



QUARTERLY FINANCIAL REPORT
Q1 2020/2021



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*Interim Group Management Report for the period from 1 July to 30 September 2020
of Borussia Dortmund GmbH & Co. Kommanditgesellschaft auf Aktien, Dortmund
(in the following: "Borussia Dortmund" or "Group")*

BUSINESS DEVELOPMENT

LOOKING BACK ON THE FIRST QUARTER OF FINANCIAL YEAR 2020/2021

ATHLETIC PERFORMANCE

Preparations for the new season

For the tenth time, Borussia Dortmund held its summer training camp in Bad Ragaz, Switzerland. However, due to the ongoing COVID-19 pandemic, this was the first time that none of the training sessions were open to the public. Lucien Favre's team won four of the in total seven test matches it played.

DFL Super Cup

Normally, the DFL Super Cup is held prior to the start of the Bundesliga and not two match days in to the new season, as was the case this year. On 30 September 2020, FC Bayern Munich and Borussia Dortmund faced off against one another for the seventh time in the competition's history. Borussia Dortmund lost to the Bundesliga champions 3:2.

Bundesliga

The current Bundesliga season kicked off almost four weeks later than usual. Borussia Dortmund won its first match of the season against Borussia Mönchengladbach by a score of 3:0. This was followed by a 2:0 defeat in Augsburg.

UEFA Champions League

Borussia Dortmund will play against Lazio, Zenit St. Petersburg and Club Brugge in Group F of the UEFA Champions League this season.

DFB Cup

Borussia Dortmund celebrated a 5:0 win in its first-round match against third-division side MSV Duisburg and will play in the second round of the DFB Cup shortly before Christmas.

PERFORMANCE INDICATORS

Various financial and non-financial indicators are used to measure performance. Borussia Dortmund uses these internally-defined performance indicators to guide its entrepreneurial actions and to select the focus of its internal reporting.

Financial performance indicators

From a wide range of possible financial indicators, Borussia Dortmund focuses on those specific indicators that in the past few years were primarily used to steer the Company.

First and foremost is revenue. Management uses this indicator to internally manage the Company, knowing full well that this indicator alone is not sufficiently meaningful. Nevertheless, it provides a clear indication of the Company's economic strength, especially when compared against that of competitors or when monitoring the Company's long-term revenue trend.

Another financial performance indicator is consolidated total operating proceeds, which is used to reflect the Group's earnings power and as a source of funding for ordinary activities. Consolidated total operating proceeds are calculated as total revenue plus the gross transfer proceeds generated.

The result from operating activities (EBIT) and net profit or loss for the year are also used to manage the Company. These financial performance indicators play a key role in preparing the budget for the coming financial year(s), in interim controlling with respect to the earnings performance and when looking back on a particular financial year.

Another key performance indicator is the operating result (EBITDA). This is due to the considerable level of investment activity and the associated increase in depreciation, amortisation and write-downs. As a result, EBITDA (EBIT adjusted for depreciation, amortisation and write-downs) has been selected to better benchmark the Company's annual performance.

These indicators are rounded out by cash flows from operating activities and free cash flow, both of which the Company uses for internal planning purposes.

Free cash flow is defined as cash flows from operating activities plus cash flows from investing activities and is a key indicator used to ensure that cash flows from operating activities are sufficient to cover investments. Because Borussia Dortmund's strategic objective is to maximize sporting success without incurring new debt, free cash flow is a key indicator for the club.

In light of steadily growing transfer sums, free cash flow is thus becoming increasingly important. Furthermore, it is an indicator used to determine whether Borussia Dortmund has sufficient funds to finance the steady dividend payments to its shareholders. Therefore, Borussia Dortmund strives to continuously optimise free cash flow.

Non-financial performance indicators

Borussia Dortmund's only non-financial performance indicator is the reach of its brand.

While it is impossible to measure the reach of Borussia Dortmund's brand, it is determined by a number of criteria that, when taken together, are representative of the brand's reach.

Some of these criteria are measurable, while others are not. Nevertheless, they are a reflection of the company's appeal.

The number of criteria varies and they are thus exchangeable. While any one factor may be of relevance during a given season, this may not necessarily be the case in subsequent years. New media in particular constantly provides new value drivers: for instance, the number of Facebook fans or page impressions represent relatively new indicators.

Measurable criteria include, for example, the number of season tickets sold, attendance figures and television broadcast hours.

Awards, surveys and studies represent possible criteria that cannot be measured quantitatively. Another "soft" criterion is the deliberate selection of sponsors whose products and brand images are aligned with the Borussia Dortmund brand.

Borussia Dortmund's decision-makers receive reports about all criteria on a regular basis. Furthermore, taken as a whole, these are an indicator of the success of the Company's strategic alignment.

DEVELOPMENT OF THE MARKET AND COMPETITIVE ENVIRONMENT

SPONSORSHIPS

Beginning with this season, Borussia Dortmund now has two different kit sponsors: The team wears kits bearing Evonik Industries AG's logo for all international club competitions, friendlies staged abroad and DFB Cup matches. For its Bundesliga matches, the team wears kits bearing the logo of 1&1 Telecommunication SE.

Borussia Dortmund's newest official Premium Partner for the next five years is DEW21 Dortmunder Energie- und Wasserversorgung GmbH. Both companies will leverage their proximity to one another to further strengthen their social and cultural outreach efforts in the city of Dortmund.

adesso SE is now the new primary and kit sponsor for Borussia Dortmund's youth squads. The Dortmund-based IT service provider will remain a sponsor until 2023. Beginning in the 2021/2022, adesso will also be the official kit sponsor for Borussia Dortmund's new women's team.

The COVID-19 pandemic continues to impact sponsoring in the current season. Since matches are being held with fewer spectators, the contractual claims of hospitality clients in particular cannot be met in full. As a result, Borussia Dortmund expects revenue to decrease.

TRANSFER DEALS

Five players left Borussia Dortmund in the summer of 2020. After loaning Ömer Toprak for the past year, SV Werder Bremen exercised its buy option to permanently secure the defender's services. Mario Götze joined Dutch first-division club PSV Eindhoven in the 2020/2021 season after his contract with Borussia Dortmund was not extended at the end of the previous season. Achraf Hakimi's loan spell also ended on 30 June 2020, at which time he, too, departed Borussia Dortmund. Dženis Burnić made the switch to 1. FC Heidenheim in the second Bundesliga division. André Schürrle signed a rescission agreement with the club and ended his football career.

Borussia Dortmund loaned out two other players: Leonardo Balerdi was loaned to Olympique Marseille in France's Ligue 1. After signing an early contract extension with Borussia Dortmund until 30 June 2022, Immanuel Pherai was loaned to PEC Zwolle for the coming season. Both loan agreements are set to expire on 30 June 2021.

CAPITAL EXPENDITURE

Borussia Dortmund signed three new players in the summer of 2020. Thomas Meunier departed Paris Saint-Germain for Borussia Dortmund on a free transfer. Borussia Dortmund signed Jude Bellingham from Birmingham City and loaned Brazil U23 international Reinier Jesus Carvalho from Real Madrid until 30 June 2022.

Felix Passlack returned to Borussia Dortmund following his loan to Fortuna Sittard.

TV MARKETING

In light of all the uncertainties in connection with the COVID-19 pandemic, the DFL's distribution plan for income from domestic TV marketing includes risk allowances to account for the high degree of planning uncertainty resulting from cancelled matches, additional health and safety protocols and partners' outstanding debts.

MATCH OPERATIONS

Due to the functional health and safety protocol, there have been no interruptions to the current 2020/2021 season.

In contrast to the original regulation, under which spectators were excluded from matches until 31 October 2020, Borussia Dortmund was already able to welcome back spectators to its first home match. Some 10,000 fans were admitted to the match against Borussia Mönchengladbach.

OTHER

Beginning in the 2021/2022 season, Borussia Dortmund will have a women's team. Instead of acquiring the licence of another professional club we will be organically developing and promoting women's football from within our club.

In early September 2020, Borussia Dortmund started live streaming on BVB's official Twitch channel. YouTub star Erné "FeelFIFA" Embeli hosts the interactive program.

GROUP STRUCTURE AND BUSINESS OPERATIONS

The interim Group management report refers to the unchanged consolidated group of Borussia Dortmund GmbH & Co. KGaA compared to 30 June 2020.

In addition to its core activities of playing football and marketing SIGNAL IDUNA PARK, Borussia Dortmund has established football-related lines of business.

