

**QUARTERLY FINANCIAL REPORT**  
Q1 2019/2020



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*Interim Group Management Report for the period from 1 July to 30 September 2019  
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 2019/2020**

#### **PRESEASON**

For the second time, the team embarked on a preseason tour of the United States that included test matches against the Seattle Sounders and Liverpool FC. Borussia Dortmund won these 1:3 and 2:3, respectively.

During its training camp in Bad Ragaz, the team played test matches against Udinese Calcio from Italy's Serie A and Swiss first-division club FC St. Gallen. Borussia Dortmund won both matches 4:1 to successfully close out the seven-day training camp in Switzerland.

In its final test match of the preseason, BVB chalked up a 0:4 win against third-division club Preußen Münster.

#### **DFL SUPER CUP**

For the sixth time, Borussia Dortmund faced FC Bayern Munich in the DFL Super Cup. BVB won the match 2:0 to pick up its first official silverware of the new season.

#### **DFB CUP**

Borussia Dortmund celebrated a 0:2 win in its first-round match against third-division side KFC Uerdingen 05 and will now host Borussia Mönchengladbach at SIGNAL IDUNA PARK on 30 October 2019 in the second round of the DFB Cup.

#### **BUNDESLIGA**

Borussia Dortmund finds itself in eighth place after six matches, having won three, drawn two and lost one.

#### **UEFA CHAMPIONS LEAGUE**

After a goalless fixture between Borussia Dortmund and FC Barcelona and a draw in the other Group F match, the four teams had one point apiece after match day one.

## **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.

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 high 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.

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## **DEVELOPMENT OF THE MARKET AND COMPETITIVE ENVIRONMENT**

in the first quarter of financial year 2019/2020

### **SPONSORSHIPS**

Two new Champion Partners teamed up with Borussia Dortmund at the beginning of the 2019/2020 season: ESET spol. s.r.o. and comdirect bank AG. comdirect bank AG will be the club's official banking partner.

The agreements run until 30 June 2022 and 30 June 2023, respectively.

Borussia Dortmund also welcomes its two new Premium-Partners, the long-established German manufacturer of coffee products, Melitta Group Management GmbH & Co. KG, and the international cosmetics company, L'Oréal Deutschland GmbH.

In addition to these two new partners, the club also extended two existing partnerships: Coca-Cola European Partners Deutschland GmbH and MBG International Premium Brands GmbH (effect energy drink) renewed their sponsorship agreements and will remain Premium Partners until 2022.

The analogue advertising boards were replaced by the new digital boards at the start of the new season. These new boards give the club more sponsorship opportunities and also reduce the costs associated with preparing the stadium for international matches.

### **TRANSFER DEALS**

Five players left Borussia Dortmund in the 2019/2020 season: Abdou Diallo moved to Paris Saint-Germain F.C.

Maximilian Philipp now plays for FC Dynamo Moscow. Alexander Isak and Shinji Kagawa also both left Borussia Dortmund and now ply their trade in Spain at Real Sociedad San Sebastián and Real Zaragoza, respectively.

Sebastian Rode permanently moved to Bundesliga rivals Eintracht Frankfurt after spending the second half of the past season on loan there.

Six other players left Borussia Dortmund on loan to other clubs. Jeremy Toljan plays for FC Sassuolo, Ömer Toprak for SV Werder Bremen, Marius Wolf for Hertha BSC Berlin, Sergio Gómez for SD Huesca, Felix Paslack for Fortuna Sittard, and André Schürrle for FC Spartak Moscow. All loan agreements expire at the end of the 2019/2020 season.

### **CAPITAL EXPENDITURE**

Borussia Dortmund signed six players during the summer transfer window. Mats Hummels returned to Dortmund after three years at FC Bayern Munich. Borussia Dortmund also signed three other Bundesliga players: Nico Schulz from TSG Hoffenheim, Thorgan Hazard from Borussia Mönchengladbach and Julian Brandt from Bayer 04 Leverkusen.

BVB exercised the buy option in its loan agreement with FC Barcelona and signed centre-forward Paco Alcácer until 2023. The highly-rated youngster Mateu Morey also joined Borussia Dortmund on a free transfer from FC Barcelona.

Borussia Dortmund also promoted youth academy standouts Tobias Raschl and Luca Unbehaun to the professional squad.

## **MATCH OPERATIONS**

Borussia Dortmund continued to be hugely popular in the 2019/2020 season. The club sold out all four of its Bundesliga and UEFA Champions League home matches held to date.

Borussia Dortmund again sold the most season tickets in the Bundesliga, at 55,500.

## **DR WERNER MÜLLER**

Borussia Dortmund mourns the loss of Dr Werner Müller. The Deputy Chairman of the Supervisory Board of Borussia Dortmund passed away on 15 July 2019 in Essen at the age of 73. Dr Müller joined Borussia Dortmund's Advisory Board in 2006. He joined the Supervisory Board on 24 November 2014 and was appointed its Deputy Chairman on 23 November 2015.

## **OTHER**

Borussia Dortmund is the first club in the Bundesliga and the second in Europe to release a documentary. "Inside Borussia Dortmund" is a four-part documentary series that premiered on the streaming service Amazon Prime Video. The series gives fans around the world a unique look behind the scenes at Borussia Dortmund.

Borussia Dortmund invested in new flood lights to ensure that club is in line with the DFL's standards and that it meets UEFA's requirements for the 2024 European Championship.

## GROUP STRUCTURE AND BUSINESS OPERATIONS

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

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 2019 was as follows:

### Shareholding

	Registered office	Share capital (EUR '000)	Shareholding %	Equity (EUR '000)	Net profit/loss (EUR '000)
		as at 30/09/2019		as at 30/09/2019***	01/07/2019 to 30/09/2019***
<b>Fully consolidated companies:</b>					
BVB Stadionmanagement GmbH*	Dortmund	52	100.00	66	20
besttravel dortmund GmbH*	Dortmund	50	100.00	370	226
BVB Merchandising GmbH*	Dortmund	75	100.00	10,881	950
BVB Event & Catering GmbH*	Dortmund	25	100.00	25	482
BVB Asia Pacific Pte. Ltd.	Singapore	66	100.00	169	8
<b>Investments accounted for using the equity method</b>					
Orthomed Medizinisches Leistungs- und Rehabilitationszentrum GmbH**	Dortmund	52	33.33	789	41

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

\*\* Included in the interim consolidated financial statements as at 30 September 2019 as an associate on the basis of the net profit/loss reported as at 31 December 2018.

