

Borussia Dortmund GmbH & Co. KGaA

WKN: 549309 | ISIN: DE0005493092 | Bloomberg: BVB GY

Preliminary figures confirm the guidance adjustment

Preliminary figures for 2019/2020 within the range of the adjusted guidance: Since BVB had already adjusted its guidance for the full year at the beginning of July, the preliminary figures presented yesterday no longer came as a surprise. Sales (including transfers) amounted to EUR 486.9m, which was slightly above our estimates. Excluding transfers, sales amounted to EUR 370.2m; we forecasted sales of EUR 364.2m.

Segment sales: Revenues from match operations amounted to EUR 32.5m (FMRe: EUR 32.5m), compared with EUR 44.7m in the previous year. There were 5 games without spectators in the Bundesliga during the season. Advertising revenues increased slightly by EUR 1.2m to EUR 98.0m (FMRe: EUR 94.7m). BVB managed to close the season in this segment on a positive note despite Covid-19. TV marketing increased by EUR 2.5m to EUR 169.8m (FMRe: EUR 173.9m). Merchandising amounted to EUR 33.3m (FMRe: EUR 30.1m) and Catering, plus Miscellaneous reached EUR 36.6m (FMRe: EUR 36.0m).

EBITDA at EUR 63m, net loss of EUR 44m: The figures below EBITDA were also already announced at the beginning of July. EBIT came in at EUR -43.1m, while we expected EUR -47.2m.

How long will there be no attendance? While the Bundesliga is scheduled to kick off again in mid-September, the question remains as to when spectators will be admitted again and when we can expect to see a full house once more? So far, we've been expecting another 7 empty home games, and we continue to do so for the time being. The uncertainty regarding the reopening for spectators makes it impossible to give a substantiated estimate at this time. Given the point of view of politicians, we are not expecting a full opening until there is a vaccination. We therefore continue to assume that revenues in 2020/2021e will amount to EUR 393.5m (excl. transfers) and EBITDA will rise to EUR 92.9m.

BUY, price target of EUR 8.00 is confirmed: We continue to recommend to buy the stock and confirm our EUR 8.00 target price.

FY End: 30.06.; in EURm	CAGR (18-21e)	16/17	17/18	18/19	19/20e	20/21e	21/22e
Sales	0.1%	405.7	536.0	489.5	479.6	458.5	490.3
EBITDA	-3.1%	74.1	137.3	116.0	62.3	92.9	105.5
Margin		18.3%	25.6%	23.7%	13.0%	20.3%	21.5%
EBIT	0.6%	10.7	39.0	23.5	-47.2	3.2	23.9
Margin		2.6%	7.3%	4.8%	-9.8%	0.7%	4.9%
Net result	0.5%	8.2	31.7	17.4	-44.9	1.0	17.7
EPS	0.5%	0.09	0.34	0.19	-0.49	0.01	0.19
Dividend per share		0.06	0.06	0.06	0.00	0.00	0.06
EV		472.2	474.6	464.5	468.1	511.5	518.7
EV/Sales		1.2	0.9	0.9	1.0	1.1	1.1
EV/EBITDA		6.4	3.5	4.0	7.5	5.5	4.9
P/E		64.0	16.5	30.1	-11.7	509.9	29.7
Net debt/EBITDA		-0.7	-0.4	-0.5	-0.9	-0.1	0.0

Source: BVB, FMR

Published: 18.08.2020

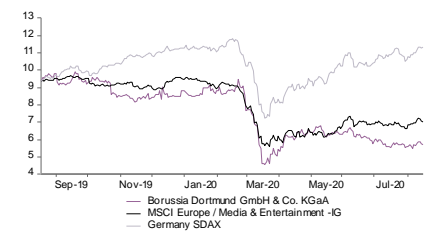
BUY

Before: BUY

Price Target EUR 8.00 (8.00)
Share price* EUR 5.70 (+40%)

