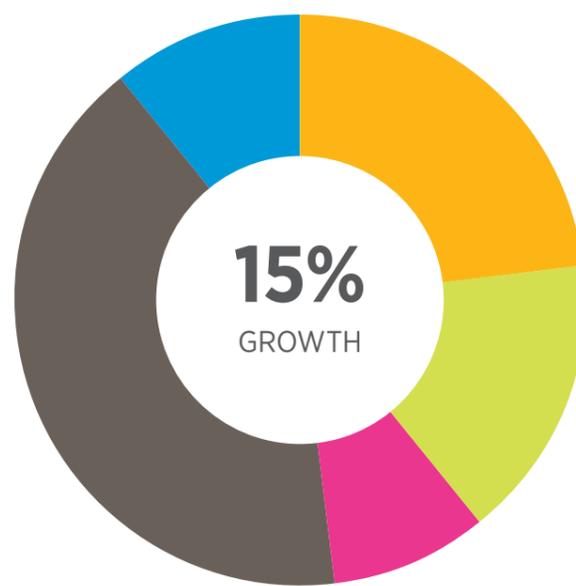
TENNIS AUSTRALIA MEMBERS' EQUITY AND REVENUE



SOURCES OF REVENUE GROWTH IN 2018-19



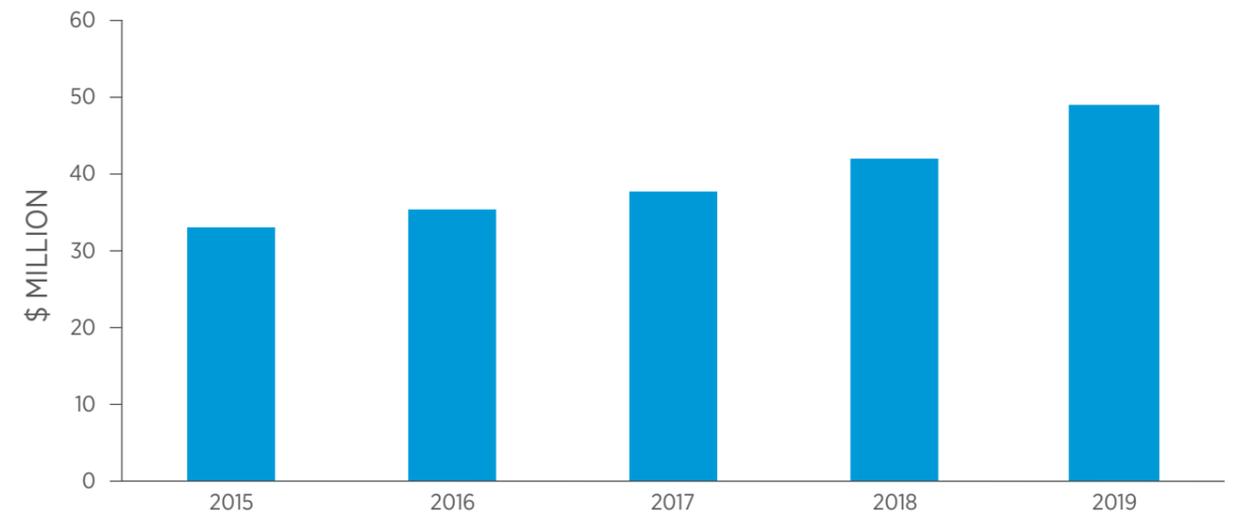
INVESTMENT IN TENNIS IN 2018-19



- Media Rights
- Ticket Sales
- Sponsorship
- Merchandise
- Other Income

- Funding to Member Associations
- Club and coaches
- Competitions
- National Programs
- Performance

INVESTMENT IN PARTICIPATION - GRASSROOTS TENNIS



DIRECTORS' REPORT

FOR THE YEAR ENDED 30 JUNE 2019

The Directors present their report together with the consolidated financial statements of the Group comprising of Tennis Australia Limited (the Company) and its subsidiary for the financial year ended 30 June 2019 and the auditor's report thereon.

1. DIRECTORS

The Directors of the Company at any time during or since the end of the financial year are:

Chair

J Hrdlicka	Company Executive	Director since 26 February 2016 Chair since 23 October 2017
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Deputy Chair

H Mitchell AC	Company Director	Director since 2008 (VP since 2010) (Retired 26 November 2018)
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Directors

G Hutchinson	Company Executive	Director since 26 October 2015
D Grady AM	Company Director	Director since 16 May 2016
E Minogue	Company Executive	Director since 16 May 2016
G Bradley AM	Company Director	Director since 17 May 2016
J van Reyk	Company Director	Director since 25 July 2017
P Robertson	Company Director	Director since 23 October 2017
K Laffey	Company Director	Director since 27 October 2014 (Resigned 12 August 2019)
D Bisa	Company Director	Director since 19 September 2019

2. DIRECTORS' MEETINGS

The number of Directors' meetings (including meetings of standing committees of Directors) and number of meetings attended by each of the Directors of the Company during the financial year were:

Director	Board meetings		Audit and Risk Committee meetings		Investment Advisory Committee meetings		People and Remuneration Committee meetings		Governance and Nominations Committee meetings*	
	A	B	A	B	A	B	A	B	A	B
J Hrdlicka	9	9	4	-	4	-	2	2	10	8
H Mitchell	4	4	-	-	2	2	-	-	-	-
G Hutchinson	9	9	4	3	-	-	2	2	-	-
E Minogue	9	8	-	-	-	-	2	2	10	9
K Laffey	9	8	4	4	4	4	-	-	-	-
D Grady	9	9	-	-	-	-	-	-	10	10
G Bradley	9	8	-	-	4	4	2	2	-	-
P Robertson	9	9	4	3	-	-	-	-	10	10
J van Reyk	9	8	4	4	2	2	-	-	-	-

A - Number of meetings held during the time the director held office during the year

B - Number of meetings attended

* The governance and nomination committee has now been split into two separate committees from 21 June 2019.

From time to time special purpose committees are formed to address specific agendas. Independent members are also appointed onto committees where appropriate.

3. SHORT AND LONG-TERM OBJECTIVES AND STRATEGIES FOR ACHIEVING THOSE OBJECTIVES

The Group's objectives and strategies are as follows:

- Get more people playing tennis more often by making it easier to play
- Teach people to teach tennis
- Improve tennis facilities
- Ensure there are competitive opportunities for players of all levels
- Enable the development of champions that Australians are proud of through the fostering of player ethics and integrity
- Nurture an engaged, equal, diverse and inclusive workforce for the betterment of the organisation and the sport
- Innovate throughout all major events to ensure deep stakeholder and fan engagement
- Reinvest in the sport to fund strategic objectives
- Operate workplace health and safety practices to the highest standard.

4. PRINCIPAL ACTIVITIES

The principal activities of the Group during the course of the financial year were the promotion and development of the game of tennis in Australia, including the conduct and development of the Australian Open and its lead-in events as the financial platform for tennis in Australia, other tennis tournaments and youth development programs. These principal activities are consistent with the strategies that assist in achieving the short and long-term objectives of the Group.

5. PERFORMANCE MEASURES

The Group has a detailed annual Professional Development Review (PDR) process that ensures key performance indicators (KPIs) are set across all business units in the Group. These KPIs form the basis of the performance incentives provided to senior management. The two key areas of consideration relate to:

- The performance of the Australian Open and the Australian Open Series events
- The effectiveness of Performance and Participation programs.

6. OPERATING AND FINANCIAL REVIEW

The Group's net result for the year ended 30 June 2019 was a net surplus of \$10,694,444. This compares with a net surplus of \$6,022,865 for the year ended 30 June 2018. The increase in net surplus is attributable to a very successful Australian Open with strong attendance numbers plus favourable returns on Tennis Australia's investment portfolio.