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



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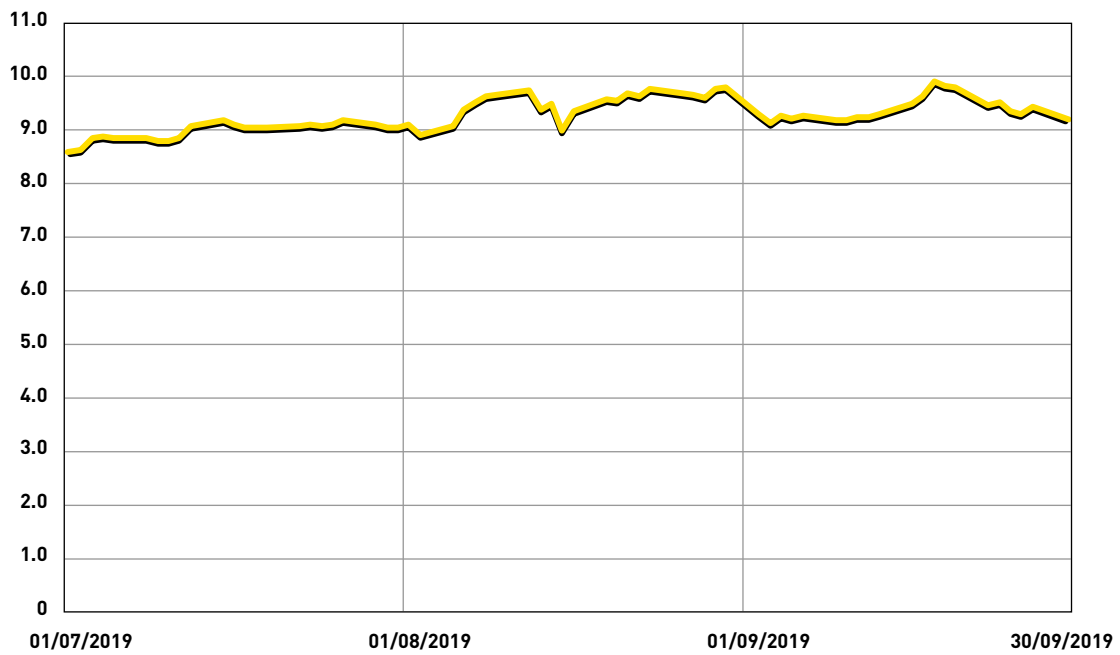
## **THE SHARES OF BORUSSIA DORTMUND GmbH & Co. KGaA**

### **SHARE PRICE PERFORMANCE IN THE FIRST QUARTER OF FINANCIAL YEAR 2019/2020**

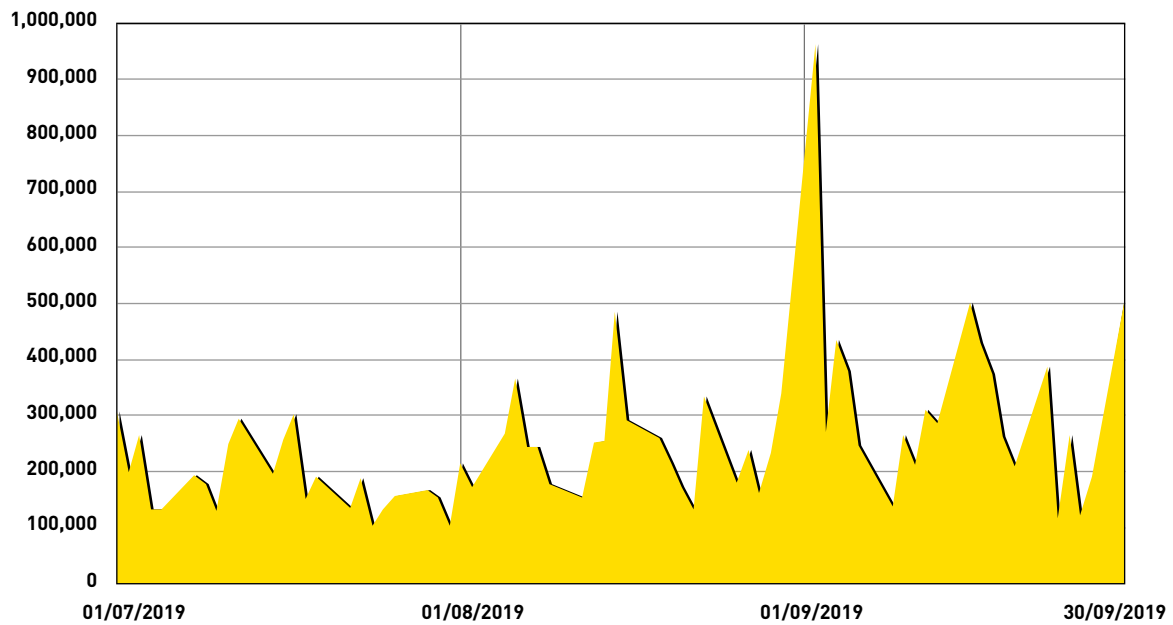
During the reporting period for the first quarter of the 2019/2020 financial year (1 July to 30 September 2019), the performance of BVB shares was influenced by positive sport-related and business announcements by the Company (unless indicated otherwise, the following data is based on the closing price 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 2019/2020 financial year at EUR 8.61 on 1 July 2019 (previous year: EUR 5.36) and reached the EUR 9.10 mark at the end of July 2019. Although this was still during the Bundesliga's summer break, one reason for the rising share price was the successful preseason preparations (including the club's 2019 US tour, which was a sporting and financial success). The share price continued to rise in August 2019 on the heels of the euphoria at the beginning of the season, the team's win against FC Bayern Munich in the DFL Super Cup and positive financial news. On 1 August 2019, BVB shares traded at EUR 9.12 and at EUR 9.38 on 6 August 2019. The team's win in the first round of the DFB Cup was the start of an upswing. The shares traded at EUR 9.68 on 9 August 2019 and at EUR 9.76 on 12 August 2019. However, this was followed by dividend distributions. Shares in Borussia Dortmund then traded at EUR 9.40 on 13 August 2019. On this date the Company published the preliminary figures for financial year 2018/2019 (see ad hoc disclosure from the same date), reporting record consolidated revenue (adjusted for transfers) and an eight-figure net profit for the year. Specifically, consolidated revenue amounted to EUR 489.5 million (previous year: EUR 536.0 million), while consolidated revenue adjusted for transfers increased by EUR 56.0 million, or 17.9%, from EUR 313.3 million to EUR 369.3 million. The consolidated net profit after taxes amounted to EUR 17.4 million in the financial year ended. The capital market took a positive view of this report and the announcement of an intended dividend payment. Borussia Dortmund GmbH & Co. KGaA shares traded at EUR 9.49 on 14 August 2019, at EUR 9.57 on 19 August 2019 following the team's opening match win in the Bundesliga, and at EUR 9.80 on 30 August 2019. The team's performances on the pitch were not always convincing and this led to a volatile share price in the month of September. Following the team's only loss during the reporting period, the shares traded at EUR 9.31 on 2 September 2019 and EUR 9.51 on 16 September 2019, before reaching their high for the reporting period of EUR 9.93 on 18 September 2019. However, two consecutive draws in the Bundesliga then caused the share price to slide again. Shares in Borussia Dortmund traded at EUR 9.80 on 20 September 2019, EUR 9.48 on 23 September 2019 and EUR 9.43 on 27 September 2019. The first quarter of the 2019/2020 financial year ended with shares in Borussia Dortmund GmbH & Co. KGaA trading at EUR 9.23 on 30 September 2019 (previous year: EUR 7.68).