*last XETRA closing price

Change	19/20e	20/21e	21/22e
Sales	-	-	-
EBIT	-	-	-
EPS	-	-	-



Source: Factset

Basic share data

Number of shares (million)	92.0
Free Float (in %)	60%
Market Cap (in million EUR)	523
Trading volume (Ø)	283k
High (EUR, 52 weeks)	10.29
Low (EUR, 52 weeks)	4.33

Shareholder structure

Evonik Industries	9.8%
Bernd Geske	9.4%
Free float, others	80.8%

Corporate calendar

Annual report	25.09.2020
---------------	------------

Analyst

Marcus Silbe, CEFA
Head of Research

marcus.silbe@fmr-research.de
+49 (0) 69 - 247 42 72 72

Contact

FMR Frankfurt Main Research AG
Kleiner Hirschgraben 10-12
60311 Frankfurt am Main
Germany

+49 (0) 69 - 247 42 72 70
www.fmr-research.de

In cooperation with:



ODDO SEYDLER

" Company Update "

Valuation

	Present Value (PV)	PV/Share
Roster Value	642	6.98
Discount (to reach marketable roster value)	-30%	
Marketable roster value	449	4.88
Stadium	235	2.55
Brand value	213	2.31
End of Sport Five contract (saved discounted Cash Flow)	265	2.88
1&1 new Jersey sponsor	50	0.54
Total Present Value	1,212	13.18
Net excess cash (as of EO FY 19/20)	12.4	0.14
Fair value	1,225	13.31
Discount		-39.9%
Target price		8.00

Source: BVB, FMR PV: in EURm

Appendix

P&L							
	in EURm	16/17	17/18	18/19	19/20e	20/21e	21/22e
Revenues		405.7	536.0	489.5	479.6	458.5	490.3
YoY growth		7.8%	32.1%	-8.7%	-2.0%	-4.4%	6.9%
Cost of revenues		-25.9	-20.1	-21.3	-29.1	-26.0	-25.8
as % of revenues		-6.4%	-3.7%	-4.3%	-6.1%	-5.7%	-5.3%
Gross profit		379.8	515.9	468.3	450.5	432.5	464.5
as % of revenues		93.6%	96.3%	95.7%	93.9%	94.3%	94.7%
Personnel costs		-177.9	-186.7	-205.1	-208.3	-216.4	-219.4
as % of revenues		-43.9%	-34.8%	-41.9%	-43.4%	-47.2%	-44.8%
Other operating income/expenses		-127.7	-191.9	-147.2	-179.9	-123.2	-139.5
as % of revenues		-31.5%	-35.8%	-30.1%	-37.5%	-26.9%	-28.4%
Reported EBITDA		74.1	137.3	116.0	62.3	92.9	105.5
as % of revenues		18.3%	25.6%	23.7%	13.0%	20.3%	21.5%
Depreciation and amortisation (incl. PPA)		-63.4	-98.3	-92.5	-109.5	-89.7	-81.6
as % of revenues		-15.6%	-18.3%	-18.9%	-22.8%	-19.6%	-16.6%
Reported EBIT		10.7	39.0	23.5	-47.2	3.2	23.9
as % of revenues		2.6%	7.3%	4.8%	-9.8%	0.7%	4.9%
Net financial results incl. equity results		-1.6	-4.3	-1.7	-2.4	-1.5	-1.5
EBT (Earnings before income taxes)		9.1	34.6	21.8	-49.6	1.7	22.4
as % of revenues		2.2%	6.5%	4.5%	-10.3%	0.4%	4.6%
Income taxes		-0.9	-2.9	-4.4	4.7	-0.6	-4.8
as % of EBT		-10.0%	-8.5%	-20.3%	9.5%	-38.1%	-21.3%
Income from continuing operations		8.2	31.7	17.4	-44.9	1.0	17.7
Income from discontinued operations, net of taxes		0.0	0.0	0.0	0.0	0.0	0.0
Net income		8.2	31.7	17.4	-44.9	1.0	17.7
Minorities		0.0	0.0	0.0	0.0	0.0	0.0
Net income attributable to shareholders		8.2	31.7	17.4	-44.9	1.0	17.7
Net margin in %		2.0%	5.9%	3.6%	-9.4%	0.2%	3.6%
Shares outstanding (in m)		92.0	92.0	92.0	92.0	92.0	92.0
Basic earnings per share (EUR)		0.09	0.34	0.19	-0.49	0.01	0.19