The list of shareholdings as at 30 September 2020 was as follows:

Shareholding

	Registered office	Share capital (EUR '000)	Shareholding %	Equity (EUR '000)	Net profit/loss (EUR '000)
		as at 30/09/2020		as at 30/09/2020***	01/07/2020 to 30/09/2020***
Fully consolidated companies:					
BVB Stadionmanagement GmbH*	Dortmund	52	100.00	66	3
besttravel Dortmund GmbH*	Dortmund	50	100.00	39	-105
BVB Merchandising GmbH*	Dortmund	75	100.00	10,881	856
BVB Event & Catering GmbH*	Dortmund	25	100.00	25	-280
BVB Asia Pacific Pte. Ltd.	Singapore	66	100.00	199	7
BVB Fußballakademie GmbH	Dortmund	25	100.00	25	0
Investments accounted for using the equity method					
Orthomed Medizinisches Leistungs- und Rehabilitationszentrum GmbH**	Dortmund	52	33.33	786	-3

* Profit and loss transfer agreements are in force. Profit/loss of the Company under HGB prior to transfer to/absorption by the consolidated tax group parent.

** Included in the interim consolidated financial statements as at 30 September 2020 as an associate on the basis of the net profit/loss reported as at 31 December 2019.

*** Determined in accordance with the accounting provisions of German commercial law.

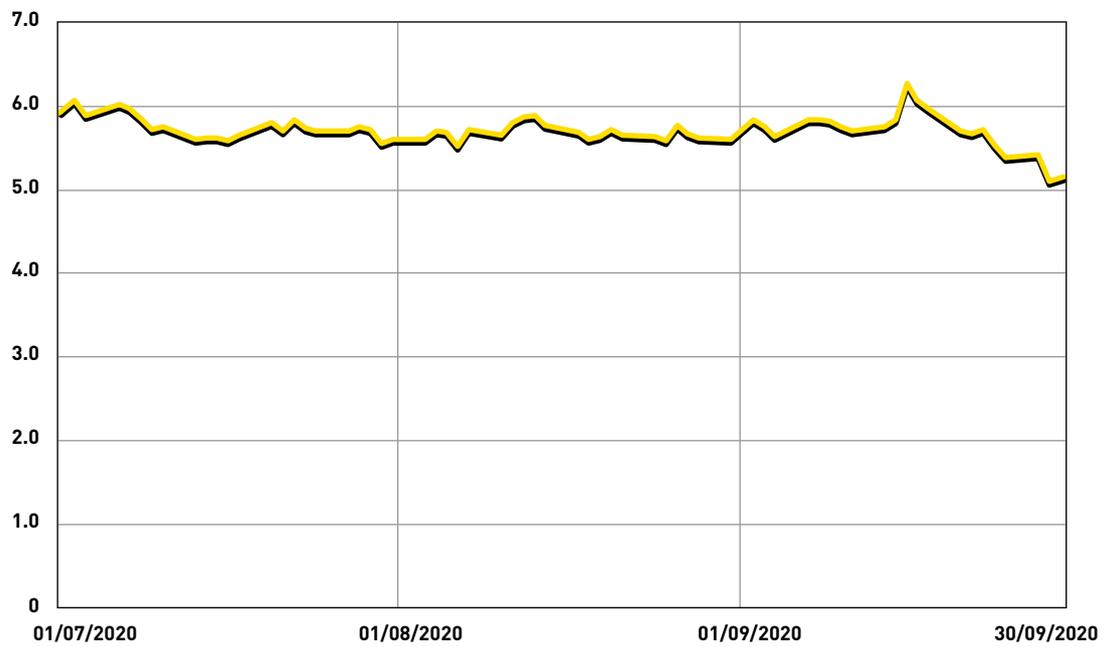
THE SHARES OF BORUSSIA DORTMUND GmbH & Co. KGaA

SHARE PRICE PERFORMANCE IN THE FIRST QUARTER OF FINANCIAL YEAR 2020/2021

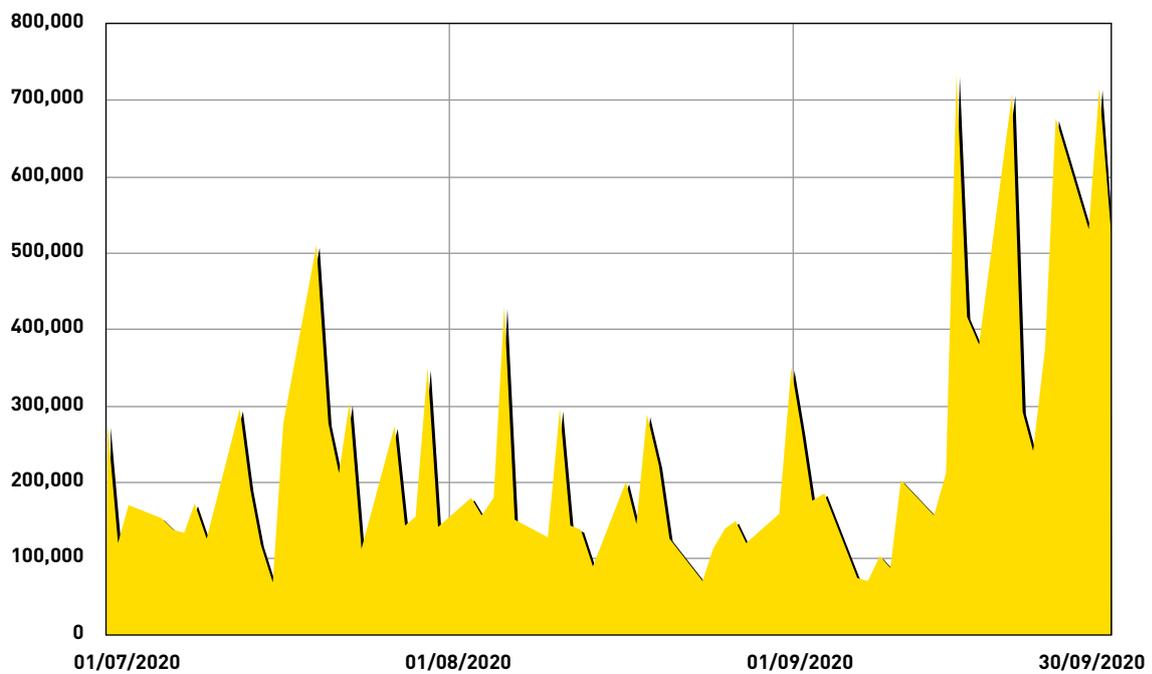
During the reporting period for the first quarter of the 2020/2021 financial year (1 July to 30 September 2020), the performance of BVB shares was influenced primarily by the effects of the COVID-19 pandemic (unless indicated otherwise, the following data is based on the closing price of shares in XETRA trading in shares of Borussia Dortmund GmbH & Co. KGaA; where necessary, figures have been rounded up to the nearest hundredth).

The shares in Borussia Dortmund GmbH & Co. KGaA kicked off the new 2020/2021 financial year at EUR 5.97 on 1 July 2020 (previous year: EUR 8.61) and fluctuated between EUR 5.55 and EUR 6.07 throughout the month of July 2020. On 4 August 2020, the Company announced that the Bundesliga had adopted an initial uniform set of guidelines to allow a limited number of fans back into stadiums in the 2020/2021 season. On that day, the shares were trading at EUR 5.70. On 17 August 2020, the Company announced the preliminary figures for the 2019/2020 financial year (see ad hoc disclosure from the same date) and consolidated total operating proceeds (revenue plus gross transfer proceeds generated) of EUR 486.9 million (previous year: EUR 489.5 million). In the financial year ended, the consolidated net loss amounted to EUR 44.0 million (previous year: profit of EUR 17.4 million). The Company had already issued an earnings outlook on 29 June 2020 (see ad hoc disclosure from the same date) and as such the news did not adversely affect the share price, which closed at EUR 5.70 on 17 August 2020. It lost ground slightly thereafter. Shares in Borussia Dortmund then traded at EUR 5.61 on 31 August 2020. The share price recovered in the first half of September. Borussia Dortmund GmbH & Co. KGaA shares traded at EUR 5.72 on 1 September 2020, at EUR 5.84 on 7 September 2020, EUR 5.85 on 15 September 2020 and reached their high for the reporting period of EUR 6.28 on 16 September 2020. This was mainly due to the opening win in the DFB Cup and the prospect of some fans returning to matches (see corporate news dated 15 September 2020). However, initial reports that the pandemic was worsening then led to adverse market developments in general and a slide in Borussia Dortmund's share price in particular. Shares in Borussia Dortmund traded at EUR 5.70 on 21 September 2020, EUR 5.55 on 24 September 2020, EUR 5.42 on 28 September 2020 and EUR 5.13 on 30 September 2020.