**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 92,000,000.00 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 2019:

- Evonik Industries AG: 14.78%
- Bernd Geske: 9.33%
- Ballspielverein Borussia 09 e.V. Dortmund: 5.53%
- SIGNAL IDUNA: 5.43%
- PUMA SE: 5.0%
- Free float: 59.93%

## **SHAREHOLDINGS BY MEMBERS OF GOVERNING BODIES**

As at 30 September 2019, 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 8,582,009 no-par value shares. Members of management and the Supervisory Board hold a total of 8,589,054 no-par-value shares, which corresponds to more than 1% of the shares issued by Borussia Dortmund GmbH & Co. KGaA.

## **INVESTOR RELATIONS**

The aim of our Company's Investor Relations organisation is to obtain an appropriate valuation of Borussia Dortmund GmbH & Co. KGaA shares 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](http://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 2019/2020 is to continue to foster communication with the capital markets. The Annual Press Conference on the preliminary figures of the 2018/2019 financial year was held in Dortmund on 13 August 2019. The Company also held an analyst conference on the same day in Frankfurt am Main. In addition, conference calls and one-on-one telephone calls were held with capital market representatives during the reporting period.

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

- GSC Research GmbH, Düsseldorf  
Most recent research update: 10 October 2019, Recommendation: "Hold" (previously: "Buy")
- Edison Research Investment Ltd., London, UK  
Most recent research update: 8 October 2019, Recommendation: "n/a"
- Frankfurt Main Research AG, Frankfurt am Main  
Most recent research update: 16 August 2019, Recommendation: "Buy" (previously: "Buy")
- Bankhaus Lampe KG, Düsseldorf  
Most recent research update: 6 August 2019, Recommendation: "Buy" (previously: "Buy")

Individual studies and research updates that our Company is entitled to publish are available online at [www.bvb.de/aktie](http://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.

## **POSITION OF THE COMPANY**

### **DEVELOPMENT OF PERFORMANCE INDICATORS**

#### **DEVELOPMENT OF FINANCIAL PERFORMANCE INDICATORS**

In the first quarter of the 2019/2020 financial year, Borussia Dortmund's financial performance indicators – revenue, 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 175,203 thousand in the reporting period. In the Annual Report as at 30 June 2019, Borussia Dortmund forecast revenue of EUR 485,000 thousand for the full current financial year.

#### **OPERATING RESULT (EBITDA)**

Q1 EBITDA amounted to EUR 24,977 thousand; the forecast for the full 2019/2020 financial year in the Annual Report dated 30 June 2019 had projected EBITDA to exceed the result from operating activities (EBIT) by approximately EUR 85,000 thousand.

#### **RESULT FROM OPERATING ACTIVITIES (EBIT)**

The Q1 result from operating activities (EBIT) amounted to EUR -757 thousand and the net profit for the year totalled EUR 27 thousand.

The report on expected developments dated 30 June 2019 forecast both net profit and a positive result from operating activities (EBIT) in the mid-millions for the full 2019/2020 financial year.

## CASH FLOWS

Cash flows from operating activities amounted to EUR 95,946 thousand (previous year: EUR 52,199 thousand). Borussia Dortmund forecasted as at 30 June 2019 that it would generate cash flows from operating activities in excess of EUR 140,000 thousand for the full 2019/2020 financial year.

## FREE CASH FLOW

Free cash flow in the first quarter of the 2019/2020 financial year amounted to EUR -24,144 thousand (previous year: EUR -37,598 thousand). The report on expected developments for the 2019/2020 financial year dated 30 June 2019 had forecast free cash flow of EUR 35,000 thousand.

Overview of financial performance indicators:

### Borussia Dortmund Group (IFRS)

EUR '000	Q1 2019/2020	Q1 2018/2019*
Revenue	175,203	132,147
Operating result (EBITDA)	24,977	23,832
Result from operating activities (EBIT)	-757	5,949
Net profit/net loss for the year	27	4,637
Cash flows from operating activities	95,946	52,199
Free cash flow	-24,144	-37,598

\* Change in prior-year items. See also the notes to consolidated financial statements as at 30 June 2019.

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## **DEVELOPMENT OF NON-FINANCIAL PERFORMANCE INDICATORS**

Borussia Dortmund had a successful start to the new season on its digital platforms. BVB recorded a particularly positive trend on its website, with site visits increasing by 65% in the first quarter of the 2019/2020 season. The website has now been viewed more than 11,000,000 times. The club also recorded a steadily increasing number of followers on its social media platforms in China. The club's growth on digital platforms is particularly strong in Asia and BVB has generated exceptionally high interaction rates within these communities. The club's growth on Douyin, the Chinese version of TikTok, is outstanding, and its number of followers continues to increase. BVB recorded 65,000 new followers during the quarter, bringing the club's total number of followers on the platform to more than 241,000. Borussia Dortmund's following on its English-language Twitter account also continued to grow. Having added more than 60,000 new followers as at 30 September 2019, the platform is more popular than ever. As in the previous quarter, only Facebook recorded a slight decline, but with more than 15 million fans it remains the club's most popular online platform. This decline is due primarily to the limited reach of the platform, Facebook's efforts to delete spam and inactive profiles and the increasing popularity of other platforms.