Source: BVB, FMR

Balance sheet

	in EURm	15/16	16/17	17/18	18/19	19/20e	20/21e	21/22e
Assets								
Non-current assets		302.8	354.9	351.4	371.7	415.7	396.1	384.6
as % of total assets		71.3%	74.1%	72.4%	74.3%	81.2%	79.6%	74.3%
Intangible assets (incl. Goodwill)		65.3	141.5	120.3	163.7	202.5	174.2	153.9
Property, plant and equipment		188.4	184.7	180.7	184.0	192.8	201.5	210.3
Long-term investments		0.4	0.4	0.4	0.4	0.4	0.4	0.4
Income tax claims (incl. Deferred)		1.1	1.1	0.0	0.0	0.0	0.0	0.0
Other assets		47.5	27.1	50.0	23.6	20.1	20.1	20.1
Current assets		121.8	123.7	134.2	128.4	96.5	101.4	133.0
as % of total assets		28.7%	25.9%	27.6%	25.7%	18.8%	20.4%	25.7%
Inventories		10.2	9.0	5.6	4.6	14.4	13.8	14.7
Accounts receivable and other assets		59.6	65.3	68.5	66.1	69.0	81.7	87.3
Current income tax claims		0.3	0.2	0.6	1.8	0.6	0.6	0.6
Cash and cash equivalents		51.7	49.3	59.5	55.9	12.4	5.2	30.3
Total assets		424.5	478.6	485.6	500.1	512.2	497.5	517.7
Shareholders' equity and liabilities								
Shareholders' equity		309.5	312.3	343.6	354.9	304.4	305.4	323.1
as % of total equity and liabilities		72.9%	65.3%	70.8%	71.0%	59.4%	61.4%	62.4%
Subscribed capital		92.0	92.0	92.0	92.0	92.0	92.0	92.0
Capital reserve		217.7	220.4	251.7	263.0	212.5	213.5	231.2
Accumulated and other comprehensive income		0.0	0.0	0.0	0.0	0.0	0.0	0.0
Treasury shares		-0.1	-0.1	-0.1	-0.1	-0.1	-0.1	-0.1
Equity attributable to shareholders		309.5	312.3	343.6	354.9	304.4	305.4	323.1
Minorities		0.0	0.0	0.0	0.0	0.0	0.0	0.0
Current liabilities and provisions		77.4	139.7	117.9	126.4	186.5	170.7	173.2
as % of total equity and liabilities		18.2%	29.2%	24.3%	25.3%	36.4%	34.3%	33.5%
Financial liabilities		2.6	10.3	2.0	3.1	2.0	2.0	2.0
Advance payments received		0.0	0.0	0.0	0.0	0.0	0.0	0.0
Accounts payable		14.6	63.6	54.6	60.7	78.8	75.4	80.6
Tax liabilities		5.2	0.7	2.0	3.5	2.0	2.0	2.0
Other provisions		20.5	21.9	24.7	25.5	56.6	39.6	31.7
Other liabilities		34.4	43.3	34.7	33.7	47.1	51.8	57.0
Non-current liabilities and provisions		37.6	26.6	24.1	18.8	21.3	21.3	21.3
as % of total equity and liabilities		8.8%	5.5%	5.0%	3.8%	4.2%	4.3%	4.1%
Pension provisions and similar obligations		0.0	0.0	0.0	0.0	0.0	0.0	0.0
Financial liabilities		19.0	8.7	6.7	8.4	3.9	3.9	3.9
Deferred tax liabilities		0.0	0.0	0.0	0.0	0.0	0.0	0.0
Provisions		1.4	1.2	1.1	1.7	1.1	1.1	1.1
Other liabilities		17.2	16.7	16.3	8.7	16.3	16.3	16.3
Total equity and liabilities		424.5	478.6	485.6	500.1	512.2	497.5	517.7