Significant changes in the state of affairs

In the opinion of the Directors there were no significant changes in the state of affairs of the Group that occurred during the financial year under review.

7. EVENTS SUBSEQUENT TO REPORTING DATE

In the interval between the end of the financial year and the date of this report there have been no events, items, or transactions of a material or unusual nature likely, in the opinion of the directors of the Company, to significantly affect the operations of the Group, the results of those operations, or the state of affairs of the Group in future financial years.

8. LIKELY DEVELOPMENTS

The Directors do not anticipate any major changes in the basis of operations of the Group and the future results of those operations in subsequent financial years.

9. INDEMNIFICATION AND INSURANCE OF OFFICERS

Indemnification

The Company has agreed to indemnify the Directors of the Company and independent committee members against liabilities to another person (other than the Company or a related body corporate) that may arise from their position as directors of the Company or independent members of Tennis Australia's Board committees, except where the liability arises out of conduct involving a lack of good faith. The agreement stipulates that the Company will meet the amount of any such liabilities, including costs and expenses, to the extent of the Company's net assets as they exist at that time.

Insurance premiums

The Company has an insurance policy in place in respect of Directors' and officers' liability, legal expenses and insurance contracts, for current and former Directors and officers of the Company as well as Independent committee members. Details of the nature of the liabilities covered or the amount of the premiums paid in respect of the Directors' and officers' liabilities as such disclosure is prohibited under the terms of the contract.

10. LEAD AUDITOR'S INDEPENDENCE DECLARATION

The Lead auditor's independence declaration is set out on page 117 and forms part of the Directors' report for the financial year ended 30 June 2019.

This report is made in accordance with a resolution of the Directors.



J. Hrdlicka
Chair

Dated at Melbourne this 1st day of October 2019.

CONSOLIDATED STATEMENT OF FINANCIAL POSITION

As at 30 June 2019

	Note	2019	2018
Assets			
Cash and cash equivalents	11	29,021,709	30,824,177
Trade and other receivables	12	14,503,526	11,717,017
Inventories	13	470,326	419,098
Other financial assets, including derivatives	14	75,531,369	57,507,863
Total current assets		119,526,930	100,468,155
Trade and other receivables	12	825,426	962,634
Equity-accounted investees	15	5,842,238	5,214,022
Intangible assets	16	2,520,560	2,121,392
Property, plant and equipment	17	9,690,817	8,955,394
Total non-current assets		18,879,041	17,253,442
Total assets		138,405,971	117,721,597
Liabilities			
Trade and other payables	18	20,869,292	13,605,750
Other financial liabilities, including derivatives	19	919,389	1,317,903
Employee benefits	20	7,716,074	8,002,303
Income received in advance	21	7,205,625	7,984,481
Total current liabilities		36,710,380	30,910,437
Employee benefits	20	1,373,574	547,222
Income received in advance	21	6,359,486	2,995,851
Total non-current liabilities		7,733,060	3,543,073
Total liabilities		44,443,440	34,453,510
Net assets		93,962,531	83,268,087
Members' equity			
Retained earnings		13,962,531	3,268,087
Reserves	22	80,000,000	80,000,000
Total members' equity		93,962,531	83,268,087

The consolidated statement of financial position is to be read in conjunction with the notes to the consolidated financial statements set out on pages 96 to 113.

CONSOLIDATED STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME

For the year ended 30 June 2019

	Note	2019	2018
Revenue from sale of goods	6	3,145,568	2,938,600
Revenue from operations and events	6	370,172,540	327,916,043
Other revenues from operating activities	6	273,488	204,623
Total revenue	6	373,591,596	331,059,266
Other income	7	14,007,398	6,242,597
Total revenue and other income		387,598,994	337,301,863
Operations and events expenses		(268,407,981)	(227,278,919)
Tennis expenses		(63,087,009)	(57,526,538)
Commercial expenses		(10,455,496)	(8,837,897)
Media and marketing expenses		(16,820,359)	(12,202,687)
Facility grants		(2,377,249)	(2,376,185)
Other expenses		(24,490,379)	(21,450,574)
Total expenses		(385,638,473)	(329,672,800)
Finance income	9	8,105,707	3,111,661
Finance costs	9	-	(2,534,685)
Net finance income	9	8,105,707	576,976
Share of income of equity-accounted investee	15	628,216	(2,183,174)
Net surplus for the period		10,694,444	6,022,865
Other comprehensive income		-	-
Total comprehensive income for the period		10,694,444	6,022,865

The consolidated statement of profit or loss and other comprehensive income is to be read in conjunction with the notes of the consolidated financial statements set out on pages 96 to 113.

CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

For the year ended 30 June 2019

	Board Designated reserve*	Retained earnings	Total equity
Balance at 1 July 2017	75,000,000	2,245,222	77,245,222
Total comprehensive income for the period			
Total other comprehensive income	-	-	-
Surplus for the period	-	6,022,865	6,022,865
Transfer to Board designated reserve	5,000,000	(5,000,000)	-
Balance at 30 June 2018	80,000,000	3,268,087	83,268,087
Balance at 1 July 2018	80,000,000	3,268,087	83,268,087
Total comprehensive income for the period			
Total other comprehensive income	-	-	-
Surplus for the period	-	10,694,444	10,694,444
Transfer to Board designated reserve	80,000,000	-	-
Balance at 30 June 2019	80,000,000	13,962,531	93,962,531

*The previously named 'Business continuity reserve' has been renamed to 'Board designated reserve'.

The consolidated statement of changes in equity is to be read in conjunction with the notes to the consolidated financial statements set out on pages 96 to 113.

CONSOLIDATED STATEMENT OF CASH FLOWS

For the year ended 30 June 2019

	Note	2019	2018
Cash flows from operating activities			
Cash receipts from customers		390,911,063	370,513,854
Cash paid to suppliers and employees		(372,113,770)	(357,441,882)
Interest received		618,825	353,286
Net cash from operating activities	25	19,416,118	13,425,258
Cash flows from investing activities			
Net repayments from member/affiliate loans		51,995	16,327
Investment in other investments		(14,230,995)	(10,011,169)
Investment in equity-accounted investee	15	-	(2,610,046)
Acquisition of intangibles	16	(2,029,117)	(1,231,526)
Acquisition of property, plant and equipment	17	(5,010,469)	(5,917,768)
Net cash used in investing activities		(21,218,586)	(19,754,182)
Cash flows from financing activities			
Net cash from financing activities		-	-
Net decrease/ increase in cash and cash equivalents		(1,802,468)	(6,328,924)
Cash and cash equivalents at 1 July 2018		30,824,177	37,153,101
Cash and cash equivalents at 30 June 2019	11	29,021,709	30,824,177

The consolidated statement of cash flows is to be read in conjunction with the notes to the consolidated financial statements set out on pages 96 to 113.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

1. REPORTING ENTITY

Tennis Australia Limited (the "Company") is domiciled in Australia. The Company's registered office is at Olympic Boulevard, Melbourne, Victoria. These consolidated financial statements comprise the Company and its subsidiary (together referred to as the "Group"). The Company is limited by guarantee and is not for the profit of its members. The primary business of the Group is the promotion and development of tennis in Australia.

2. BASIS OF PREPARATION

(a) Statement of compliance

The consolidated financial statements are Tier 2 general purpose financial statements which have been prepared in accordance with Australian Accounting Standards – Reduced Disclosure Requirements adopted by the Australian Accounting Standards Board and the Corporations Act 2001. These consolidated financial statements comply with Australian Accounting Standards – Reduced Disclosure Requirements. This is the first set of the Group's annual financial statements in which AASB 9 Financial Instruments has been applied. Changes to significant accounting policies are described in Note 3.