However, Borussia Dortmund's reach extends beyond digital platforms. The club currently has more than 860 fan clubs with approximately 59,000 members. The fact that Borussia Dortmund now has an official fan club on nearly every continent is the result of the club's successful efforts to steadily expand and further develop its fan network. The 55,500 season tickets sold is also a reflection of the club's popularity. And demand remains high, with fans interested in 80,805 additional season tickets. However, due to the long wait times, the waiting list for season tickets has been closed. During the 2019/2020 season, Borussia Dortmund issued season tickets to 1,588 people on the waiting list. Furthermore, the club sold 100% of its tickets for VIP lounges at SIGNAL IDUNA PARK.

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## **RESULTS OF OPERATIONS**

During the reporting period, Borussia Dortmund generated revenue of EUR 175,203 thousand (previous year: EUR 132,147 thousand) and gross revenue of EUR 176,837 thousand (previous year: EUR 132,846 thousand).

Borussia Dortmund closed out the first quarter of the 2019/2020 financial year with a consolidated net profit of EUR 27 thousand, a decrease of EUR 4,610 thousand over the previous year. The result from operating activities (EBIT) amounted to EUR -757 thousand (previous year: EUR 5,949 thousand) and the operating result (EBITDA) increased by EUR 1,145 thousand from EUR 23,832 thousand to EUR 24,977 thousand.

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## REVENUE TREND

Borussia Dortmund's revenue increased to EUR 175,203 thousand during the first quarter of the 2019/2020 financial year (previous year: EUR 132,147 thousand). The year-on-year increase of 32.58% was due mainly to the improvement in nearly all revenue items.

The largest increase was recorded in income from transfer deals, which rose by EUR 29,027 thousand from EUR 41,041 thousand to EUR 70,068 thousand. This related primarily to the players Abdou Diallo, Alexander Isak, Maximilian Philipp and Sebastian Rode as well as the loans of Dzenis Burnić, Jeremy Toljan, Ömer Toprak, André Schürrle and Marius Wolf. The corresponding residual carrying amounts increased by EUR 28,960 thousand from EUR 20,421 thousand to EUR 49,381 thousand.

Income from TV marketing increased by EUR 4,219 thousand from EUR 46,955 thousand in the previous year to EUR 51,174 thousand. The increase is due primarily to the distributions for the club's participation in this year's DFL Super Cup.

Advertising income rose by EUR 2,991 thousand to EUR 24,101 thousand. Income from merchandising was also higher, increasing by 37.81% to EUR 9,047 thousand.

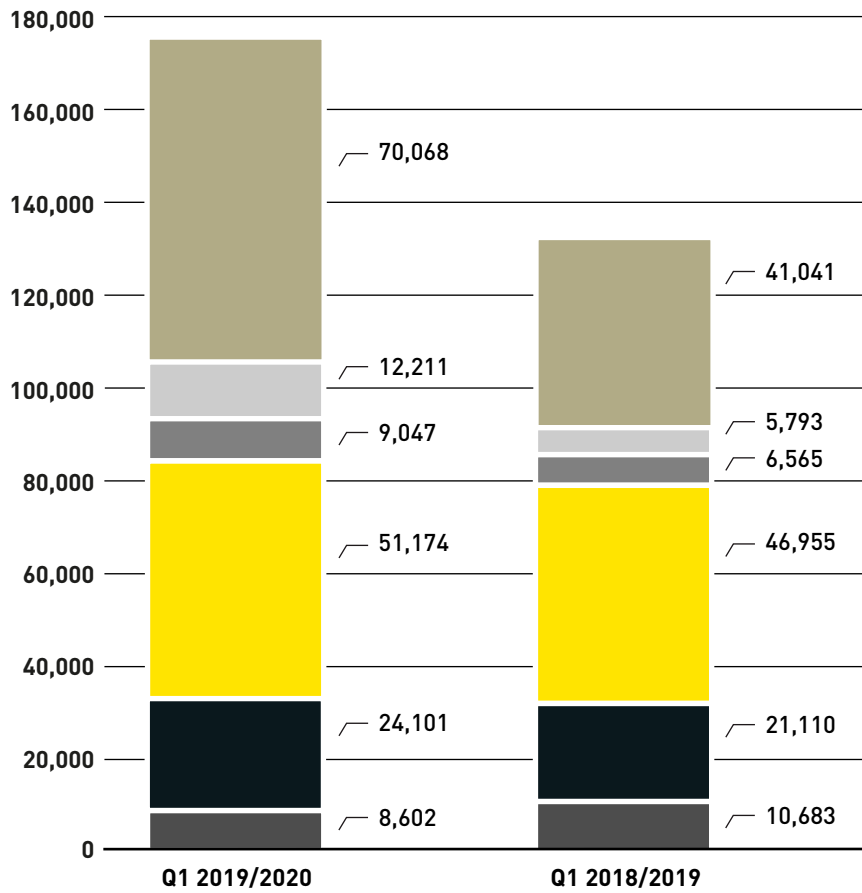
Conference, catering and miscellaneous income rose from EUR 5,793 thousand to EUR 12,211 thousand during the reporting period. The increase is due to catering and rental income associated with the club's participation in the DFL Super Cup and the marketing of a four-part documentary series on Borussia Dortmund.

By contrast, income from match operations declined year on year to EUR 2,081 thousand. The decrease is attributable primarily to lower proceeds from friendlies as compared to the reporting period in the previous year.

Gross revenue increased by EUR 43,991 thousand to EUR 176,837 thousand in the period under review (previous year: EUR 132,846 thousand).



**Borussia Dortmund Group Revenue in EUR '000**



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

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## **CHANGES IN SIGNIFICANT OPERATING EXPENSES**

### **COST OF MATERIALS**

Cost of materials increased by EUR 2,073 thousand to EUR 6,525 thousand in the first quarter of financial year 2019/2020. The rise in cost of materials is due to the higher income from merchandising and catering.