Source: BVB, FMR

Cash Flow Statement

in EURm	16/17	17/18	18/19	19/20e	20/21e	21/22e
EBT	9.1	34.7	21.8	-49.6	1.7	22.4
Depreciation and amortisation	63.4	90.6	92.5	109.5	89.7	81.6
Other transactions incl. non-cash	6.4	48.8	30.2	-69.6	-0.6	-4.8
Change in Working Capital	31.5	-3.6	0.0	51.3	-27.8	-4.0
Cash flow from operating activities	110.4	170.4	144.5	41.6	62.9	95.2
CAPEX	-104.7	-142.8	-139.3	-70.9	-70.1	-70.1
Change in consolidation, net cash	0.0	0.0	0.0	0.0	0.0	0.0
Other investing activities	0.1	0.0	0.0	-3.0	0.0	0.0
Cash flow from investing activities	-104.6	-142.7	-139.3	-73.9	-70.1	-70.1
Change in debt	0.0	0.0	0.0	0.0	0.0	0.0
Net proceeds from capital increase & right capital & change in capital reserve	0.0	0.0	0.0	0.0	0.0	0.0
Acquisition of treasury shares & minority stakes	0.0	0.0	0.0	0.0	0.0	0.0
Dividend payments	-5.6	-5.5	-5.5	-5.5	0.0	0.0
Other financing activities	-2.6	-11.9	-3.3	-5.6	0.0	0.0
Cash flow from financing activities	-8.2	-17.5	-8.8	-11.1	0.0	0.0
Total change in cash and cash equivalents	-2.4	10.2	-3.6	-43.4	-7.2	25.1
Effect of exchange rate changes on cash	0.0	0.0	0.0	0.0	0.0	0.0
Other changes in cash and cash equivalents	0.0	0.0	0.0	0.0	0.0	0.0
Cash and cash equivalents at the start of the period	51.7	49.3	59.5	55.9	12.4	5.2
Cash and cash equivalents at year's end	49.3	59.5	55.9	12.4	5.2	30.3

Source: BVB, FMR

Declaration of liability (disclaimer) and mandatory details pursuant to Section 85 Securities Trading Act (WpHG), EU Market Abuse Regulation (EU Regulation No. 596/2014), Delegated Regulation 2016/958 and Delegated Regulation 2017/565 including details of possible conflicts of interest (disclosures), the author and the responsible supervisory authority

The following details inform the reader about the legal provisions that are to be observed when compiling financial analyses.

1. Declaration of liability

When producing an analysis, we have procured the actual details from the sources available to us that are generally deemed to be reliable. We cannot make any claim regarding the accuracy and completeness of such information. The recommendations and/or prognoses made by us on the basis of these actual details constitute non-binding value judgments made at the time of compilation of the study and represent the opinion of the author. Subsequent changes cannot be taken into account. FMR Frankfurt Main Research AG shall not be liable for damages of any kind in relation to any incomplete or incorrect information and FMR Frankfurt Main Research AG shall not be liable for indirect and/or direct damages and/or consequential damages. In particular, FMR Frankfurt Main Research AG shall not be liable for statements, plans or other details contained in this investment advice in relation to the company being investigated, its affiliated companies, strategies, market and/or competition situation, economic and/or legal framework conditions etc. Although the investment advice was compiled using full diligence, errors or omissions cannot be excluded. FMR Frankfurt Main Research AG, its shareholders and employees shall not be liable for the correctness or completeness of statements, assessments, recommendations or conclusions derived from the information contained in this analysis.

If an investment recommendation is provided in the context of an existing contractual relationship, e.g. financial advice or a similar service, FMR Frankfurt Main Research AG's liability shall be limited to gross negligence and intent. Should key details be omitted, FMR Frankfurt Main Research AG shall be liable for ordinary negligence. The liability of FMR Frankfurt Main Research AG shall be restricted to the amount of typical and foreseeable damages.