The consolidated financial statements were approved by the Board of Directors on 1 October 2019.

(b) Basis of measurement

The consolidated financial statements have been prepared on the historical cost basis except for financial assets measured at fair value. The methods used to measure fair values are discussed further in Note 4.

(c) Functional and presentation currency

The consolidated financial statements are presented in Australian dollars, which is the Company's functional currency, all financial information presented in Australian dollars or otherwise stated.

(d) Use of estimates and judgements

The preparation of consolidated financial statements in conforming with the AASB requires management to make judgements, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets, liabilities, income and expenses. Actual results may differ from these estimates.

Estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised and in any future periods affected.

Where applicable, comparative periods have been adjusted to disclose comparatives on the same basis as the current year.

Information about significant areas of estimation uncertainty and critical judgements in applying accounting policies that have the most significant effect

on the amount recognised in the consolidated financial statements are described in the following notes:

- Note 17 – property, plant and equipment (impairment assessment and determination of useful lives)
- Note 23 – operating leases (lease classification)

3. SIGNIFICANT ACCOUNTING POLICIES

The principal accounting policies adopted in the preparation of the consolidated financial report are set out below. Other than the adoption of AASB 9, refer to Note 3(r), these have been consistently applied to all periods presented in these consolidated financial statements.

(a) Basis of consolidation

Equity-accounted investee

The Group's interest in equity-accounted investee comprises of interest in an associate. Associates are those entities in which the Group has significant influence, but not control over the financial and operating policies.

Interests in associates are accounted for using the equity method. They are recognised initially at cost, which includes transaction costs. Subsequent to initial recognition, the consolidated financial statements include the Group's share of the profit or loss and other comprehensive income of equity-accounted investees, until the date on which significant influence ceases.

Subsidiaries

Subsidiaries are entities controlled by the Group. The Group controls an entity when it is exposed to, or has rights to, variable returns from its involvement with the entity and has the ability to affect those returns through its power over the entity. The financial statements of subsidiaries are included in the consolidated financial statements.

Transactions eliminated on consolidation

Intra-group balances and transactions, and any unrealised income and expense arising from intra-group transactions are eliminated.

(b) Foreign currency transactions

Transactions in foreign currencies are translated at the foreign exchange rate at the date of the transaction. Monetary assets and liabilities denominated in foreign currencies at the balance sheet date are translated to Australian dollars at the foreign exchange rate ruling at that date. Foreign exchange differences arising on translation are recognised in the income statement. Non-monetary assets and liabilities that are measured in terms of historical cost in a foreign currency are translated using the exchange rate at the date of the transaction. Non-monetary assets and liabilities denominated in foreign currencies that are stated at fair value are translated to Australian dollars at foreign exchange rates ruling at the dates the fair value was determined.

3. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

(c) Financial instruments

(i) Recognition, initial measurement and derecognition

Financial assets and financial liabilities are recognised when the Group becomes a party to the contractual provisions of the financial instrument, and are measured initially at fair value adjusted by transactions costs, except for those carried at fair value through profit or loss, which are measured initially at fair value. Subsequent measurement of financial assets and financial liabilities are described below.

Financial assets are derecognised when the contractual rights to the cash flows from the financial asset expire, or when the financial asset and all substantial risks and rewards are transferred. A financial liability is derecognised when it is extinguished, discharged, cancelled or expires.

(ii) Classification and subsequent measurement of financial assets

Except for those trade receivables that do not contain a significant financing component and are measured at the transaction price, all financial assets are initially measured at fair value adjusted for transaction costs (where applicable).

For the purpose of subsequent measurement, financial assets other than those designated and effective as hedging instruments are classified into the following categories upon initial recognition:

- Amortised cost
- Fair value through profit or loss (FVPL)
- Equity instruments at fair value through other comprehensive income (FVOCI)

All income and expenses relating to financial assets that are recognised in profit or loss are presented within finance costs, finance income or other financial items, except for impairment of trade receivables, which is presented within other expenses.

Classifications are determined by both:

- The entities business model for managing the financial asset
- The contractual cash flow characteristics of the financial assets

(iii) Subsequent measurement financial assets

Financial assets at amortised cost

Financial assets are measured at amortised cost if the assets meet the following conditions (and are not designated as FVPL):

- they are held within a business model whose objective is to hold the financial assets and collect its contractual cash flows

- the contractual terms of the financial assets give rise to cash flows that are solely payments of principal and interest on the principal amount outstanding

After initial recognition, these are measured at amortised cost using the effective interest method. Discounting is omitted where the effect of discounting is immaterial. The Group's cash and cash equivalents, trade and most other receivables fall into this category of financial instrument that were previously classified as loans and receivables under AASB 139.

Financial assets at fair value through profit or loss (FVPL) – loans and receivables

Financial assets that are held within a different business model other than 'hold to collect' or 'hold to collect and sell' are categorised at fair value through profit and loss. Further, irrespective of business model financial assets whose contractual cash flows are not solely payments of principal and interest are accounted for at FVPL. All derivative financial instruments fall into this category, except for those designated and effective as hedging instruments, for which the hedge accounting requirements apply.

The Group does not currently hold any financial assets at FVOCI.

(iv) Classification and measurement of financial liabilities

As the accounting for financial liabilities remains largely unchanged from AASB 139, the Group's financial liabilities were not impacted by the adoption of AASB 9.

Financial liabilities are initially measured at fair value, and, where applicable, adjusted for transaction costs unless the Group designated a financial liability at fair value through profit or loss.

Subsequently, financial liabilities are measured at amortised cost using the effective interest method except for derivatives and financial liabilities designated at FVPL, which are carried subsequently at fair value with gains or losses recognised in profit or loss.

All interest-related charges and, if applicable, changes in an instrument's fair value that are reported in profit or loss are included within finance costs or finance income.

(v) Cash and cash equivalents

Cash and cash equivalents comprise cash balances and call deposits with maturities of three months or less from the acquisition date that are subject to an insignificant risk of changes in their fair value, and are used by the Group in the management of its short-term commitments.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

3. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

(c) Financial instruments

(vi) Derivative financial instruments

The Group holds derivative financial instruments to hedge its exposure to foreign currency risks arising from operating, financing and investing activities.

Derivative financial instruments are recognised initially at fair value. Subsequent to initial recognition, derivative financial instruments are stated at fair value through profit and loss. The gain or loss on re-measurement to fair value is recognised immediately in profit or loss.

The fair value of forward exchange contracts is their quoted market price at the balance sheet date, being the present value of the quoted forward price.

(d) Property, plant and equipment

(i) Recognition and measurement

Items of property, plant and equipment are measured at cost or deemed cost less accumulated depreciation (see below) and accumulated impairment losses. The cost of property, plant and equipment at 1 July 2004, the date of transition to AASB, was determined by reference to its cost at that date.

Cost includes expenditures that are directly attributable to the acquisition of the asset. The cost of self-constructed assets includes the cost of materials, direct labour, the initial estimate, where relevant, of the costs of dismantling and removing the items and restoring the site on which they are located, and an appropriate proportion of production overheads. Purchased software that is integral to the functionality of the related equipment is capitalised as part of that equipment.

Where parts of an item of property, plant and equipment have different useful lives, they are accounted for as separate items (major components) of property, plant and equipment.

Any gain or loss on disposal of an item of property, plant and equipment (calculated as the difference between the net proceeds from disposal and the carrying amount of the item) is recognised in profit or loss.

(ii) Subsequent expenditure

Subsequent expenditure is capitalised only when it is probable that the future economic benefits associated with the expenditure will flow to the Group. Ongoing repairs and maintenance are expensed as incurred.