### **PERSONNEL EXPENSES**

Personnel expenses amounted to EUR 55,539 thousand in the first quarter of financial year 2019/2020, up EUR 10,279 thousand from the previous year. The increase was due almost exclusively to personnel expenses for match operations.

### **DEPRECIATION, AMORTISATION AND WRITE-DOWNS**

In the period under review, depreciation, amortisation and write-downs increased by EUR 7,851 thousand to EUR 25,734 thousand as compared to the first quarter in the previous year due primarily to investments in the professional squad.

### **OTHER OPERATING EXPENSES**

During the reporting period, other operating expenses amounted to EUR 89,796 thousand (previous year: EUR 59,302 thousand). The EUR 30,494 thousand increase is due primarily to the increase in expenses resulting from transfer deals and the associated residual carrying amounts. Expenses resulting from transfer deals rose by EUR 26,293 thousand to EUR 55,379 thousand.

### **FINANCIAL RESULT**

The financial result improved by EUR 169 thousand to EUR -725 thousand. This is due mainly to receivables that potentially sold as part of factoring.

### **TAX EXPENSE**

The tax expense in the period under review amounted to EUR 1,509 thousand (previous year: EUR -418 thousand) and related almost entirely to gains from deferred tax assets in respect of loss carryforwards. In the previous year, taxes on income were recognised that were based on the Q1 2018/2019 results.

## ANALYSIS OF CAPITAL STRUCTURE

### DEVELOPMENT AND PERFORMANCE OF THE BUSINESS

#### CONSOLIDATED STATEMENT OF FINANCIAL POSITION

Borussia Dortmund GmbH & Co. Kommanditgesellschaft auf Aktien, Dortmund

ASSETS	30/09/2019		30/06/2019	
	EUR '000	in %	EUR '000	in %
<b>Non-current assets</b>				
Intangible assets	263,908	42.8	163,710	32.7
Property, plant and equipment	187,031	30.3	184,001	36.8
Investments accounted for using the equity method	322	0.1	322	0.1
Financial assets	37	0.0	52	0.0
Trade and Other financial receivables	7,534	1.2	9,743	1.9
Deferred tax assets	0	0.0	0	0.0
Prepaid expenses	14,379	2.3	13,887	2.8
	<b>473,211</b>	<b>76.7</b>	<b>371,715</b>	<b>74.3</b>
<b>Current assets</b>				
Inventories	7,963	1.3	4,569	0.9
Trade and Other financial receivables	63,176	10.2	30,061	6.1
Tax assets	2,000	0.3	1,801	0.3
Cash and cash equivalents	30,797	5.0	55,865	11.2
Prepaid expenses	32,509	5.3	15,026	3.0
Assets held for sale	7,384	1.2	21,034	4.2
	<b>143,829</b>	<b>23.3</b>	<b>128,356</b>	<b>25.7</b>
	<b>617,040</b>	<b>100</b>	<b>500,071</b>	<b>100</b>

As at 30 September 2019, total assets amounted to EUR 617,040 thousand, up EUR 116,969 thousand as compared to 30 June 2019.

Fixed assets rose by EUR 103,213 thousand. This was attributable to EUR 164,797 thousand in additions (of which EUR 157,898 thousand in player registrations), disposals of EUR 35,850 thousand and depreciation, amortisation and write-downs amounting to EUR 25,734 thousand.

The assets held for sale as at 30 June 2019 decreased to EUR 7,384 thousand on account of transfer deals.

In the reporting period, trade and other financial receivables increased by EUR 30,906 thousand. The increase is due mainly to receivables from advertising partners and claims to centralised TV marketing income.

Cash and cash equivalents decreased by EUR 25,068 thousand to EUR 30,797 thousand as at 30 September 2019 (30 June 2019: EUR 55,865 thousand).

Prepaid expenses increased by EUR 17,975 thousand to EUR 46,888 thousand. This increase is attributable primarily to deferred salary payments and accrued prepayments for marketing activities.

## CONSOLIDATED STATEMENT OF FINANCIAL POSITION

Borussia Dortmund GmbH & Co. Kommanditgesellschaft auf Aktien, Dortmund

EQUITY AND LIABILITIES	30/09/2019		30/06/2019	
	EUR '000	in %	EUR '000	in %
<b>Equity</b>				
Subscribed capital	92,000	14.9	92,000	18.4
Reserves	263,059	42.6	263,032	52.6
Treasury shares	-113	0.0	-113	0.0
Equity attributable to the owners of the parent company	354,946	57.5	354,919	71.0
<b>Non-current liabilities</b>				
Lease liabilities	10,225	1.7	8,381	1.7
Trade payables	12,180	2.0	1,500	0.3
Other financial liabilities	4,868	0.8	7,204	1.4
Deferred income	0	0.0	0	0.0
	27,273	4.5	17,085	3.4
<b>Current liabilities</b>				
Provisions	832	0.1	1,671	0.3
Lease liabilities	3,568	0.6	3,127	0.6
Trade payables	116,613	18.9	60,650	12.1
Other financial liabilities	43,234	7.0	33,655	6.7
Deferred tax liabilities	1,174	0.2	2,679	0.6
Tax liabilities	707	0.1	811	0.2
Deferred income	68,693	11.1	25,474	5.1
	234,821	38.0	128,067	25.6
	<b>617,040</b>	<b>100</b>	<b>500,071</b>	<b>100</b>

The Group's share capital remained level at EUR 92,000 thousand as at 30 September 2019. Equity amounted to EUR 354,946 thousand and the equity ratio amounted to 57.52% (30 June 2019: 70.97%).

During the reporting period, total liabilities increased by EUR 116,942 thousand from EUR 145,152 thousand as at 30 June 2019 to EUR 262,094 thousand. The breakdown of the increase is described in the following:

Trade payables and other financial liabilities increased by EUR 73,886 thousand. The increase is due mainly to transfer liabilities and obligations to Lagardère Sports Germany GmbH as at the reporting date.

Tax liabilities amounted to EUR 707 thousand (30 June 2019: EUR 811 thousand). Deferred tax liabilities declined by EUR 1,505 thousand to EUR 1,174 thousand.

Deferred income rose from EUR 25,474 thousand as at 30 June 2019 to EUR 43,219 thousand due mainly to advance payments made for season tickets and sponsorships in the course of the reporting period.