Share price performance July – September (in EUR)



Revenue July – September (Shares)



SHARE CAPITAL AND SHAREHOLDER STRUCTURE

Borussia Dortmund GmbH & Co. KGaA's share capital amounts to EUR 92,000,000 divided into the same number of no-par value shares. Based on the voting rights notifications we have received, the shareholder structure of Borussia Dortmund GmbH & Co. KGaA was as follows as at 30 September 2020:

- Evonik Industries AG: 9.83%
- Bernd Geske: 9.35%
- Ballspielverein Borussia 09 e.V. Dortmund: 5.53%
- SIGNAL IDUNA: 5.43%
- Ralph Dommermuth Beteiligungen GmbH: 5.004%
- PUMA SE: 5.00%
- Free float: 59.86%

SHAREHOLDINGS BY MEMBERS OF GOVERNING BODIES

As at 30 September 2020, one member of management held 7,045 no-par value shares in the Company. As at the same date, the members of the Supervisory Board held a total of 8,602,009 no-par value shares. Members of management and the Supervisory Board hold a total of 8,609,054 no-par-value shares, which corresponds to more than 1% of the shares issued by Borussia Dortmund GmbH & Co. KGaA.

INVESTOR RELATIONS

The objective of our Company's Investor Relations organisation is to obtain an appropriate valuation of the shares of Borussia Dortmund GmbH & Co. KGaA on the capital market. This is achieved by pursuing ongoing and open communication with all market participants. Investor Relations forms an ideal interface between institutional investors, financial analysts and private investors. The Company seeks to justify the confidence placed in it by investors and the public through immediate and transparent communication of its financial results, business transactions, strategy, and risks and opportunities. We are committed to communications principles such as openness, continuity, equal treatment and credibility, which make it possible to develop a long-term rapport based on trust with market participants and to ensure a true and fair view of the Company.

We therefore use online communication as our main form of communications, as this offers the best basis for providing all interested parties with equal access to up-to-date information. Because this information is highly pertinent, Borussia Dortmund maintains an investor relations webpage, "BVB Share" which is available online at www.bvb.de/aktie and <http://aktie.bvb.de/eng>. All annual and interim financial reports are available for download at this site. Mandatory disclosures and announcements under capital market law, such as ad hoc disclosures, corporate news, and manager transactions (formerly directors' dealings) are published here in a timely manner. At the same time, our service provider, EQS Group AG (DGAP), Munich, ensures that these notices are distributed

throughout Europe. Further detailed information, such as investor presentations and in-depth information on implementing the recommendations of the German Corporate Governance Code, is provided on our website. The information is available in German and, for the most part, in English as well.

Another objective of ours in financial year 2020/2021 is to continue to foster communication with the capital markets. The Annual Press Conference on the preliminary figures of the 2019/2020 financial year was held in Dortmund on 17 August 2020. The Company also held an analyst conference on the same day in Frankfurt am Main. Both of these were held as "hybrid" events. Furthermore, conference calls and one-on-one telephone calls were held with capital market representatives during the reporting period and a roadshow – held in virtual form due to the pandemic – was organised (via Berenberg) on 22 September 2020 in Munich.

The Company is also pleased to be included in the research coverage of the following firms:

- Edison Research Investment Ltd., London, UK
Most recent research update: 14 October 2020, Recommendation: "n/a"
- MainFirst Bank AG, Frankfurt am Main
Initial research study: 30 September 2020, Recommendation: "Hold"
- Bankhaus Lampe KG, Düsseldorf
Most recent research update: 16 September 2020, Recommendation: "Buy" (previously: "Buy")
- Joh. Berenberg, Gossler & Co. KG ("Berenberg"), Hamburg
Most recent research update: 15 September 2020, Recommendation: "Buy" (previously: "Buy")
- Frankfurt Main Research AG, Frankfurt am Main
Most recent research update: 18 August 2020, Recommendation: "Buy" (previously: "Buy")
- GSC Research GmbH, Düsseldorf
Most recent research update: 24 March 2020, Recommendation: "n/a" (previously: "Hold")

Individual studies and research updates that our Company is entitled to publish are available online at www.bvb.de/aktie and <http://aktie.bvb.de/eng> under "BVB Share", sub-heading "Capital Market View".

ODDO SEYDLER BANK AG, Frankfurt am Main, was our Company's designated sponsor during the reporting period.

After working together for just under a decade, on 30 September 2020 the Company withdrew from its designated sponsoring relationship with ODDO SEYDLER BANK AG, Frankfurt am Main, to switch to a new designated sponsor based on what we believe is the prudent concept of rotation. MainFirst Bank AG, Frankfurt am Main, will be taking over as our Company's new designated sponsor from 1 October 2020.

POSITION OF THE COMPANY

DEVELOPMENT OF PERFORMANCE INDICATORS

DEVELOPMENT OF FINANCIAL PERFORMANCE INDICATORS

In the first quarter of the 2020/2021 financial year, Borussia Dortmund's financial performance indicators – revenue, consolidated total operating proceeds, result from operating activities (EBIT), operating result (EBITDA), net profit/net loss for the year, cash flows from operating activities and free cash flow – were as follows:

Revenue

Revenue amounted to EUR 56,549 thousand in the reporting period (30 June 2020: EUR 370,196 thousand). In its Annual Report as at 30 June 2020, Borussia Dortmund forecast that revenue would decline by approximately 5% for financial year 2020/2021 overall, based on the comparative figure for financial year 2019/2020.

Consolidated total operating proceeds

Consolidated total operating proceeds (total revenue plus gross transfer proceeds generated) amounted to EUR 65,524 thousand in the reporting period. As at 30 June 2020, Borussia Dortmund had forecast that consolidated total operating proceeds would amount to approximately EUR 388,000 thousand in financial year 2020/2021.

Operating result (EBITDA)

Q1 EBITDA amounted to EUR -9,290 thousand; the forecast for the full 2020/2021 financial year in the Annual Report dated 30 June 2020 had projected EBITDA to exceed the result from operating activities (EBIT) by approximately EUR 100,000 thousand.

Result from operating activities (EBIT)

The Q1 result from operating activities (EBIT) amounted to EUR -35,793 thousand and the net loss for the year totalled EUR 35,835 thousand.

The report on expected developments dated 30 June 2020 forecast that the result from operating activities (EBIT) for the full 2020/2021 financial year would exceed the net loss for the year by approximately EUR 2,000 thousand.

Cash flows

Cash flows from operating activities amounted to EUR -14,742 thousand. Borussia Dortmund forecasted as at 30 June 2020 that it would generate cash flows from operating activities of approximately EUR 34,000 thousand for the full 2020/2021 financial year.

Free cash flow

Free cash flow in the first quarter of the 2020/2021 financial year amounted to EUR -64,976 thousand. The report on expected developments for the 2020/2021 financial year dated 30 June 2020 had forecast free cash flow of EUR -34,000 thousand.

Overview of financial performance indicators:

Borussia Dortmund Group (IFRS)

EUR '000	Q1 2020/2021	Q1 2019/2020*
Revenue	56,549	112,360
Consolidated total operating proceeds	65,524	175,203
Operating result (EBITDA)	-9,290	24,977
Result from operating activities (EBIT)	-35,793	-757
Net profit/net loss for the year	-35,835	27
Cash flows from operating activities	-14,742	36,777
Free cash flow	-64,976	-24,144

* Change in prior-year items. See also the notes to consolidated financial statements as at 30 June 2020.

DEVELOPMENT OF NON-FINANCIAL PERFORMANCE INDICATORS

Borussia Dortmund's strategic corporate governance is centred around its fans, and their active involvement is fundamental to the club's business strategy. Especially in times of social isolation and uncertainty, it is crucial that we maintain and strengthen communication with our most important stakeholder group: our fans. With this in mind, our non-financial performance indicators placed the focus squarely on social interaction in the first quarter of financial year 2020/2021, and a wide variety of the measures we initiated to bring our fans together were a success. Although this presented Borussia Dortmund with the challenge of developing new formats, BVB provided its fans with many opportunities to interact digitally with the club. For instance, instead of touring Asia, we offered a virtual tour with numerous BVB-related activities. Although this was no substitute for seeing the team in person, it was important for the management that the club conveyed the close bond it has with its fans and supporters worldwide.

The fan podcast was another new format that went live in the first quarter. BVB's fan podcast gives fans an opportunity to have their say and meet some of the club's players and legends. A fan gets to share his or her story with BVB every two weeks. We further sharpened our focus on our fans in the digital realm by launching BVB's Twitch channel, which revolves around e-sports, in particular football. Twitch is a live streaming platform targeting younger audiences. Within four weeks, BVB had some 15,000 followers on Twitch. Borussia Dortmund is thus the most popular German club on this platform.

The exemplary and responsible manner in which the 9,300 fans conducted themselves at BVB's first match is a testament to how close-knit and united the club is as a community.

The input of the fan community concerning the decision to establish a girl's and women's football programme as at 1 July 2021 is further proof of this. We will lay the foundation for this in the coming months. The final decision to establish a girl's and women's football programme was preceded by a survey of BVB's members and Dortmund's football clubs. One thing is certain: Borussia Dortmund will not acquire a licence from another professional club and will instead develop and promote women's football from within the club. BVB continues to promote diversity and equal opportunities with this progressive step.