(iii) Depreciation

Items of property, plant and equipment are depreciated from the date that they are installed and are ready for use, or in respect of internally constructed assets, from the date that the asset is completed and ready for use.

Depreciation is calculated to write off the cost of property, plant and equipment less their estimated

residual values using the straight line basis over their estimated useful lives. Depreciation is generally recognised in profit or loss, unless the amount is included in the carrying amount of another asset.

The estimated useful lives in the current and comparative years of significant items of property, plant and equipment are as follows:

• Plant and equipment	3-10 years
• Leasehold improvements	3-16 years
• Memorabilia	Indefinite

Depreciation methods, useful lives and residual values are reviewed at each reporting date and adjusted if appropriate.

(e) Intangible assets

(i) Recognition and measurement

Intangible assets that are acquired by the Group, which have finite useful lives, are measured at cost less accumulated amortisation and accumulated impairment losses.

(ii) Subsequent expenditure

Subsequent expenditure is capitalised only when it increases the future economic benefits embodied in the specific asset to which it relates. All other expenditure, including expenditure on internally generated goodwill and brands, is recognised in profit or loss as incurred.

(iii) Amortisation

Amortisation is recognised in profit or loss on a straight-line basis over the estimated useful life of intangible assets, other than goodwill, from the date they are available for use. The estimated useful life for the current and comparative periods are as follows:

• Domain names	Indefinite
• Trademarks	10 years
• Capitalised development cost	3-5 years
• Other	10 years

Amortisation methods, useful lives and residual values are reviewed each reporting date and adjusted if appropriate.

(f) Inventories

Inventories are measured at the lower of cost and net realisable value. The cost of inventories is based on the first-in first-out principle, and includes expenditure incurred in acquiring the inventories and bringing them to their existing location and condition. Net realisable value is the estimated selling price in the ordinary course of business, less the estimated costs of completion and estimated costs necessary to make the sale.

3. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

(g) Impairment

(i) Trade and other receivables

The Group makes use of a simplified approach in accounting for trade and other receivables and records the loss allowance at the amount equal to the expected lifetime credit losses. In using this practical expedient, the Group uses its historical experience, external indicators and forward-looking information to calculate the expected credit losses using a provision matrix.

(ii) Non-financial assets

The carrying amounts of the Group's non-financial assets, other than inventories, are reviewed at each reporting date to determine whether there is any indication of impairment. If any such indication exists then the asset's recoverable amount is estimated. For intangible assets that have indefinite lives or that are not yet available for use, recoverable amount is estimated at each reporting date.

An impairment loss is recognised if the carrying amount of an asset or its cash-generating unit exceeds its recoverable amount. A cash-generating unit is the smallest identifiable asset group that generates cash flows that largely are independent from other assets and groups. Impairment losses are recognised in profit or loss. Impairment losses recognised in respect of cash-generating units are allocated first to reduce the carrying amount of any goodwill allocated to the units and then to reduce the carrying amount of the other assets in the unit (group of units) on a pro rata basis.

The recoverable amount of an asset or cash-generating unit is the greater of its value in use and its fair value less costs to sell. In assessing value in use, the estimated future cash flows are discounted to their present value using a discount rate that reflects current market assessments of the time value of money and the risks specific to the asset.

Impairment losses recognised in prior periods are assessed at each reporting date for any indications that the loss has decreased or no longer exists. An impairment loss is reversed if there has been a change in the estimates used to determine the recoverable amount. An impairment loss is reversed only to the extent that the asset's carrying amount does not exceed the carrying amount that would have been determined, net of depreciation or amortisation, if no impairment loss had been recognised.

(iii) Equity-accounted investees

An impairment loss in respect of an equity accounted investee is measured by comparing the recoverable amount of the investment with its carrying amount. An impairment loss is recognised in profit or loss, and is reversed if there has been a favourable change in the estimates used to determine the recoverable amount.

(h) Employee benefits

(i) Long-term employee benefits

The Group's net obligation in respect of long-term service benefits is the amount of future benefit that employees have earned in return for their service in the current and prior periods. The obligation is calculated using expected future increases in wage and salary rates including related on-costs and expected settlement dates, and is discounted using the rates attached to Corporate bonds at the balance sheet date which have maturity dates approximating to the terms of the Group's obligations.

(ii) Short-term employee benefits

Short-term employee benefits are expensed as the related service is provided. A liability is recognised for the amount expected to be paid if the Group has a present legal or constructive obligation to pay this amount as a result of past service provided by the employee and the obligation can be estimated reliably.

(iii) Termination benefits

Termination benefits are expensed at the earlier of when the Group can no longer withdraw the offer of those benefits and when the Group recognises costs for a restructuring. If benefits are not expected to be settled wholly within 12 months of the end of the reporting period, then they are discounted.

(i) Provisions

A provision is recognised if, as a result of a past event, the Group has a present legal or constructive obligation that can be estimated reliably, and it is probable that an outflow of economic benefits will be required to settle the obligation. Provisions are determined by discounting the expected future cash flows at a rate that reflects current market assessments of the time value of money and the risks specific to the liability.

(j) Revenue

(i) Sale of goods

Revenue from the sale of goods in the course of ordinary activities is measured at the fair value of the consideration received or receivable, net of returns and allowances, trade discounts and volume rebates. Revenue is recognised when persuasive evidence exists, usually in the form of an executable sales agreement, that the significant risks and rewards of ownership have been transferred to the buyer, recovery of the consideration is probable, the associated costs and possible return of goods can be estimated reliably, there is no continuing management involvement with the goods and the amount of revenue can be measured reliably. If it is possible that discounts will be granted and the amount can be measured reliably, then the discount is recognised as a reduction of revenue as the sales are recognised.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

3. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

(j) Revenue

(ii) Rendering of services

Revenue from rendering of services is recognised in the profit or loss in proportion to the stage of completion of the transaction at reporting date. The stage of completion is assessed by reference to surveys of work performed.

(iii) Australian Open revenue

Under agreements entered into with Melbourne & Olympic Parks Trust, the Group is responsible for and is entitled to bring to account all of the income and expenditure for the Australian Open. This consolidated financial report includes the results from Australian Open 2019. Under the agreements a percentage of agreed revenue items are payable to the Melbourne & Olympic Parks Trust and has been accrued or paid during the current financial period. Where income is received in advance, the amount is deferred and recognised as revenue upon completion of the applicable Australian Open.

(k) Other income

Government grants

Grants that compensate the Group for expenses incurred are recognised as other income in the consolidated statement of comprehensive income when funding is received. Grants that compensate the Group for the cost of an asset are recognised in the income statement as other income on a systematic basis over the useful life of the asset.

(l) Lease payments

Payments made under operating leases are recognised in profit or loss on a straight-line basis over the term of the lease. Lease incentives received are recognised as an integral part of the total lease expense over the full term.

(m) Finance income and finance costs

Finance income comprises interest income on funds invested, loans, dividend income and changes in the fair value of financial assets at fair value through profit or loss and foreign currency gains. Interest income is recognised as it accrues in profit or loss, using the effective interest method. Dividend income is recognised in profit or loss on the date that the Group's right to receive payment is established.

Finance costs comprise interest expense on borrowings, unwinding of the discount on provisions, foreign currency losses, changes in the fair value of financial assets at fair value through profit or loss and impairment losses recognised on financial assets.

Borrowing costs that are not directly attributable to the acquisition, construction or production of a qualifying asset are recognised in profit or loss using the effective interest method.

(n) Income tax

The income of the Company is exempt from income tax, and accordingly, no provision has been made in the accounts for income tax payable.

Withholding tax from other jurisdictions is provided when the liability is due and payable.