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## **ANALYSIS OF CAPITAL EXPENDITURE**

In the first quarter of the current financial year, Borussia Dortmund invested EUR 120,109 thousand. Of this amount, EUR 115,867 thousand was invested in intangible assets, which related almost entirely to the player base.

During the same period, EUR 4,242 thousand was invested in property, plant and equipment.

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## **ANALYSIS OF LIQUIDITY**

As at 30 September 2019, Borussia Dortmund held unrestricted cash funds of EUR 30,797 thousand. Borussia Dortmund also has access to an additional EUR 30,000 thousand in overdraft facilities which had not been drawn down as at the end of the reporting period.

Cash flows from operating activities amounted to EUR 95,946 thousand in the first quarter of financial year 2019/2020 (previous year: EUR 52,199 thousand) and includes EUR 68,941 thousand in proceeds from transfer deals (previous year: EUR 58,975 thousand).

Free cash flow amounted to EUR -24,144 thousand (previous year: EUR -37,598 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 2018/2019 Annual Report.

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

## **REPORT ON EXPECTED DEVELOPMENTS**

### **EXPECTED PERFORMANCE OF THE GROUP**

Borussia Dortmund kicked off the 2019/2020 Bundesliga season with ambitious goals and after six match days is in eighth place with 11 points, just two points behind fourth place and thus within striking distance of qualifying for the lucrative UEFA Champions League.

The team won its first-round match-up in the DFB Cup 0:2 against third-division club KFC Uerdingen 05. For its second-round match-up, Borussia Dortmund will host Bundesliga rivals Borussia Mönchengladbach on 30 October 2019.

In the first group stage match of the UEFA Champions League, team captain Marco Reus led the team to a 0:0 draw against one of last season's semi-finalists, FC Barcelona.

### **EXPECTED GENERAL ECONOMIC ENVIRONMENT**

Please see the Group management report dated 30 June 2019 for a summary of the expected general economic environment.

A key revenue item used to forecast the expected general economic environment is income from TV marketing. At the national level, DFL Deutsche Fußball Liga reported record revenues for the 14th year running. The national TV rights for the 2017/2018 to 2020/2021 cycle were sold for a record EUR 4.64 billion. Together with the international TV rights, the revenue could exceed EUR 6 billion.

The price paid for the national TV rights is an 85% increase on the deal. In addition to the income from national TV marketing, participation in international club competitions is a key driver of Borussia Dortmund's profitability:

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 alone continues to place Borussia Dortmund in a better financial position. Playing and advancing 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. The marketing of digital advertising can be seen as a result of this development. In the 2019/2020 season, Borussia Dortmund remains one of only a handful of Bundesliga clubs to market virtual advertising, primarily in Asia, at home matches. This brought Borussia Dortmund in contact with new customers. Borussia Dortmund believes there is even more potential to generate revenue using this form of marketing. Moreover, LED advertising boards were installed in the upper west, north and south stands at SIGNAL IDUNA PARK, which will offer additional potential to generate revenue during the 2019/2020 season.

Borussia Dortmund has partnered with Amazon Prime Video to broadcast a documentary series in more than 200 countries in the 2019/2020 season. This is yet more proof that the club's internationalisation strategy and appeal translate into economic success.

Continuity remains the focus of Borussia Dortmund's approach to marketing advertising space. A majority of the advertising revenue in the coming years is already fixed due to the club's long-term partnerships with the primary sponsor, the equipment supplier, the holder of the stadium's naming rights, Champion Partners and other partners. Moreover, there is every indication that the club will again sell out its tickets for the hospitality areas.

Attendance at SIGNAL IDUNA PARK has also continued to improve and stands at nearly 100%. The number of advance tickets that fans can order has to be partially regimented on account of the high number of season tickets and the steady rise in demand for match tickets. Due to the high demand for season tickets, the number of no-shows per season ticket will be recorded beginning with the new season. By doing so, Borussia Dortmund wants to make the process fairer for fans who do not hold season tickets and increase their chances of obtaining tickets for matches at SIGNAL IDUNA PARK.

The product range strategy was revamped, leading to a positive revenue trend at BVB Merchandising GmbH. By rolling out (new) products during the season more frequently and placing a greater focus on the latest trends, fans are spurred on to visit the fan shops and online shop more often, resulting in higher revenue.

Transfer deals are an important part of Borussia Dortmund's business and, as in previous years, represent a significant source of revenue. 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 revenue regardless of the club's sporting success. 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.

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## **OVERALL ASSESSMENT OF EXPECTED PERFORMANCE**

Based on the conditions described in the Annual Report dated 30 June 2019, the increasing appeal of the Borussia Dortmund brand and the steady growth in the market value of the professional squad, the club continues to expect that its economic performance will remain positive in the coming years.

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## **DISCLAIMER**

This consolidated quarterly financial 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, Dortmund

EUR '000	30/09/2019	30/06/2019
<b>ASSETS</b>		
<b>Non-current assets</b>		
Intangible assets	263,908	163,710
Property, plant and equipment	187,031	184,001
Investments accounted for using the equity method	322	322
Financial assets	37	52
Trade and Other financial receivables	7,534	9,743
Prepaid expenses	14,379	13,887
	473,211	371,715
<b>Current assets</b>		
Inventories	7,963	4,569
Trade and Other financial receivables	63,176	30,061
Tax assets	2,000	1,801
Cash and cash equivalents	30,797	55,865
Prepaid expenses	32,509	15,026
Assets held for sale	7,384	21,034
	143,829	128,356
	<b>617,040</b>	<b>500,071</b>
<b>EQUITY AND LIABILITIES</b>		
<b>Equity</b>		
Subscribed capital	92,000	92,000
Reserves	263,059	263,032
Treasury shares	-113	-113
Equity attributable to the owners of the parent company	354,946	354,919
<b>Non-current liabilities</b>		
Lease liabilities	10,225	8,381
Trade payables	12,180	1,500
Other financial liabilities	4,868	7,204
	27,273	17,085
<b>Current liabilities</b>		
Provisions	832	1,671
Lease liabilities	3,568	3,127
Trade payables	116,613	60,650
Other financial liabilities	43,234	33,655
Deferred tax liabilities	1,174	2,679
Tax liabilities	707	811
Deferred income	68,693	25,474
	234,821	128,067
	<b>617,040</b>	<b>500,071</b>

## CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

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

EUR '000	Q1 2019/2020	Q1 2018/2019*
Revenue	175,203	132,147
Other operating income	1,634	699
Cost of materials	-6,525	-4,452
Personnel expenses	-55,539	-45,260
Depreciation, amortisation and write-downs	-25,734	-17,883
Other operating expenses	-89,796	-59,302
<b>Result from operating activities</b>	<b>-757</b>	<b>5,949</b>
Finance income	127	691
Finance costs	-852	-1,585
<b>Financial result</b>	<b>-725</b>	<b>-894</b>
<b>Profit before income taxes</b>	<b>-1,482</b>	<b>5,055</b>
Income taxes	1,509	-418
<b>Consolidated net profit for the year</b>	<b>27</b>	<b>4,637</b>
Items that were subsequently reclassified to profit or loss		
<b>Cash flow hedge</b>		
- effective portion of the change in fair value	0	0
- reclassification to profit or loss	0	0
<b>Other gains/losses incurred during the period, after taxes</b>	<b>0</b>	<b>0</b>
<b>Total comprehensive income</b>	<b>27</b>	<b>4,637</b>
<b>Consolidated net income for the year attributable to:</b>		
- Owners of the parent:	27	4,637
- Minority interests:	0	0
<b>Total comprehensive income attributable to:</b>		
- Owners of the parent:	27	4,637
- Minority interests:	0	0
<b>Earnings per share</b> (basic/diluted in EUR)	<b>0.00</b>	<b>0.05</b>

\* Change in prior-year items. See also the notes to consolidated financial statements as at 30 June 2019.

## CONSOLIDATED STATEMENT OF CASH FLOWS

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

EUR '000	Q1 2019/2020	Q1 2018/2019*
<b>Profit before income taxes</b>	-1,482	+5,055
Depreciation, amortisation and write-downs of non-current assets	+25,734	+17,883
Gain/loss on disposals of non-current assets	+100	+12
Other non-cash expenses/income	+48,467	+18,046
Interest income	-127	-691
Interest expense	+852	+1,585
Changes in other assets not classified as from investing or financing activities	-52,034	-36,822
Changes in other liabilities not classified as from investing or financing activities	+75,787	+49,589
Interest received	0	0
Interest paid	-811	-1,314
Income taxes paid	-540	-1,144
<b>Cash flows from operating activities</b>	<b>+95,946</b>	<b>+52,199</b>
Payments for investments in intangible assets	-115,867	-87,202
Proceeds from disposals of intangible assets	0	0
Payments for investments in property, plant and equipment	-4,242	-2,603
Proceeds from disposals of property plant and equipment	+4	+4
Proceeds from financial assets	+15	+12
Payments for investments in financial assets	+0	-8
<b>Cash flows from investing activities</b>	<b>-120,090</b>	<b>-89,797</b>
Cash receipts from issue of capital	0	0
Proceeds from the sale of treasury shares	0	0
Distributions to minority shareholders	0	0
Proceeds from finance raised	0	0
Repayments of financial liabilities	0	0
Acquisition of minority interests	0	0
Proceeds from assuming liabilities from finance leases	0	0
Payment for settlement of derivatives	0	0
Dividend payments	0	0
Repayment of liabilities under finance leases	-924	-907
<b>Cash flows from financing activities</b>	<b>-924</b>	<b>-907</b>
Change in cash and cash equivalents	-25,068	-38,505
Cash and cash equivalents at the beginning of the period	+55,865	+59,464
<b>Cash and cash equivalents at the end of the period</b>	<b>+30,797</b>	<b>+20,959</b>

\* Change in prior-year items. See also the notes to consolidated financial statements as at 30 June 2019.

## CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

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

EUR '000	Subscribed capital	Reserves			Equity attributable to the owners of the parent company			Consolidated equity
		Capital reserves	Other revenue reserves	Cash flow hedge	Treasury shares	Minority interests		
<b>1 July 2018</b>	92,000	142,843	108,317	0	-113	343,047	0	343,047
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	4,637	0	0	4,637	0	4,637
Other gains/losses incurred during the period, after taxes	0	0	0	0	0	0	0	0
Total comprehensive income*	0	0	4,637	0	0	4,637	0	4,637
Other reclassifications	0	0	0	0	0	0	0	0
<b>30 September 2018*</b>	<b>92,000</b>	<b>142,843</b>	<b>112,954</b>	<b>0</b>	<b>-113</b>	<b>347,684</b>	<b>0</b>	<b>347,684</b>
<b>1 July 2019</b>	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
<b>30 September 2019</b>	<b>92,000</b>	<b>142,843</b>	<b>120,216</b>	<b>0</b>	<b>-113</b>	<b>354,946</b>	<b>0</b>	<b>354,946</b>

\* Change in prior-year items. See also the notes to consolidated financial statements as at 30 June 2019.

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**NOTES** to the consolidated financial statements for the first quarter of financial year 2019/2020  
of Borussia Dortmund GmbH & Co. Kommanditgesellschaft auf Aktien, Dortmund

**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 2019, 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 2019.

More detailed information on the accounting policies applied can be found in the notes to the consolidated financial statements as at 30 June 2019.

All interpretations of the International Financial Reporting Interpretation Committee (IFRIC) which were binding as at 30 September 2019 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 2019.

## **TRADE AND OTHER FINANCIAL RECEIVABLES**

Trade and other financial receivables increased by EUR 30,906 thousand to EUR 70,710 thousand. The increase in trade receivables is due mainly to receivables from advertising partners and claims to centralised TV marketing income.

## **PREPAID EXPENSES**

Prepaid expenses amounted to EUR 46,888 thousand, up EUR 17,975 thousand as compared with 30 June 2019. This is due to salary payments recognised during the course of the year and accrued prepayments for marketing activities.

## **CONSOLIDATED EQUITY**

Changes in consolidated equity are presented in the consolidated statement of changes in equity. Subscribed capital as at 30 September 2019 was 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. Capital reserves amounted to EUR 263,059 thousand (30 June 2019: EUR 263,032 thousand).

## **TRADE PAYABLES AND OTHER FINANCIAL LIABILITIES**

Trade payables and other financial liabilities increased by EUR 73,886 thousand to EUR 176,895 thousand (30 June 2019: EUR 103,009 thousand). The increase is due mainly to transfer liabilities and obligations to Lagardère Sports Germany GmbH as at the reporting date.