In addition to being a socially responsible club, Borussia Dortmund also takes its environmental responsibility seriously. With this in mind, the club formed additional cross-disciplinary project groups that will increasingly tackle the issues related to the use of resources in match operations and mobility.

RESULTS OF OPERATIONS

During the reporting period, Borussia Dortmund generated revenue of EUR 56,549 thousand (previous year: EUR 112,360 thousand) and consolidated total operating proceeds of EUR 65,524 thousand (previous year: EUR 175,203 thousand).

Borussia Dortmund closed out the first quarter of the 2020/2021 financial year with a consolidated net loss of EUR 35,835 thousand, a decrease of EUR 35,862 thousand compared to the prior-year period.

The operating result (EBITDA) amounted to EUR -9,290 thousand, down EUR 34,267 thousand on the prior-year figure of EUR 24,977 thousand. The result from operating activities (EBIT) amounted to EUR -35,793 thousand (previous year: EUR -757 thousand). This decrease amounting to EUR 35,036 thousand is due primarily to the effects of the COVID-19 pandemic.

REVENUE TREND

In the first quarter of financial year 2020/2021, Borussia Dortmund's revenue decreased year on year by EUR 55,811 thousand and amounted to EUR 56,549 thousand (previous year: EUR 112,360 thousand). This is attributable primarily to the fact that the domestic and international club competitions began much later than usual due to the COVID-19 pandemic.

Unlike in the previous year, the new Bundesliga season did not begin until the end of September. Accordingly, two Bundesliga matches, the DFL Super Cup match and the first round of the DFB Cup were played during the reporting period. Due to the official regulations imposed on account of the COVID-19 pandemic, only 9,300 spectators attended Borussia Dortmund's only home match.

In a departure from previous years, income from domestic TV marketing was recognised per match day due to the changes in DFL Deutsche Fußball Liga GmbH's disbursement policy. Since international club competitions will not begin until the middle of October 2020, no TV marketing income was generated in the first quarter from the group stage matches. Furthermore, the club's share of the TV marketing income from the DFL Super Cup decreased due to the fact the team did not win the match, as it had in the previous year. In the first quarter of the financial year, Borussia Dortmund generated EUR 23,149 thousand in income from TV marketing, representing a decrease of EUR 28,025 thousand against the prior-year quarter.

In the first three months of the current financial year, advertising income declined by EUR 1,713 thousand due to the decrease in revenue, the late start to the domestic and international club competitions, and lower attendance figures.

The decrease of EUR 8,377 thousand in income from match operations was due mainly to the fact that there were fewer home matches and the limited number of spectators. Whereas a total of five home matches were held in front of a sold-out crowd in the first quarter of the 2019/2020 financial year, there was only one home match with 9,300 spectators in the current financial year.

Conference, catering and miscellaneous income decreased by EUR 16,896 thousand in the first quarter of the current financial year. In addition to the decline in public catering income on match days and advance booking fees, the COVID-19 pandemic continued to adversely affect events organised by BVB Event & Catering GmbH. Furthermore, proceeds from player loans decreased by EUR 6,208 thousand. In addition, the previous year included revenue from the four-part documentary series about Borussia Dortmund. Release fees for national team players also declined slightly compared to the prior-year quarter.

Income from merchandising amounted to EUR 8,247 thousand (previous year: EUR 9,047 thousand). The club's various sales channels were unable to fully compensate for the income that would normally have been generated on match days.

NET TRANSFER INCOME

Net transfer income amounted to EUR 5,159 thousand (previous year: EUR 10,326 thousand). This includes primarily the transfer proceeds from the departures of the players Ömer Toprak (Werder Bremen) and Dženis Burnić (1. FC Heidenheim) as well as subsequent transfer proceeds less residual carrying amounts and selling costs incurred.

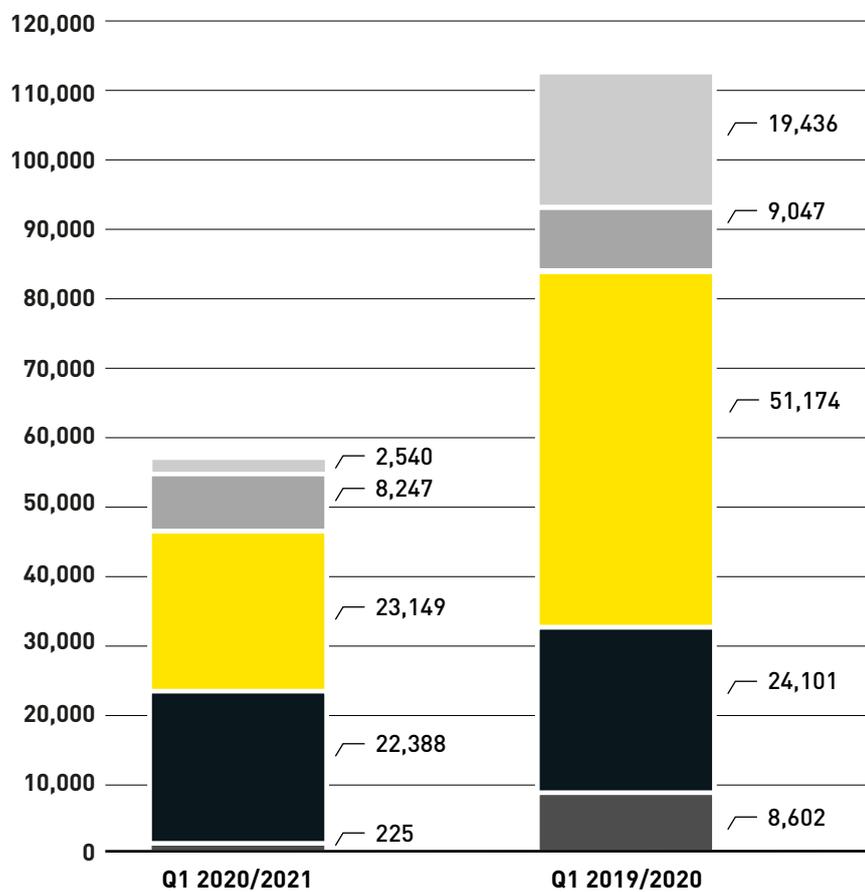
The prior-year figure of EUR 10,326 thousand was attributable mainly to the departure of the players Abdou Diallo, Alexander Isak, Maximilian Philipp and Sebastian Rode.

EUR '000	Q1 2020/2021	Q1 2019/2020
Gross transfer proceeds	8,975	62,843
Transfer costs	-531	-3,135
Net transfer proceeds	8,444	59,708
Residual carrying amount	-3,285	-49,382
Net transfer income	5,159	10,326

Consolidated total operating proceeds amounted to EUR 65,524 thousand in the reporting period (previous year: EUR 175,203 thousand).

Other operating income amounted to EUR 1,301 thousand (previous year: EUR 1,634 thousand) and primarily includes insurance reimbursements, valuation allowances and provisions.

Borussia Dortmund Group – Revenue in EUR '000



- Conference, catering, miscellaneous
- Merchandising
- TV marketing
- Advertising
- Match operations

CHANGES IN SIGNIFICANT OPERATING EXPENSES

COST OF MATERIALS

Cost of materials decreased by EUR 2,141 thousand to EUR 4,384 thousand in the first quarter of financial year 2020/2021. The decline is due to lower merchandising income and a rise in the cost of materials ratio in the first quarter of the reporting period. The cost of materials for catering also decreased due to the decline in revenue.

PERSONNEL EXPENSES

Personnel expenses amounted to EUR 48,364 thousand in the first quarter of financial year 2020/2021, down EUR 7,175 thousand from the previous year. The decrease was primarily attributable to personnel expenses for match operations, which declined due to the fact that the club competitions commenced at a later date and that the professional squad and the coaching staff forewent a portion of their salaries.

DEPRECIATION, AMORTISATION AND WRITE-DOWNS

In the period under review, depreciation, amortisation and write-downs increased by EUR 769 thousand to EUR 26,503 thousand as compared to the previous financial year.

OTHER OPERATING EXPENSES

During the reporting period, other operating expenses amounted to EUR 19,551 thousand (previous year: EUR 37,279 thousand). The most significant decline (EUR 9,636 thousand) was recorded for advertising expenses and is attributable to the new marketing agreement that the club signed with Sportfive Germany GmbH at considerably better terms. Due to the late start to the current season, expenses from match operations (EUR 5,518 thousand) were below the prior-year figure. In addition to lower costs on match days, football association dues, which are based on TV marketing income, also declined.

FINANCIAL RESULT

The financial result increased by EUR 534 thousand to EUR -191 thousand (previous year: EUR -725 thousand).

TAX EXPENSE

The tax expense in the period under review amounted to EUR 149 thousand (previous year: EUR 1,509 thousand).