(o) Goods and services tax

Revenue, expenses, assets and liabilities are recognised net of the amount of goods and services tax (GST), except where the amount of GST incurred is not recoverable from the taxation authority.

Receivables and payables are stated with the amount of GST included. The net amount of GST recoverable from, or payable to, the ATO is included as a current asset or liability in the balance sheet.

Cash flows are included in the statement of cash flows on a gross basis. The GST components of cash flows arising from investing and financing activities which are recoverable from, or payable to, the ATO are classified as operating cash flows.

(p) Facility loans and Member Association loans

Member Association loans are secured and interest is payable over the term of the loan at the published 180 day bank bill swap rate. The rate is adjusted at six monthly intervals on 30 June and 31 December each year. Facility loans are repayable over a maximum of 10 years with interest charged at the bank bill 180 day swap rate.

(q) New accounting standards and interpretations not yet adopted

The following accounting standards, amendments to accounting standards and interpretations have been identified as those which may impact the Group in the period of initial adoption. They were available for early adoption for the Group's annual reporting period beginning 1 July 2018, but have not been applied in preparing this financial report.

AASB 15 Revenue from Contracts with Customers

becomes mandatory for the Group's financial statements for the period beginning on 1 July 2019 and establishes a comprehensive framework for determining whether, how much and when revenue is recognised. The standard replaces existing revenue recognition guidance. The Group has undertaken an assessment of the impact of AASB 15 and anticipate that initial adoption of the standard will not have a material impact on the Group's financial statements. The Group has decided not to early adopt this new standard.

3. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

(q) New accounting standards and interpretations not yet adopted

AASB 16 Leases becomes mandatory for the Group's financial statements for the period beginning on 1 July 2019 and introduces a single, on-balance sheet accounting model for lessees. A lessee recognises a right-of-use asset representing its right to use the underlying asset and a lease liability representing its obligation to make lease payments. There are optional exemptions for short-term leases and leases of low value items. Lessor accounting remains similar to the current standard – i.e. lessors continue to classify leases as finance or operation expenses.

The Group has completed an initial assessment of the potential impact on its financial statements. The actual impact of applying AASB 16 on the financial statements in the period of initial application will depend on future economic conditions, including the assessment of the Group's incremental rate, the composition of the Group's lease portfolio at that date, the Group's latest assessment of whether it will exercise any lease renewal options and the extent to which the Group chooses to use practical expedients and recognition exemptions.

The initial adoption of AASB 16 will have a material impact on the Group. The Group has decided not to early adopt this new standard. The most significant impact identified is that the Group will recognise new right of use assets and lease liabilities for its leases. The Group has decided to apply the modified retrospective method of transition for the new accounting standard, the estimated impact on statement of financial position will be approximately \$90m to \$100m as at 1 July 2019.

AASB 1058 Income of Not-for-Profit Entities becomes mandatory for the Group's financial statements for the period beginning on 1 July 2019 and establishes

principles for NFP entities that apply specifically to transactions where the consideration to acquire an asset is significantly less than fair value; and to volunteer services received. The Group has undertaken an assessment of the impact of AASB 1058 and anticipate that initial adoption of the Standard will not have a material impact on the Group's financial statements. The Group has decided not to early adopt this new standard.

There are also other amendments and revisions to accounting standards and interpretations that have not been early adopted. These changes are not expected to result in any material changes to the Group's financial performance or financial position.

(r) New accounting standard adopted

The Company has initially applied AASB 9 from 1 July 2018. AASB 9 sets out requirements for recognising and measuring financial assets, financial liabilities and some contracts to buy or sell non-financial items. This standard replaces AASB 139 Financial Instruments: Recognition and Measurement.

ECL model

This new impairment model applies to financial assets measured at amortised cost. For assets in the scope of the AASB 9 impairment model, impairment losses are generally expected to increase and become more volatile. The Company has determined that the application of AASB 9's impairment requirements at 1 July 2018 did not have a material impact on the Company.

Classification and measurement

On adoption of AASB 9 the Group classified financial assets and liabilities and subsequently measured at either amortised cost or fair value, depending on the business model for those assets and the contracted cash flow characteristics. The effects resulting from measurements and classification are shown in the below table:

	Measurement Category	
	Original ASB 139 Category	New AASB 9 Category
Assets		
Current financial assets		
Cash and cash equivalents	Amortised cost	Amortised cost
Trade and other receivables	Amortised cost	Amortised cost
Other financial assets	FVTPL	FVTPL
Liabilities		
Current financial liabilities		
Trade and other payables	Amortised cost	Amortised cost
Other financial liabilities	FVTPL	FVTPL

Except for the new policies in place arising from adopting the new standard, the Company has consistently applied the accounting policies set out in Note 3 to all periods presented in these financial statements.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

4. DETERMINATION OF FAIR VALUES

A number of the Group's accounting policies and disclosures require the determination of fair value, for both financial and non-financial assets and liabilities. Fair values have been determined for measurement and/or disclosure purposes based on the following methods. Where applicable, further information about the assumptions made in determining fair values is disclosed in the notes specific to that asset or liability.

(i) Forward exchange contracts

Forward exchange contracts are marked to market using listed market prices or by discounting the contractual forward price and deducting the current spot rate.

Where discounted cash flow techniques are used, estimated future cash flows are based on management's best estimates and the discount rate is a market related rate for a similar instrument at the balance sheet date. Where other pricing models are used, inputs are based on market related data at the reporting date.

(ii) Derivatives

Derivatives are initially measured at fair value; any directly attributable transaction costs are recognised in profit or loss as incurred. Subsequent to initial recognition, derivatives are measured at fair value, and changes therein are generally recognised in profit or loss.

When a derivative is designated as the cash flow hedging instrument, the portion of change in the fair value of the derivative is recognised in profit or loss.

5. FINANCIAL RISK MANAGEMENT

The Group has exposure to the following risks from their use of financial instruments:

- Credit risk
- Market risk

This note presents information about the Group's exposure to each of the above risks, their objectives, policies and processes for measuring and managing risk and the management of capital. Further quantitative disclosures are included throughout this financial report.

The Board of Directors has overall responsibility for the establishment and oversight of the risk management framework. The Board has established the Audit and Risk Committee, which is responsible for monitoring risk management policies. The Committee reports regularly to the Board of Directors on its activities.

Risk management policies are established to identify and analyse the risks faced by the Group, to set appropriate risk limits and controls and to monitor

risks and adherence to limits. Risk management policies and systems are reviewed regularly to reflect changes in market conditions and the Group's activities. The Group, through its training and management standards and procedures, aims to develop a disciplined and constructive control environment in which all employees understand their roles and obligations.

CREDIT RISK

Credit risk is the risk of financial loss to the Group if a customer or counterparty to a financial instrument fails to meet its contractual obligations, and arises principally from the Group's receivables from customers and investment securities.

Trade and other receivables

The Group's exposure to credit risk is influenced mainly by the individual characteristics of each customer. The demographics of the Group's customer base, including the default risk of the industry and country in which customers operate, has less of an influence on credit risk. Approximately 10 per cent (2018: 11 per cent) of the Group's revenue is attributable to transactions with a single customer.

Currency risk

The Group is exposed to currency risk on trade receivables and trade payables that are denominated in a currency other than the functional currency of the Group, being the Australian dollar (AUD). The currencies in which these transactions primarily are denominated are Euro and USD. The board has established the Investment Advisory Committee which reviews and recommends hedging strategy to the board that aligns with the Group's hedging policy.

The Group hedged 83 per cent of all trade receivables and trade payables denominated in a foreign currency. The Group uses forward exchange contracts to hedge its currency risk, most with a maturity of less than one year from the reporting date. When necessary, forward exchange contracts are rolled over at maturity.