The study does not constitute an offer or request to acquire shares. Our information and recommendations in this study do not constitute individual investment advice and may therefore not be suitable, or may only be of limited suitability, for individual investors depending on the specific investment goals, the investment horizon or individual investment situation. With the compilation and distribution of this study we are not engaged in an investment advisor or portfolio management capacity for any persons. This study cannot replace the need for investment advice in any case.

The estimates, particularly prognoses and price expectations, may not be achieved. The work and all parts thereof are protected by copyright. All use outside the scope of copyright law is impermissible and prosecutable. This shall apply in particular to duplications, translations, microfilms, the saving and processing of the entire content or parts of the content on electronic media.

It is possible that shareholders, managers or employees of FMR Frankfurt Main Research AG or its affiliated companies have a position of responsibility in the companies named in the analysis, e.g. as a member of the supervisory board. The opinions contained in this investment advice may be amended without notice. All rights are reserved.

2. Mandatory details

- a) First publication: 18.08.2020,
- b) Time conditions of expected updates: quarterly
- c) Supervisory authority: Federal Financial Supervisory Authority (Bundesanstalt für Finanzdienstleistungsaufsicht), Lurgiallee 12, 60439 Frankfurt am Main
- d) Previous analyses: No analysis was published in the 12 months before publication of this analysis that contains a recommendation for a specific investment decision which contradicts this analysis.
- e) The analysis was made available to the issuer, to the extent that is legally permissible, before publication and was not amended thereafter.
- f) All prices and price developments listed in the analysis are based on closing prices insofar as no contradictory details were provided about prices and price developments.

3. Disclosures

- a) Neither FMR Frankfurt Main Research AG nor an affiliated company, nor any person who contributed to the compilation
 - (i.) has an involvement in the share capital of the issuer of at least 5 per cent;
 - (ii.) was involved in the management of a syndicate within the past five months that issued financial instruments of the issuer in the context of a public tender;
 - (iii.) managed financial instruments of the issuer on a market by means of concluding purchase or sale agreements:

(iv.) has, within the past twelve months, concluded an agreement regarding services in connection with investment banking business or received a service or performance promise from such agreement, with issuers which either themselves or the financial instruments thereof, are the subject of the financial analysis;

(v.) is in possession of a net sales or purchase position which exceeds the threshold of 0.5% of the total issued share capital of the issuer;

(vi.) has concluded an agreement regarding the preparation of investment recommendations with the issuer.

(vii.) has other significant interests with regard to the company being analysed, for example clients with the company being analysed.

Company	Disclosure(s)
Borussia Dortmund GmbH & Co. KGaA	-

b) FMR Frankfurt Main Research AG has concluded a cooperation agreement with Oddo Seydler Bank AG, on the basis of which this financial analysis is compiled. Oddo Seydler Bank AG is acting as the agent of the issuer, which is either the subject of the financial analysis itself or its financial instruments are the subject of the financial analysis.

Neither Oddo Seydler Bank AG nor an affiliated company, nor any person who contributed to the compilation

(i.) has an involvement in the share capital of the issuer of at least 5 per cent;

(ii.) was involved in the management of a syndicate within the past five months that issued financial instruments of the issuer in the context of a public tender;

(iii.) managed financial instruments of the issuer on a market by means of concluding purchase or sale agreements:

(iv.) has, within the past twelve months, concluded an agreement regarding services in connection with investment banking business or received a service or performance promise from such agreement, with issuers which either themselves or the financial instruments thereof, are the subject of the financial analysis;

(v.) is in possession of a net sales or purchase position which exceeds the threshold of 0.5% of the total issued share capital of the issuer;

(vi.) has concluded an agreement regarding the preparation of investment recommendations with the issuer.

(vii.) has other significant interests with regard to the company being analysed, for example clients with the company being analysed.