ANALYSIS OF CAPITAL STRUCTURE

DEVELOPMENT AND PERFORMANCE OF THE BUSINESS

CONSOLIDATED STATEMENT OF FINANCIAL POSITION

of Borussia Dortmund GmbH & Co. Kommanditgesellschaft auf Aktien, Dortmund

ASSETS	30/09/2020		30/06/2020	
	EUR '000	in %	EUR '000	in %
Non-current assets				
Intangible assets	251,161	44.9	229,667	44.3
Property, plant and equipment	190,233	34.0	193,037	37.3
Investments accounted for using the equity method	321	0.1	321	0.1
Financial assets	31	0.0	32	0.0
Trade and other financial receivables	8,004	1.4	12,680	2.4
Prepaid expenses	7,667	1.4	5,718	1.1
	457,417	81.8	441,455	85.2
Current assets				
Inventories	9,892	1.8	6,754	1.3
Trade and other financial receivables	47,661	8.5	36,520	7.1
Tax assets	316	0.1	375	0.1
Cash and cash equivalents	772	0.1	3,317	0.6
Prepaid expenses	25,132	4.5	9,901	1.9
Assets held for sale	17,848	3.2	19,645	3.8
	101,621	18.2	76,512	14.8
	559,038	100.0	517,967	100.0

In the first quarter of financial year 2020/2021, Borussia Dortmund reported total assets of EUR 559,038 thousand, up EUR 41,071 thousand from the figure reported on 30 June 2020.

Fixed assets rose by EUR 18,689 thousand. The rise is due primarily to additions amounting to EUR 46,681 thousand (of which EUR 46,090 thousand in player registrations), which were partly offset by disposals and reclassifications of non-current intangible to assets held for sale of EUR 1,489 thousand as well as amortisation and write-downs of EUR 26,503 thousand.

Trade receivables and other financial receivables increased by EUR 6,465 thousand to EUR 55,665 thousand. The increase is due mainly to receivables from advertising partners and claims in connection with domestic and international TV marketing income.

Cash and cash equivalents decreased by EUR 2,545 thousand to EUR 772 thousand as at 30 September 2020 (30 June 2020: EUR 3,317 thousand).

Prepaid expenses increased by EUR 17,180 thousand to EUR 32,799 thousand, due mainly to deferred salary payments and accrued prepayments for marketing activities.

CONSOLIDATED STATEMENT OF FINANCIAL POSITION

of Borussia Dortmund GmbH & Co. Kommanditgesellschaft auf Aktien, Dortmund

EQUITY AND LIABILITIES	30/09/2020		30/06/2020	
	EUR '000	in %	EUR '000	in %
Equity				
Subscribed capital	92,000	16.4	92,000	17.8
Reserves	177,725	31.8	213,560	41.2
Treasury shares	-113	0.0	-113	0.0
Equity attributable to the owners of the parent company	269,612	48.2	305,447	59.0
Non-current liabilities				
Lease liabilities	18,711	3.3	20,054	3.9
Trade payables	43,370	7.8	69,627	13.4
Deferred income	312	0.1	230	0.0
	62,393	11.2	89,911	17.3
Current liabilities				
Financial liabilities	71,626	12.8	8,031	1.6
Lease liabilities	4,553	0.8	4,350	0.8
Trade payables	76,732	13.7	67,432	13.0
Other financial liabilities	38,824	7.0	39,115	7.6
Tax liabilities	40	0.0	40	0.0
Deferred income	35,258	6.3	3,641	0.7
	227,033	40.6	122,609	23.7
	559,038	100.0	517,967	100.0

As at 30 September 2020, the Group's share capital remained unchanged at EUR 92,000 thousand. Equity amounted to EUR 269,612 thousand, corresponding to an equity ratio of 48.23% (30 June 2020: 58.97%).

Furthermore, Borussia Dortmund reported total liabilities of EUR 289,426 thousand. These were up EUR 76,906 thousand on the figure reported as at 30 June 2020. The change was as follows:

Trade payables and other financial liabilities decreased by EUR 17,248 thousand to EUR 158,926 thousand. This was due primarily to lower liabilities from transfer deals.

As at the end of the reporting period, Borussia Dortmund also reported EUR 71,626 thousand (30 June 2020 EUR 8,031 thousand) in overdraft facilities, which it had drawn down, under current financial liabilities.

As at 30 June 2020, tax liabilities remained unchanged at EUR 40 thousand.

Deferred income rose from EUR 3,871 thousand as at 30 June 2020 to EUR 31,699 thousand due mainly to advance payments made for sponsorships in the course of the reporting period.

ANALYSIS OF CAPITAL EXPENDITURE

In the first quarter of the current financial year, Borussia Dortmund invested EUR 63,851 thousand in fixed assets. Of this amount, EUR 63,273 thousand was invested in intangible assets, which related almost entirely to the player base.

During the same period, EUR 578 thousand was invested in property, plant and equipment.

ANALYSIS OF LIQUIDITY

As at 30 September 2020, Borussia Dortmund held unrestricted cash funds of EUR 772 thousand. Borussia Dortmund also had access to an additional EUR 120,000 thousand in overdraft facilities, of which EUR 71,626 thousand had been drawn down as at the end of the reporting period.

To counter any risks that may arise, or any risks that had already materialised, in the course of the pandemic, Borussia Dortmund extended its overdraft facilities early.

Cash flows from operating activities amounted to EUR -14,742 thousand in the first quarter of financial year 2020/2021 (previous year: EUR 36,777 thousand).

Free cash flow amounted to EUR -64,976 thousand (previous year: EUR -24,144 thousand).

OPPORTUNITIES AND RISKS

The entrepreneurial actions of Borussia Dortmund invariably expose it to risks which have the ability to exert a positive or a negative influence on its business activities. The Company's risk management system is designed to identify, assess and manage such risks. This ensures the Company's ability to continue as a going concern and detects any developments jeopardising its existence early on so that appropriate countermeasures can be taken to remedy the situation. Management monitors the risk management system and reports regularly to the Supervisory Board.

For additional details, please refer to the notes on opportunities and risks in the 2019/2020 Annual Report, which were dominated by the COVID-19 pandemic and its impact. The COVID-19 pandemic and the associated strict regulations and restrictions on public life as well as the economic consequences thereof are still being acutely felt in Germany and throughout the world and remain a source of great uncertainty.

There are no risks that jeopardise Borussia Dortmund's ability to continue as a going concern.

REPORT ON EXPECTED DEVELOPMENTS

EXPECTED DEVELOPMENT OF THE COMPANY

The 2020/2021 Bundesliga season started considerably later than usual on 19 September 2020. After four match days, Borussia Dortmund was in third place with nine points, directly behind FC Bayern Munich and RB Leipzig and one point ahead of Eintracht Frankfurt. Borussia Dortmund thus occupied one of the coveted UEFA Champions League spots after four match days.

Borussia Dortmund beat nearby MSV Duisburg with 0:5 in the first round of the DFB Cup. The second round will be held later than usual this year, on 22 and 23 December 2020. The draw for the second round has not yet taken place.

In its first group stage match of the UEFA Champions League, Lucien Favre's team will face Lazio in Rome on 20 October 2020.

EXPECTED GENERAL ECONOMIC ENVIRONMENT

Please see the Group management report dated 30 June 2020 for a summary of the expected general economic environment.

Limited numbers of spectators were allowed back into stadiums for the first Bundesliga matches on the condition that all applicable coronavirus protection regulations, rules and protocols were complied with.

The situation will be reassessed at the end of October following a six-week test phase. The number of spectators that will be allowed into stadiums will be determined on a case-by-case basis in close consultation with the responsible authorities on the basis of the local coronavirus case rates. Since the number of coronavirus cases is rising steadily in Germany, the number of spectators allowed into the stadium for the match against FC Schalke 04 on 24 October 2020 was reduced to 300.

Since selling out stadiums is currently not feasible and any easing of restrictions will always be conditional on static or falling rates of infection (which is currently not the case), earnings forecasts in this regard are dominated by severe losses and uncertainty.

Commercially successful professional football operations are no longer limited to just regional or national levels. The team's success in these competitions is very much a focus in all plans. Qualifying for the group stage of the UEFA Champions League continues to place Borussia Dortmund in a better financial position. Playing and delivering positive performances in the competition not only generates income, it can also widen the club's media and brand coverage, which promotes the club's interaction with existing fans and encourages others to begin following Borussia Dortmund. The club intends to promote these effects with a progressive internationalisation strategy that is regularly tailored to current trends. In light of this, Borussia Dortmund aims to further expand and professionalise its digital presence. Borussia Dortmund thereby responds to social trends and to a large degree leverages the attractiveness of the Borussia Dortmund brand. The growing international awareness of the brand that this gives rise to allows the club to tap foreign markets.

In the 2020/2021 season, Borussia Dortmund once again marketed its virtual advertising boards. SIGNAL IDUNA PARK's advertising boards can be digitally overlaid in the broadcast signal to target the respective TV audiences when broadcasting matches abroad. In times when matches are held behind closed doors or only in front of a very small number of spectators, this technology allows sponsors abroad to be targeted on an individual basis. For Borussia Dortmund's international partners in particular, this is an attractive and increasingly popular way to reach their customers worldwide.