Interest risk

The Group adopts a policy of ensuring that at least 67 per cent of its interest rate risk exposure is at fixed-rates.

Other market price risk

Market risk exposure arises from the Group's investment portfolio. These investments are classified on the balance sheet at fair value through profit or loss. All investments present a risk of loss of capital. The maximum risk resulting from these investments is determined by the fair value of these investments.

5. FINANCIAL RISK MANAGEMENT (CONTINUED)

The Board has established the Investment Advisory Committee, which monitors the asset allocation and investments within the portfolio which are managed on an individual basis by the Fund Managers, who have discretionary power to make, buy and sell decisions, subject to being within the guidelines established with the Fund Managers and aligns with the group's Investment Policy.

The primary goal of the Group's investment policy is to obtain a satisfactory return, with a view to minimising the risk of a capital loss in any given period.

INVESTMENT MANAGEMENT

The Board has appointed the Investment Advisory Committee to monitor, on its behalf, the effectiveness of the investment process of the Group in achieving satisfactory return relative to risk. The Investment Advisory Committee's function is to:

- Make recommendations to the Board of Directors on the appointment of advisers on asset allocation, fund managers, and other service providers
- Review the performance of these advisers, fund managers and service providers
- Review and approve policies and procedures in relation to the company's investment strategy
- Provide a brief to asset allocation advisers and fund managers regarding acceptable levels of risk and projected financial performance

- Review recommendations from asset allocation advisers' and fund managers' and in accordance with the established policies and procedures, direct the company's investment strategies
- Review fund managers' reports on investment performance and outlook
- Oversee and make recommendations to the Board of Directors in relation to FX hedging strategies and liquidity management
- Ensure recommended strategies are aligned with the acceptable levels of risk as outlined in the TA Investment Policy.

CAPITAL MANAGEMENT

The Company is a Company limited by guarantee. Under the Company's constitution, every member of the Company undertakes to contribute to the property of the Company in the event of the Company being wound up while they are a member, or within one year after they cease to be a member, for payment of the debts and liabilities of the Company contracted before the time they cease to be a member and of the costs, charges and expenses of winding up and for adjustment of the rights of the contributories among themselves, such amount as may be required, not exceeding \$100.

The Group is not subject to externally imposed capital requirements. There were no changes in the Group's approach to capital management during the year.



ACTIVE LEADER: Australian Prime Minister Scott Morrison hit with rising Australian player Kimberly Birrell during AO 2019.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

6. REVENUE

	2019	2018
Revenue from sale of goods	3,145,568	2,938,600
Revenue from operations and events	370,172,540	327,916,043
Other revenue:		
Interest received:		
Member Associations affiliated clubs	16,680	14,766
Other parties	256,808	189,857
	273,488	204,623
Total revenue	373,591,596	331,059,266

7. OTHER INCOME

	2019	2018
Government grants	14,007,398	6,242,597
Total other income	14,007,398	6,242,597

The Company has been awarded government grants from the Australian Sports Commission ('ASC'), Department of Infrastructure and Regional Development (Federal Government), Events Tasmania and Visit Victoria. The majority of the government grant funding relates to the upgrade of the Memorial Drive Tennis Centre in Adelaide, which was commenced in April 2019.

8. EXPENSES

	2019	2018
Depreciation expenses:		
- plant and equipment	4,000,907	3,540,184
- leasehold improvements	263,528	296,842
Amortisation expense	1,629,949	953,573
Cost of goods sold	472,421	635,773
Movement in the provision for employee entitlements	862,523	1,054,394
Operating lease rental expenses	3,230,717	3,166,673

9. FINANCE INCOME AND FINANCE COSTS

Recognised in consolidated profit or loss

	2019	2018
Interest income on investments at fair value through profit or loss	2,131,555	1,728,063
Interest income on bank deposits	323,764	345,243
Dividend income on investments at fair value through profit or loss	10,708	20,619
Net change in fair value of financial assets at fair value through profit or loss	1,858,068	295,101
Net foreign exchange gain	3,383,098	722,635
Net change in fair value of derivatives at fair value through profit or loss	398,514	-
Finance income	8,105,707	3,111,661
Net change in fair value of financial assets at fair value through profit or loss	-	(160,157)
Net change in fair value of derivatives at fair value through profit or loss	-	(2,374,528)
Finance costs	-	(2,534,685)
Net finance income	8,105,707	576,976

10. AUDITOR'S REMUNERATION

	2019	2018
Audit services		
Audit and review of the financial reports		
<i>KPMG Australia:</i>	133,000	109,000
<i>KPMG Hong Kong:</i>	11,380	-
	144,380	109,000
Other services		
<i>KPMG Australia and International</i>		
Grant assurance procedures	17,300	15,600
International Tax Advice	26,440	-
Taxation services - US Taxation Return	4,460	5,205
Taxation services - GST Advice	-	9,738
	48,200	30,543

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

11. CASH AND CASH EQUIVALENTS

	2019	2018
Bank balances	29,021,709	30,824,177
Cash and cash equivalents	29,021,709	30,824,177

12. TRADE AND OTHER RECEIVABLES

	2019	2018
Current		
Trade receivables	8,394,323	5,787,378
Other receivables	2,287,047	1,952,415
Prepayments	3,628,698	3,755,686
Facility loans receivable from member affiliated clubs	127,626	156,250
Secured loans receivable from Member Associations	65,832	65,288
	14,503,526	11,717,017
Non-current		
Prepayments	22,104	135,397
Facility loans receivable from member affiliated clubs	482,699	441,141
Secured loans receivable from Member Associations	320,623	386,096
	825,426	962,634

13. INVENTORIES

	2019	2018
Inventory on hand	470,326	419,098
	470,326	419,098

14. OTHER FINANCIAL ASSETS

	2019	2018
Fixed interest investments designated at fair value through profit or loss	49,918,499	33,819,320
Equity investments designated at fair value through profit or loss	19,626,647	15,194,755
Cash investments designated at fair value through profit or loss	5,986,223	8,493,788
	75,531,369	57,507,863

The Group's exposure to credit, currency and interest rate risks related to investments is disclosed in Note 5.

15. EQUITY-ACCOUNTED INVESTEE

Name	Principle Activity	Balance date	Ownership %		Carrying amount	
			2019	2018	2019	2018
Trident 8 Limited	Further the interest of tennis by establishing and operating a team tennis competition	31 December	20%	20%	5,842,238	5,214,022
					5,842,238	5,214,022

On 18 April 2016 the Group entered into an arrangement and invested in a newly incorporated United Kingdom entity, Trident 8 Limited to operate the Laver Cup. The Group's investment is 32 per cent of the total contributed capital of Trident 8 Limited. During the current year the Group accounted for a \$628,216 share of income from the equity-accounted investee (2018: \$2,183,174 loss). In addition, no dividends were received from the investment in Trident 8 Limited.