Company	Disclosure(s)
Borussia Dortmund GmbH & Co. KGaA	iii, vi

Recommendation history over last 12 months:

Date	Recommendation	Share price at publication date (EUR)	Price target (EUR)
11.11.2019	BUY	8.52	10.50
22.11.2019	BUY	8.45	10.50
11.12.2019	BUY	8.35	10.50
20.02.2020	BUY	8.99	10.50
24.02.2020	BUY	9.49	10.50
03.03.2020	BUY	7.72	10.50
18.03.2020	BUY	4.63	9.00
11.05.2020	BUY	6.75	8.00
03.07.2020	BUY	6.07	8.00
18.08.2020	BUY	5.70	8.00

4. Creation and distribution

a) Responsibility for creation and distribution

FMR Frankfurt Main Research AG

Registered office: Frankfurt am Main; Commercial Register No. HRB 113537, Frankfurt am Main district court; Chairman: Marcus Silbe

b) Issuer

Marcus Silbe, Head of Research, Senior Analyst

c) This study may only be used for the internal purposes of the addressee within the EEA or Switzerland.

5. Investment recommendation details

Investment recommendation details - stocks:

BUY: In our opinion, the stock will demonstrate an absolute price gain of at least 10 % in a 12-month period.

HOLD: In our opinion, the stock will not exceed or fall below an absolute price gain or loss of 10% in a 12-month period.

Sell: In our opinion, the stock will demonstrate an absolute price loss of at least 10 % in a 12-month period.

6. Sensitivity of the evaluation parameters

The figures from profit and loss calculations, cash flow statements and balance sheets which form the basis of the company evaluation are date-related estimates and therefore subject to risks. These may change at any time without prior notice. Regardless of the evaluation methods used, there are significant risks that the price goal/trend will not be achieved within the expected time frame. The risks include unforeseeable changes with regard to competition pressure, demand for the products of an issuer and the offer situation with respect to materials required for production as well as non-occurrence of the assumed development. Such deviations may be the result of changes relating to technology and changes relating to the economy, legal situation and exchange rates. No claim is made that this statement of evaluation methods and risk factors is complete.

7. Key sources of information

We have acquired the information upon which this document is based from sources that we consider in principle to be reliable. However, we have not verified all this information. Therefore, we cannot guarantee or ensure the accuracy, completeness or correctness of the information or opinions contained in this document. National and international media and information services (e.g. Factset, Bloomberg etc.), the financial press (e.g. BörsenZeitung, FAZ, Handelsblatt, Wallstreet Journal, etc.), specialist press, published statistics, the internet, as well as publications, details and information of the issuer that is the subject of the analysis.

8. Summary of the basis for evaluation

Individual issuers: Current and recognised evaluation methods (e.g. DCF method and Peer Group Analysis) are used for company analysis purposes. The DCF method calculates the value of the issuer based on the sum of the discounted cash flows, i.e. the cash value of the future cash flows of the issuer. The value is therefore determined on the basis of expected future cash flows and the applied discount rate. In Peer Group Analysis, issuers listed on the stock exchange are evaluated by comparing ratios (e.g. price/profit ratio, Enterprise Value/turnover, Enterprise Value/EBITDA, Enterprise Value/EBIT). The comparability of the ratios is primarily determined with reference to the business activity and economic prospects.

9. Internal organisational and regulatory measures for the prevention or management of conflicts of interest

Employees of FMR Frankfurt Main Research AG who are involved with the compilation and/or presentation of financial analyses are subject to the internal compliance regulations. The internal compliance regulations correspond to the provisions of the directive for the substantiation of the organisational obligations of investment service companies pursuant to Section 80 Securities Trading Act and EU/ESMA legislation on the basis of the Market Abuse Regulation.

The analysts of FMR Frankfurt Main Research AG do not receive any direct or indirect remuneration from the investment banking business of FMR Frankfurt Main Research AG.

On acceptance of the financial analysis, the recipient accepts that the above restrictions are binding.