Despite the economic setbacks in the first half of the 2020 calendar year and the forecast exacerbation of the global economic slump, professional football, particularly in Germany, has not lost any of its appeal.

Particular focus will be placed on income from TV marketing in connection with the expected general economic environment.

DFL Deutsche Fußball Liga GmbH has informed the clubs of the first and second Bundesliga divisions about the expected distribution volume for the 2020/2021 season. Since any further developments cannot be reliably assessed at present due to the COVID-19 pandemic, the DFL Executive Committee decided to withhold a portion of the distribution as security for the time being. Despite the reductions, the announced disbursements of the TV funds will allow for a good degree of planning.

After having previously secured big revenue packages, DFL Deutsche Fußball Liga GmbH once again sold the media rights for the DACH region for more than a billion euros, despite the significant impact the COVID-19 pandemic has had. The clubs can expect to split an average of EUR 1.1 billion among themselves for the 2021/2022 to 2024/2025 seasons. This corresponds to total revenue of EUR 4.4 billion, and in these uncertain times that represents an excellent economic foundation for the coming seasons.

After marketing activities at the stadium temporarily came to a complete halt, stadium tours were resumed on 1 July 2020. Visitors can take these self-guided tours using their own smartphones and headphones. Hospitality events have also resumed; however the number of participants has been reduced significantly and visitors must comply the hygiene guidelines.

Since policy-makers will continue to set the precedents in this regard, this revenue item is also expected to decrease until further notice.

Transfer deals are an important part of Borussia Dortmund's business and, as in previous years, represent a significant source of income. However, in view of the developments in the economic environment, Borussia Dortmund on principle only takes transfer income into limited account in its planning. The transfer policy nevertheless presents significant opportunities to generate substantial income. Consequently, transfer deals are always assessed against the background of the current season. High transfer sums often go hand in hand with a drop in quality within the team, but it cannot be ruled out that value-driven transfers will be concluded contrary to the Company's sporting interests. Given Borussia Dortmund's sustained success, its players are increasingly piquing the interest of other top clubs.

The COVID-19 crisis is also influencing the transfer market. Transfer sums for players are expected to decrease temporarily on account of the economic uncertainties. According to the International Centre for Sports Studies, it is possible that transfer sums for players in Europe's leagues will decline by several million euros.

Despite the expected potential losses and the uncertainty as the situation continues to unfold, the European leagues remain attractive for talented young players.

OVERALL ASSESSMENT OF EXPECTED PERFORMANCE

The COVID-19 crisis is currently overshadowing the economic activities of German companies, forcing them to confront the major challenge of having to operate in a highly uncertain environment. After concluding the season under unprecedented circumstances, Borussia Dortmund also expects to face significant economic restrictions in the coming season. The risk of a second wave of the pandemic and another lockdown as a result will shape economic planning for some time to come. Borussia Dortmund will persevere through these difficult times thanks to the economically sound foundation it has built up and the specific countermeasures it has taken. There is a high forecasting risk stemming from the strong dependence on political decisions and the further course of the COVID-19 pandemic. Thus, any statements regarding the future performance of the Company are subject to a high degree of uncertainty.

DISCLAIMER

This interim Group management report contains forward-looking statements. Such statements are based on current estimates and are by nature subject to risks and uncertainties. Actual results may differ from the statements made in this report.

CONDENSED INTERIM CONSOLIDATED FINANCIAL STATEMENTS

CONSOLIDATED STATEMENT OF FINANCIAL POSITION

of Borussia Dortmund GmbH & Co. Kommanditgesellschaft auf Aktien

EUR '000	30/09/2020	30/06/2020
ASSETS		
Non-current assets		
Intangible assets	251,161	229,667
Property, plant and equipment	190,233	193,037
Investments accounted for using the equity method	321	321
Financial assets	31	32
Trade and other financial receivables	8,004	12,680
Prepaid expenses	7,667	5,718
	457,417	441,455
Current assets		
Inventories	9,892	6,754
Trade and other financial receivables	47,661	36,520
Tax assets	316	375
Cash and cash equivalents	772	3,317
Prepaid expenses	25,132	9,901
Assets held for sale	17,848	19,645
	101,621	76,512
	559,038	517,967
EQUITY AND LIABILITIES		
Equity		
Subscribed capital	92,000	92,000
Reserves	177,725	213,560
Treasury shares	-113	-113
Equity attributable to the owners of the parent company	269,612	305,447
Non-current liabilities		
Lease liabilities	18,711	20,054
Trade payables	43,370	69,627
Deferred income	312	230
	62,393	89,911
Current liabilities		
Financial liabilities	71,626	8,031
Lease liabilities	4,553	4,350
Trade payables	76,732	67,432
Other financial liabilities	38,824	39,115
Tax liabilities	40	40
Deferred income	35,258	3,641
	227,033	122,609
	559,038	517,967

CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

of Borussia Dortmund GmbH & Co. Kommanditgesellschaft auf Aktien

EUR '000	Q1 2020/2021	Q1 2019/2020*
Revenue	56,549	112,360
Net transfer income	5,159	10,326
Other operating income	1,301	1,634
Cost of materials	-4,384	-6,525
Personnel expenses	-48,364	-55,539
Depreciation, amortisation and write-downs	-26,503	-25,734
Other operating expenses	-19,551	-37,279
Result from operating activities	-35,793	-757
Net income/loss from investments in associates	0	0
Finance income	169	127
Finance costs	-360	-852
Financial result	-191	-725
Profit before income taxes	-35,984	-1,482
Income taxes	149	1,509
Consolidated net profit / net loss for the year	-35,835	27
Items that were subsequently reclassified to profit or loss		
Cash flow hedge		
- effective portion of the change in fair value	0	0
- reclassification to profit or loss	0	0
Other gains/losses incurred during the period, after taxes	0	0
Total comprehensive income	-35,835	27
Consolidated net profit / net loss for the year attributable to:		
- Owners of the parent:	-35,835	27
- Minority interests:	0	0
Total comprehensive income attributable to:		
- Owners of the parent:	-35,835	27
- Minority interests:	0	0
Earnings per share (basic/diluted in EUR)	-0.39	0.00

* Change in prior-year items. See also the notes to consolidated financial statements as at 30 June 2020.

CONSOLIDATED STATEMENT OF CASH FLOWS

of Borussia Dortmund GmbH & Co. Kommanditgesellschaft auf Aktien

EUR '000	Q1 2020/2021	Q1 2019/2020*
Profit before income taxes	-35,984	-1,482
Depreciation, amortisation and write-downs of non-current assets	26,503	25,734
Gain/loss on disposals of non-current assets	-5,690	-10,362
Other non-cash expenses/income	169	-914
Transfer costs	580	3,135
Interest income	-169	-127
Interest expense	360	852
Changes in other assets not classified as from investing or financing activities	-36,000	-54,495
Changes in other liabilities not classified as from investing or financing activities	35,788	75,787
Interest paid	-360	-811
Income taxes paid	61	-540
Cash flows from operating activities	-14,742	36,777
Payments for investments in intangible assets	-63,273	-115,867
Net proceeds from transfers	13,616	59,169
Payments for investments in property, plant and equipment	-578	-4,242
Proceeds from disposals of property plant and equipment	0	4
Proceeds from financial assets	1	15
Cash flows from investing activities	-50,234	-60,921
Repayment of lease liabilities	-1,164	-924
Cash flows from financing activities	-1,164	-924
Change in cash and cash equivalents	-66,140	-25,068
Cash and cash equivalents at the beginning of the period	-4,714	55,865
Cash and cash equivalents at the end of the period	-70,854	30,797
Definition of cash and cash equivalents		
Bank balances and cash-in-hand	772	30,797
Utilisation of overdraft facilities	-71,626	0
Cash and cash equivalents at the end of the period	-70,854	30,797

* Change in prior-year items. See also the notes to consolidated financial statements as at 30 June 2020.

CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

of Borussia Dortmund GmbH & Co. Kommanditgesellschaft auf Aktien

EUR '000	Subscribed capital	Reserves			Treasury shares	Equity attributable to the owners of the parent company	Minority interests	Consolidated equity
		Capital reserves	Other revenue reserves	Cash flow hedge				
1 July 2019	92,000	142,843	120,189	0	-113	354,919	0	354,919
Acquisition of non-controlling interests without change of control	0	0	0	0	0	0	0	0
Sale of treasury shares	0	0	0	0	0	0	0	0
Transactions with shareholders	0	0	0	0	0	0	0	0
Consolidated net profit for the year	0	0	27	0	0	27	0	27
Other gains/losses incurred during the period, after taxes	0	0	0	0	0	0	0	0
Total comprehensive income	0	0	27	0	0	27	0	27
Other reclassifications	0	0	0	0	0	0	0	0
30 September 2019	92,000	142,843	120,216	0	-113	354,946	0	354,946
1 July 2020	92,000	142,843	70,717	0	-113	305,447	0	305,447
Acquisition of non-controlling interests without change of control	0	0	0	0	0	0	0	0
Sale of treasury shares	0	0	0	0	0	0	0	0
Transactions with shareholders	0	0	0	0	0	0	0	0
Consolidated net loss for the year	0	0	-35,835	0	0	-35,835	0	-35,835
Other gains/losses incurred during the period, after taxes	0	0	0	0	0	0	0	0
Total comprehensive income	0	0	-35,835	0	0	-35,835	0	-35,835
Other reclassifications	0	0	0	0	0	0	0	0
30 September 2020	92,000	142,843	34,882	0	-113	269,612	0	269,612

NOTES to the consolidated financial statements for the first quarter of financial year 2020/2021
of Borussia Dortmund GmbH & Co. Kommanditgesellschaft auf Aktien

GENERAL DISCLOSURES

Borussia Dortmund GmbH & Co. KGaA (hereinafter also "Borussia Dortmund" or the "Group") has its registered office at Rheinlanddamm 207 – 209, 44137 Dortmund, Germany, and is listed in the commercial register of the Local Court (Amtsgericht) of Dortmund under the number HRB 14217. Borussia Dortmund's professional squad has competed in the Bundesliga's first division for more than four decades. Borussia Dortmund also operates Group companies that sell merchandise, organise and host match-day and non-match-day events, and provide travel services. Borussia Dortmund also holds an interest in a medical rehabilitation centre.

The general partner, BVB Geschäftsführungs-GmbH, Dortmund, is responsible for management and representation of Borussia Dortmund GmbH & Co. KGaA. Borussia Dortmund Geschäftsführungs-GmbH is for its part represented by Managing Directors Hans-Joachim Watzke (Chairman), Thomas Treß and Carsten Cramer; its sole shareholder is Ballspielverein Borussia 09 e.V. Dortmund.

The interim consolidated financial statements are presented in thousands of euros.

The subtotals contained in the consolidated statement of comprehensive income for the result from operating activities (EBIT) and the financial result are used to provide detailed information.

ACCOUNTING POLICIES

These condensed interim consolidated financial statements for the period from 1 July to 30 September 2020, including the prior-year information, were prepared in accordance with International Financial Reporting Standards (IFRSs) relating to interim reporting, as adopted in the European Union, and the supplementary provisions of German commercial law required to be observed in accordance with § 315e (1) HGB.

The same accounting policies are applied in the interim consolidated financial statements as in the consolidated financial statements as at 30 June 2020. The only change related to the recognition of revenue in accordance with IFRS 15 in financial year 2020/2021. Income from domestic TV marketing, which had previously been recognised over time, will from now on be recognised at a point in time due to the change in the accounting policies.

More detailed information on the accounting policies applied can be found in the notes to the consolidated financial statements as at 30 June 2020.

All interpretations of the International Financial Reporting Interpretation Committee (IFRIC) which were binding as at 30 September 2020 have been applied.

SCOPE OF CONSOLIDATED FINANCIAL STATEMENTS

The consolidated group has not undergone any changes since the publication of the consolidated financial statements as at 30 June 2020.

TRADE AND OTHER FINANCIAL RECEIVABLES

Trade and other financial receivables increased by EUR 6,465 thousand to EUR 55,665 thousand. The increase is due mainly to receivables from advertising partners and claims for domestic and international TV marketing income.

PREPAID EXPENSES

Prepaid expenses increased by EUR 17,180 thousand to EUR 32,799 thousand. The increase is attributable primarily to deferred salary payments and accrued prepayments for marketing services.

CONSOLIDATED EQUITY

Borussia Dortmund's consolidated equity amounted to EUR 269,612 thousand in Q1 2020/2021 (30 June 2020: EUR 305,447 thousand).

Subscribed capital amounted to EUR 92,000 thousand and is divided into the same number of no-par value shares, each representing a notional share in the share capital of EUR 1.00.

Reserves amounted to EUR 177,725 thousand (30 June 2020: EUR 213,560 thousand).

Changes in consolidated equity are presented in the consolidated statement of changes in equity.

TRADE PAYABLES AND OTHER FINANCIAL LIABILITIES

Trade payables and other financial liabilities decreased by EUR 17,248 thousand to EUR 158,926 thousand. This decline was due primarily to lower liabilities from transfer deals.

REVENUE

As at 30 September 2020, revenue in accordance with IFRS 15 was as follows:

EUR '000	Q1 2020/2021	Q1 2019/2020*
Match operations	225	8,602
Advertising	22,388	24,101
TV Marketing	23,149	51,174
Merchandising	8,247	9,047
Conference, catering, miscellaneous	2,540	19,436
	56,549	112,360

* Change in prior-year items. See also the notes to consolidated financial statements as at 30 June 2020.

OPERATING SEGMENTS

Borussia Dortmund has four reportable segments, which are responsible for the main activities of the overall Group. The first segment consists of Borussia Dortmund GmbH & Co. KGaA, which operates a football club including a professional football squad and leverages the associated revenue potential arising from transfer deals, catering, TV marketing, advertising and match operations. The second segment consists of the separate merchandising business, which is carried out by BVB Merchandising GmbH, a legally independent entity.

The wholly owned Group subsidiaries BVB Event & Catering GmbH and besttravel dortmund GmbH are also classified as reportable segments.

BVB Event & Catering GmbH is responsible for conducting stadium tours, providing and arranging for event staffing services and planning, organising, catering, steering and conducting events of all types in its own name and on behalf of third parties.

besttravel dortmund GmbH is responsible for arranging travel by air, rail and ship, as well as package tours offered to private customers by travel agents. It also organises and conducts events such as sports travel, conferences and incentive trips, and arranges hotel and car hire bookings.

Internal reporting is based on the accounting provisions of the German Commercial Code (*Handelsgesetzbuch*, "HGB").

EUR '000	Borussia Dortmund KGaA		BVB Merchandising GmbH		BVB Event & Catering GmbH		besttravel dortmund GmbH		Other adjustments		Group	
	Q1 2020/2021	Q1 2019/2020	Q1 2020/2021	Q1 2019/2020	Q1 2020/2021	Q1 2019/2020	Q1 2020/2021	Q1 2019/2020	Q1 2020/2021	Q1 2019/2020*	Q1 2020/2021	Q1 2019/2020*
Total revenue	57,185	159,564	8,392	9,638	667	5,172	101	427	-9,796	-62,441	56,549	112,360
of which match operations	225	8,602	0	0	0	0	0	0	0	0	225	8,602
of which advertising	22,396	24,110	0	0	0	0	0	0	-8	-9	22,388	24,101
of which TV marketing	23,149	51,174	0	0	0	0	0	0	0	0	23,149	51,174
of which transfer deals	9,992	67,068	0	0	0	0	0	0	-9,992	-67,068	0	0
of which merchandising	0	0	8,392	9,638	0	0	0	0	-145	-591	8,247	9,047
of which conference, catering, miscellaneous	1,423	8,610	0	0	667	5,172	101	427	349	5,227	2,540	19,436
Total revenue	57,185	159,564	8,392	9,638	667	5,172	101	427	-9,796	-62,441	56,549	112,360
of which external	56,987	159,190	8,247	9,047	232	3,741	58	226	-8,975	-59,844	56,549	112,360
of which internal	198	374	145	591	435	1,431	43	201	-821	-2,597	0	0
Segment profit before income taxes**	-38,298	-4,425	856	950	-280	482	-105	226	1,843	1,285	-35,984	-1,482
Segment assets***	542,449	623,942	19,383	18,367	4,892	6,784	1,060	1,901	-8,746	-33,954	559,038	617,040
Segment liabilities	245,787	237,182	8,502	7,486	4,867	6,759	1,021	1,531	29,249	9,136	289,426	262,094

* Change in prior-year items. See also the notes to consolidated financial statements as at 30 June 2020.

** Before profit or loss transfer.

*** Including EUR 17,848 thousand in assets held for sale.

Reconciliation of segment profit to be reported		
EUR '000	Q1 2020/2021	Q1 2019/2020
Segments total	-37,827	-2,767
Other gains and losses	10	28
Change in Group earnings	1,833	1,257
Consolidated net profit before taxes	-35,984	-1,482

The changes in the Group's earnings as reported in the reconciliation were due primarily to adjustments made when translating HGB accounting to IFRS accounting as well as the elimination of transactions between Group entities.