16. INTANGIBLE ASSETS

	Domain name	Trademark	Development	Other	Total
Cost					
Balance at 1 July 2017	32,500	573,316	2,326,927	203,485	3,136,228
Additions	-	-	1,231,526	-	1,231,526
Balance at 30 June 2018	32,500	573,316	3,558,453	203,485	4,367,754
Balance at 1 July 2018	32,500	573,316	3,558,453	203,485	4,367,754
Additions	-	-	2,029,117	-	2,029,117
Balance at 30 June 2019	32,500	573,316	5,587,570	203,485	6,396,871
Amortisation					
Balance at 1 July 2017	-	458,651	813,789	20,349	1,292,789
Amortisation charges for the year	-	57,331	875,893	20,349	953,573
Balance at 30 June 2018	-	515,982	1,689,682	40,698	2,246,362
Balance at 1 July 2018	-	515,982	1,689,682	40,698	2,246,362
Amortisation charges for the year	-	57,334	1,552,266	20,349	1,629,949
Balance at 30 June 2019	-	573,316	3,241,948	61,047	3,876,311
Carrying amounts					
Balance at 1 July 2017	32,500	114,665	1,513,138	183,136	1,843,439
Balance at 30 June 2018	32,500	57,334	1,868,771	162,787	2,121,392
Balance at 1 July 2018	32,500	57,334	1,868,771	162,787	2,121,392
Balance at 30 June 2019	32,500	-	2,345,622	142,438	2,520,560

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

17. PROPERTY, PLANT AND EQUIPMENT

	Leasehold Improvements	Plant and equipment	Memorabilia	Total
Cost				
Balance at 1 July 2017	3,090,851	25,249,018	1,876,397	30,216,266
Additions	-	5,917,768	-	5,917,768
Disposals	-	-	-	-
Balance at 30 June 2018	3,090,851	31,166,786	1,876,397	36,134,034
Balance at 1 July 2018	3,090,851	31,166,786	1,876,397	36,134,034
Additions	14,404	4,996,065	-	5,010,469
Disposals	(3,164)	(7,447)	-	(10,611)
Balance at 30 June 2019	3,102,091	36,155,404	1,876,397	41,133,892
Depreciation and impairment losses				
Balance at 1 July 2017	2,661,542	20,680,072	-	23,341,614
Depreciation charge for the year	296,842	3,540,184	-	3,837,026
Disposals	-	-	-	-
Balance at 30 June 2018	2,958,384	24,220,256	-	27,178,640
Balance at 1 July 2018	2,958,384	24,220,256	-	27,178,640
Depreciation charge for the year	263,528	4,000,907	-	4,264,435
Disposals	(309,023)	309,023	-	-
Balance at 30 June 2019	2,912,889	28,530,186	-	31,443,075
Carrying amounts				
At 1 July 2017	429,309	4,568,946	1,876,397	6,874,652
At 30 June 2018	132,467	6,946,530	1,876,397	8,955,394
At 1 July 2018	132,467	6,946,530	1,876,397	8,955,394
At 30 June 2019	189,202	7,625,218	1,876,397	9,690,817

The carrying value of the memorabilia collection was tested for impairment at the balance sheet date and no such impairment was noted. The useful life of the collection has been determined to be indefinite taking into consideration the expected usage of the collection and the lack of external factors that could lead to the collection being deemed obsolete.

18. TRADE AND OTHER PAYABLES

	2019	2018
Trade payables	5,193,585	2,177,897
Other payables	15,675,707	11,427,853
	20,869,292	13,605,750

19. OTHER FINANCIAL LIABILITIES

	2019	2018
Derivatives recognised at fair value	919,389	1,317,903
	919,389	1,317,903

20. EMPLOYEE BENEFITS

	2019	2018
Current		
Provision for long service leave	3,431,344	3,221,471
Provision for annual leave	4,284,730	3,680,832
Long-term incentive plan	-	1,100,000
	7,716,074	8,002,303
Non-current		
Provision for long service leave	595,974	547,222
Long-term incentive plan	777,600	-
	1,373,574	547,222

21. INCOME RECEIVED IN ADVANCE

	2019	2018
Current		
Australian Open	1,717,254	4,445,805
Other	5,488,371	3,538,676
	7,205,625	7,984,481
Non-current		
Australian Open	409,696	46,061
Other	5,949,790	2,949,790
	6,359,486	2,995,851

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

22. CAPITAL AND RESERVES

Board Designated Reserve

The Reserves are defined as the designated funds set aside by resolution of the Board of Directors. The minimum amount to be designated as the Reserve will be established in an amount sufficient to maintain ongoing operations and programs for a set period, measured in months (not greater than 12 months) and takes into account the cyclical nature of the business. Ongoing operations include operating expenses of the Company, the provision of funding to Member Associations, investment in grass roots participation and high performance, investment in facilities and other activities related to the promotion of tennis in Australia. The value of the reserve is currently \$80 million and is reviewed annually.

23. OPERATING LEASES

Leases as lessee

Non-cancellable operating lease commitments as follows:

	2019	2018
Less than one year	2,509,743	2,847,467
Between one and five years	8,997,363	9,299,839
More than five years	26,436,642	28,643,910
	37,943,748	40,791,216

The Group leases goods and property under non-cancellable operating leases expiring from one to 17 years. Leases generally provide the Group with a right of renewal at which time all terms are renegotiated.

Under the property lease with Melbourne & Olympic Parks Trust the Company is required to pay \$1,947,296 which includes the Tennis HQ and National Tennis Centre and annual CPI adjustment.

During the financial year ended 30 June 2019, \$3,230,717 was recognised as an expense in the income statement in respect of operating leases (2018: \$3,166,673).

(Refer to 3(q) in Significant Accounting Policies in regards to treatment of leases going forward)

24. CAPITAL AND OTHER COMMITMENTS

The Company is required to make an annual fixed payment of \$3,769,000 to Melbourne & Olympic Parks Trust that is adjusted for CPI through to 2036. This payment is to obtain the right to 100 per cent of merchandise revenues and a portion of catering and ticketing rebates payable to Melbourne & Olympic Parks Trust during the Australian Open.

It is the Group's expectation that the above commitments will be more than offset by new revenues accruing to the Group in the areas of catering, ticketing and merchandise over the period of the commitments.

25. RECONCILIATION OF CASH FLOWS FROM OPERATING ACTIVITIES

	Note	2019	2018
Cash flows from operating activities			
Surplus for the year		10,694,444	6,022,865
<i>Adjusted for:</i>			
Depreciation	17	4,264,435	3,837,026
Amortisation	16	1,629,949	953,573
Unrealised foreign exchange loss		(398,514)	2,374,528
Increase in fair value of investments		(4,406,323)	28,359
Profit on sale of PP&E		(3,795)	-
Operating profit before changes in working capital and provisions		11,780,196	13,216,351
Increase in trade and other receivables		(2,701,294)	(3,605,411)
(Decrease)/Increase in inventories		(51,228)	79,302
Increase in trade and other payables		6,163,542	1,528,137
Increase in income received in advance		2,584,779	1,849,468
Increase in employee benefits		1,640,123	357,411
Net cash from operating activities		19,416,118	13,425,258

26. CONTINGENT LIABILITY

The Australian Securities and Investment Commission (ASIC) has issued proceedings in the Federal Court of Australia against two (2) former Tennis Australia Directors. Tennis Australia is not party to these proceedings. The majority of legal costs of former directors and officers are expected to be recovered primarily under the Company's Directors and Officers insurance policy. With indemnities in place for current and former officers and Directors, related legal costs cannot be reliably measured at this time.

Tennis Australia and Tennis NSW in conjunction with the NSW Government are currently leading stage one of the redevelopment of Ken Rosewell Arena in readiness for the ATP Cup. At reporting date, the project is on time and is on target to be delivered within the \$50,500,000 budget. In the event that the program runs over from a cost perspective, Tennis Australia will contribute to these overruns up to an approved value to ensure the successful completion of the project. Any liability arising from potential cost overruns is uncertain, hence no provision has been recognised in the financial statements.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

27. PARENT ENTITY DISCLOSURE

As at, and throughout, the financial year ended 30 June 2019 the parent entity of the Group was Tennis Australia Limited, a Company limited by guarantee.