The Borussia Dortmund GmbH & Co. KGaA segment exceeded the 10% threshold stipulated in IFRS 8.34 for two customers by a total of EUR 23,372 thousand (previous year: two customers, EUR 52,234 thousand). The allocation of revenue items is presented in the table below:

EUR '000	Borussia Dortmund KGaA		BVB Merchandising GmbH		BVB Event & Catering GmbH		besttravel dortmund GmbH		Total	
	Q1 2020/2021	Q1 2019/2020*	Q1 2020/2021	Q1 2019/2020	Q1 2020/2021	Q1 2019/2020	Q1 2020/2021	Q1 2019/2020	Q1 2019/2020	Q1 2019/2020*
Total revenue	23,372	52,234	0	0	0	0	0	0	23,372	52,234
of which match operations	0	0	0	0	0	0	0	0	0	0
of which advertising	0	0	0	0	0	0	0	0	0	0
of which TV marketing	23,012	50,998	0	0	0	0	0	0	23,012	50,998
of which merchandising	0	0	0	0	0	0	0	0	0	0
of which conference, catering, miscellaneous	360	1,236	0	0	0	0	0	0	360	1,236

* Change in prior-year items. See also the notes to consolidated financial statements as at 30 June 2020.

STATEMENT OF CASH FLOWS

The Group's statement of cash flows was prepared in accordance with IAS 7 (Statement of Cash Flows). Cash and cash equivalents reported in the statement of financial position amounted to EUR 772 thousand (30 June 2020: EUR 3,317 thousand). In addition, liabilities to banks amounting to EUR 71,626 thousand were reported during the period under review (30 June 2020: EUR 8,031 thousand).

MATERIAL INVESTMENTS

In the first quarter of the current financial year, Borussia Dortmund invested EUR 63,851 thousand in fixed assets. Of this amount, EUR 63,273 thousand was invested in intangible assets, which related almost entirely to the player base.

During the same period, EUR 578 thousand was invested in property, plant and equipment.

OTHER FINANCIAL OBLIGATIONS

The following financial obligations were reported as at 30 September 2020:

30/09/2020 (EUR '000)	Total	Due after		
		less than 1 year	1-5 years	more than 5 years
Rental and lease payments (operating leases)	1,237	555	627	55
Marketing fees	44,694	7,192	30,941	6,561
Other obligations	3,181	856	1,837	488
	49,112	8,603	33,405	7,104

In financial year 2020/2021, EUR 227 thousand in rental and lease payments (operating leases) were expensed for leases within the meaning of IFRS 16.6 as at 30 September 2020.

30/06/2020 (EUR '000)	Total	Due after		
		less than 1 year	1-5 years	more than 5 years
Rental and lease payments (operating leases)	1,301	536	700	65
Marketing fees	45,410	6,075	30,587	8,748
Other obligations	3,301	840	2,321	140
	50,012	7,451	33,608	8,953

In financial year 2019/2020, EUR 897 thousand in rental and lease payments were expensed for leases within the meaning of IFRS 16.6.

The minimum lease payments from operating leases relate mostly to lease agreements for offices and various motor vehicles.

Purchase commitments, which relate primarily to the acquisition of intangible assets, amounted to EUR 0 thousand as at the end of the reporting date (30 June 2020: EUR 0 thousand).

In addition, a total of up to EUR 34,051 thousand in variable payment obligations under existing agreements with conditions precedent were reported as at 30 September 2020, of which up to EUR 24,761 thousand were due in less than one year.

EMPLOYEES

At the Group level, Borussia Dortmund employed an average of 844 people during the first quarter of the 2020/2021 financial year, of which 10 were trainees, 260 salaried employees in the Sporting segment and 574 administrative employees (first quarter of the previous year: 875 employees, of which 15 trainees, 273 salaried employees in the Sporting segment and 587 administrative employees).

SUPERVISORY BOARD

The following table provides an overview of the composition of the Supervisory Board as at 30 September 2020:

SUPERVISORY BOARD of Borussia Dortmund GmbH & Co. KGaA

Gerd Pieper	Christian Kullmann	Bernd Geske	Peer Steinbrück	Ulrich Leitermann	Björn Gulden	Dr. Reinhold Lunow	Silke Seidel	Bodo Löttgen
Chairman	Deputy Chairman							

Occupations (as at 30 September 2020)

Retired; former Managing Director of Stadt-Parfümerie Pieper GmbH, Herne	Chairman of the Executive Board of Evonik Industries AG, Essen	Managing partner of Bernd Geske Lean Communication, Meerbusch	Senior Advisor to the Management Board of ING-DiBa AG, Frankfurt am Main	Chairman of the Managing Boards of group parent companies of the SIGNAL IDUNA Group, Dortmund; (SIGNAL Krankenversicherung a.G., Dortmund; SIGNAL IDUNA Lebensversicherung a.G., Hamburg; SIGNAL IDUNA Unfallversicherung a.G., Dortmund; SIGNAL IDUNA Allgemeine Versicherung AG, Dortmund)	Chief Executive Officer of PUMA SE, Herzogenaurach	Medical Director of Praxisklinik Bornheim, Bornheim	Senior Executive at Dortmunder Stadtwerke AG and Managing Director of Hohenbuschei Beteiligungsgesellschaft mbH, Westfalentor 1 GmbH and Dortmund Logistik GmbH, all in Dortmund	Chair of the CDU parliamentary group in the state parliament of North Rhine-Westphalia, detective chief inspector (<i>Kriminalhauptkommissar</i>) (ret.), public administration graduate
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OTHER FUNCTIONS on statutory supervisory boards and comparable German or foreign supervisory bodies of commercial enterprises (as at 30 September 2020)

Member of the Advisory Board of Borussia Dortmund Geschäftsführungs-GmbH, Dortmund	Chairman of the Supervisory Board of ClearVAT Aktiengesellschaft, Berlin	Member and Chairman of the Supervisory Board of Dortmunder Volksbank eG, Dortmund	Member and Chairman of the Supervisory Board of Sana Kliniken AG, Ismaning	Chairman of the BoardSalling Group A/S, Brabant, Denmark (since 6 March 2020)	Member of the Advisory Board of Borussia Dortmund Geschäftsführungs-GmbH, Dortmund
				Member of the Supervisory Board of Tchibo GmbH, Hamburg	

EVENTS AFTER THE END OF THE REPORTING PERIOD

MATCH OPERATIONS

Only 300 spectators were permitted to attend the home match between Borussia Dortmund and FC Schalke 04 on 24 October 2020. In line with the efforts to minimise the number of new coronavirus infections, the public health department did not authorise a higher number of spectators.

Borussia Dortmund played its first home match of the 2020/2021 UEFA Champions League season against Zenit St. Petersburg in front of an empty stadium.

Due to the decision taken by the Federal Government and the Federal States on 28 October 2020, all matches in November 2020 will be held without spectators.

Borussia Dortmund is in third place in the Bundesliga after seven match days.

SPONSORSHIPS

Borussia Dortmund extended its contract with its Champion Partner ROWE Marketing GmbH early until 30 June 2025.

Since Season 2020/2021 Bybit (Wechain Fintech Pte. Ltd.) is also a Champion Partner of Borussia Dortmund.

SEBASTIAN KEHL

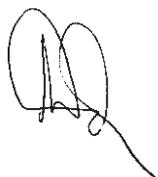
Borussia Dortmund and Sebastian Kehl are continuing their successful collaboration. The Head of the Professional Squad signed an early contract extension with Borussia Dortmund until 30 June 2022.

TRANSFER DEALS

Marius Wolf is on loan at 1. FC Cologne until the end of the 2020/2021 season.

Dortmund, dated 13 November 2020

Borussia Dortmund GmbH & Co. Kommanditgesellschaft auf Aktien
Borussia Dortmund Geschäftsführungs-GmbH



Hans-Joachim Watzke
Managing Director (Chairman)



Thomas Treß
Managing Director



Carsten Cramer
Managing Director

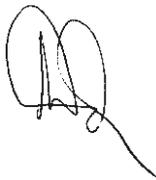
RESPONSIBILITY STATEMENT

To the best of our knowledge, and in accordance with the applicable accounting principles, the consolidated financial statements give a true and fair view of the assets, liabilities, financial position and profit or loss of the Group, and the management report of the Group includes a fair review of the development and performance of the business and the position of the Group, together with a description of the principal opportunities and risks associated with the expected development of the Group.

Dortmund, dated 13 November 2020

Borussia Dortmund GmbH & Co. Kommanditgesellschaft auf Aktien

Borussia Dortmund Geschäftsführungs-GmbH



Hans-Joachim Watzke
Managing Director (Chairman)



Thomas Treß
Managing Director



Carsten Cramer
Managing Director

FINANCIAL CALENDAR

16/11/2020

Eigenkapitalforum (Virtual), Germany – Company presentation

19/11/2020

Virtual General Meeting

30/11/2020

Berenberg Virtuelle European Conference – Company presentation

01/12/2020

Edison Virtual Roadshow, Israel - Company presentation

For more information visit our website <http://aktie.bvb.de/eng>

PUBLICATION DETAILS

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