	2019	2018
Results of parent entity		
Net surplus for the year	10,694,444	6,022,865
Other comprehensive income	-	-
Total comprehensive income for the year	10,694,444	6,022,865
Financial position of parent entity at year end		
Current assets	119,526,930	100,468,155
Total assets	138,405,971	117,721,597
Current liabilities	36,710,380	30,910,437
Total liabilities	44,443,440	34,453,510
Total equity of the parent entity comprising of:		
Retained earnings	13,962,531	3,268,087
Reserves	80,000,000	80,000,000
Total equity	93,962,531	83,268,087

28. SUBSIDIARY ENTITY DISCLOSURE

The consolidated financial statements include the financial statements of Tennis Australia Limited and the subsidiaries listed in the following table:

Name	Country of Incorporation	Equity interest%	
		2019	2018
Tennis Nxt Limited	Hong Kong	100%	100%

The subsidiary entity is currently dormant. It was set up to operate events in Asia.

29. RELATED PARTY TRANSACTIONS

The names of each person holding the position of Director of the Company during the financial year were: Jayne Hrdlicka (Chair), Harold Mitchell AC (retired 26 November 2018), Ken Laffey (resigned 12 August 2019), Greg Hutchinson, Diane Grady AM, Elizabeth Minogue, Graham Bradley AM, Janice van Reyk and Peter Robertson.

The Group, as the National Sporting body of Tennis supports eight Associate members (MA) being Tennis Tasmania, Tennis Victoria, Tennis Australian Capital Territory, Tennis New South Wales, Tennis Queensland, Tennis Northern Territory, Tennis Western Australia and Tennis South Australia. Tennis Australia undertook transactions with each of its Members during the year in the normal course of business, which included funding to support the delivery of national participation programs. Shared services benefits are also provided to each MA, these benefits include accounting, integrity, human resources, legal and information technology resources. These services were provided for nil consideration.

29. RELATED PARTY TRANSACTIONS (CONTINUED)

The aggregate value of transactions and outstanding balances relating to Director personnel for the current year are Nil. (2018: Nil).

The aggregate value of transactions and outstanding balances relating to Director personnel or entities over which the Group has control or significant influence are as follows:

		Transaction value year ended 30 June		Balance outstanding as at 30 June	
		2019	2018	2019	2018
Trident 8 Limited	Media Rights Commission	345,150	178,523	60,000	-
Trident 8 Limited	Operation Staff Cost Recovery	500,000	265,177	-	-

Key management personnel compensation

The Key Management Personnel compensation for the year ended 30 June 2019 was \$7,287,157 (2018: \$5,270,904). During the period, the Company instigated a restructure, which increased the number of Key Management Personnel, which in turn, has increased the Key Management Personnel compensation for the period.

30. SUBSEQUENT EVENTS

In the interval between the end of the financial year and the date of this report, there have been no events, items, or transactions of material or unusual nature, in the opinion of the Directors of the Company, likely to significantly affect the operations of the Group, the results of those operations, or the state of affairs of the Group in future financial years.

DIRECTORS' DECLARATION

- In the opinion of the Directors of Tennis Australia Limited ('the Group'):
 - the financial statements and notes set out on pages 96 to 113, are in accordance with the Corporations Act 2001, including:
 - giving a true and fair view of the Group's financial position as at 30 June 2019 and its performance for the financial year ended on that date; and
 - complying with Australian Accounting Standards – Reduced Disclosure Requirements and the Corporations Regulations 2001; and
 - there are reasonable grounds to believe that the Group will be able to pay its debts as and when they become due and payable.

Signed in accordance with a resolution of the Directors:



J Hrdlicka

Chair

Dated at Melbourne this 1st day of October 2019.

INDEPENDENT AUDITOR'S REPORT



Independent Auditor's Report

To the Directors of Tennis Australia Limited,

Report on the audit of the Financial Report

Opinion

We have audited the **Financial Report** of Tennis Australia Limited (the Company).

In our opinion, the accompanying Financial Report of the Company is in accordance with the *Corporations Act 2001*, including:

- giving a true and fair view of the **Group's** financial position as at 30 June 2019 and of its financial performance for the year ended on that date; and
- complying with *Australian Accounting Standards - Reduced Disclosure Requirements* and the *Corporations Regulations 2001*.

The **Financial Report** comprises:

- Consolidated statement of financial position as at 30 June 2019
- Consolidated statement of profit or loss and other comprehensive income, Consolidated statement of changes in equity, and Consolidated statement of cash flows for the year then ended
- Notes including a summary of significant accounting policies
- Directors' Declaration.

The **Group** consists of the Company and the entities it controlled at the year-end or from time to time during the financial year.

Basis for opinion

We conducted our audit in accordance with *Australian Auditing Standards*. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Our responsibilities under those standards are further described in the *Auditor's responsibilities for the audit of the Financial Report* section of our report.

We are independent of the Group in accordance with the *Corporations Act 2001* and the ethical requirements of the *Accounting Professional and Ethical Standards Board's APES 110 Code of Ethics for Professional Accountants* (the Code) that are relevant to our audit of the Financial Report in Australia. We have fulfilled our other ethical responsibilities in accordance with the Code.



Other Information

Other Information is financial and non-financial information in Tennis Australia Limited's annual reporting which is provided in addition to the Financial Report and the Auditor's Report. The Directors are responsible for the Other Information.

Our opinion on the Financial Report does not cover the Other Information and, accordingly, we do not express an audit opinion or any form of assurance conclusion thereon.

The Other Information we obtained prior to the date of this Auditor's Report was the Directors' Report.

In connection with our audit of the Financial Report, our responsibility is to read the Other Information. In doing so, we consider whether the Other Information is materially inconsistent with the Financial Report or our knowledge obtained in the audit, or otherwise appears to be materially misstated.

We are required to report if we conclude that there is a material misstatement of this Other Information, and based on the work we have performed on the Other Information that we obtained prior to the date of this Auditor's Report we have nothing to report.

Responsibilities of the Directors for the Financial Report

The Directors are responsible for:

- preparing the Financial Report that gives a true and fair view in accordance with *Australian Accounting Standards - Reduced Disclosure Requirements* and the *Corporations Act 2001*
- implementing necessary internal control to enable the preparation of a Financial Report that gives a true and fair view and is free from material misstatement, whether due to fraud or error
- assessing the Group's ability to continue as a going concern and whether the use of the going concern basis of accounting is appropriate. This includes disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless they either intend to liquidate the Group or to cease operations, or have no realistic alternative but to do so.

Auditor's responsibilities for the audit of the Financial Report

Our objective is:

- to obtain reasonable assurance about whether the Financial Report as a whole is free from material misstatement, whether due to fraud or error; and
- to issue an Auditor's Report that includes our opinion.

Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with *Australian Auditing Standards* will always detect a material misstatement when it exists.

Misstatements can arise from fraud or error. They are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of the Financial Report.

A further description of our responsibilities for the audit of the Financial Report is located at the *Auditing and Assurance Standards Board* website at:

INDEPENDENT AUDITOR'S REPORT



http://www.auasb.gov.au/auditors_responsibilities/ar3.pdf. This description forms part of our Auditor's Report.

KPMG

Gordon Sangster

Partner

Melbourne

1 October 2019

LEAD AUDITOR'S INDEPENDENCE DECLARATION



Lead Auditor's Independence Declaration under Section 307C of the Corporations Act 2001

To the Directors of Tennis Australia Limited

I declare that, to the best of my knowledge and belief, in relation to the audit of Tennis Australia Limited for the financial year ended 30 June 2019 there have been:

- i. no contraventions of the auditor independence requirements as set out in the *Corporations Act 2001* in relation to the audit; and
- ii. no contraventions of any applicable code of professional conduct in relation to the audit.

KPMG

Gordon Sangster

Partner

Melbourne

1 October 2019

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(As at 30 June 2019)

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