## PROVISIONS

Provisions amounted to EUR 832 thousand as at 30 September 2019 (30 June 2019: EUR 1,671 thousand) and include provisions for litigation and liability risks relating to legal proceedings. The decline in the provisions for litigation and liability risks amounting to EUR 839 thousand is due to new information pointing to positive developments in the legal proceedings.

## REVENUE

As at 30 September 2019, revenue in accordance with IFRS 15 was as follows:

EUR '000	Q1 2019/2020	Q1 2018/2019
Match operations	8,602	10,683
Advertising	24,101	21,110
TV Marketing	51,174	46,955
Transfer deals	70,068	41,041
Merchandising	9,047	6,565
Conference, catering, miscellaneous	12,211	5,793
	<b>175,203</b>	<b>132,147</b>

In the reporting period, Borussia Dortmund generated income from transfer deals amounting to EUR 70,068 thousand.

This includes EUR 3,000 thousand in variable consideration that is deemed highly probable in accordance with IFRS 15. This is offset by other operating expenses of a similar amount.

Revenue from match operations, advertising, TV marketing and transfer deals is reported under the reportable segment Borussia Dortmund GmbH & Co. KGaA.

Merchandising revenue is attributed exclusively to the reportable segment BVB Merchandising GmbH. Conference, catering and miscellaneous income is generated by all reportable segments.

## 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		Total	
	Q1	Q1	Q1	Q1	Q1	Q1	Q1	Q1	Q1	Q1
	2019/2020	2018/2019*	2019/2020	2018/2019	2019/2020	2018/2019	2019/2020	2018/2019	2019/2020	2018/2019*
<b>Total revenue</b>	<b>159,564</b>	<b>123,303</b>	<b>9,638</b>	<b>6,886</b>	<b>5,172</b>	<b>3,513</b>	<b>427</b>	<b>384</b>	<b>174,801</b>	<b>134,086</b>
of which match operations	8,601	10,683	0	0	0	0	0	0	8,601	10,683
of which advertising	24,110	21,118	0	0	0	0	0	0	24,110	21,118
of which TV marketing	51,174	46,955	0	0	0	0	0	0	51,174	46,955
of which transfer deals	67,068	41,041	0	0	0	0	0	0	67,068	41,041
of which merchandising	0	0	9,638	6,886	0	0	0	0	9,638	6,886
of which conference, catering, miscellaneous	8,611	3,506	0	0	5,172	3,513	427	384	14,210	7,403
<b>Total revenue</b>	<b>159,564</b>	<b>123,303</b>	<b>9,638</b>	<b>6,886</b>	<b>5,172</b>	<b>3,513</b>	<b>427</b>	<b>384</b>	<b>174,801</b>	<b>134,086</b>
of which external	159,190	122,994	9,047	6,565	3,741	2,416	226	106	172,204	132,081
of which internal	374	309	591	321	1,431	1,097	201	278	2,597	2,005
Segment profit before income taxes**	-4,425	10,879	950	3	482	295	226	203	-2,767	11,380
Segment assets***	623,942	556,715	18,367	18,868	6,784	5,439	1,901	868	650,994	581,890
Segment liabilities	237,182	176,541	7,486	7,987	6,759	5,414	1,531	521	252,958	190,463

\* Change in prior-year items. See also "Restatements in accordance with IAS 8" in the notes to the consolidated financial statements as at 30 June 2019.

\*\* before profit or loss transfer

\*\*\* Including EUR 7,384 thousand in assets held for sale



<b>Reconciliation of segment profit to be reported</b>		
in TEUR	<b>Q1</b>	<b>Q1</b>
	<b>2019/2020</b>	<b>2018/2019*</b>
Segments total	-2,767	11,380
Other gains and losses	28	28
Change in Group earnings	1,257	-6,353
Consolidated net profit before taxes	-1,482	5,055

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 four customers by a total of EUR 101,959 thousand (previous year: 4 customers, EUR 83,662 thousand). The allocation of revenue items is presented in the table below:

EUR '000	<b>Borussia Dortmund KGaA</b>		<b>BVB Merchandising GmbH</b>		<b>BVB Event &amp; Catering GmbH</b>		<b>besttravel dortmund GmbH</b>		<b>Total</b>	
	2019/2020	2018/2019	2019/2020	2018/2019	2019/2020	2018/2019	2019/2020	2018/2019	2019/2020	2018/2019
<b>Total revenue</b>	<b>101,959</b>	<b>83,662</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>101,959</b>	<b>83,662</b>
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	50,998	46,785	0	0	0	0	0	0	50,998	46,785
of which transfer deals	49,725	36,000	0	0	0	0	0	0	49,725	36,000
of which merchandising	0	0	0	0	0	0	0	0	0	0
of which conference, catering, miscellaneous	1,236	877	0	0	0	0	0	0	1,236	877

## **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 30,797 thousand. The balance as at 30 June 2019 had totalled EUR 55,865 thousand.

## **MATERIAL INVESTMENTS**

In the first quarter of the current financial year, Borussia Dortmund invested EUR 120,109 thousand. Of this amount, EUR 115,867 thousand was invested in intangible assets, which related almost entirely to the player base.

During the same period, EUR 4,242 thousand was invested in property, plant and equipment.

## **DERIVATIVE FINANCIAL INSTRUMENTS**

The carrying amounts of financial assets and liabilities to which IFRS 7 applies are generally identical to their fair values.

The only deviations related to liabilities from leases whose carrying amount was EUR 13,793 thousand (30 June 2019: EUR 11,508 thousand) as compared to their fair value of EUR 14,454 thousand (30 June 2019: EUR 12,126 thousand).

## OTHER FINANCIAL OBLIGATIONS

The following financial obligations were reported as at 30 September 2019:

30/09/2019 (EUR '000)	Total	Due after		
		less than 1 year	1-5 years	more than 5 years
Rental and lease payments (operating leases)	802	363	330	109
Marketing fees	48,246	13,243	24,002	11,001
Other obligations	3,524	803	1,803	918
	<b>52,572</b>	<b>14,409</b>	<b>26,135</b>	<b>12,028</b>
Purchase commitments	0	0	0	0

In financial year 2019/2020, EUR 199 thousand in rental and lease payments (operating leases) were expensed for leases within the meaning of IFRS 16.6 as at 30 September 2019.

30/06/2019 (EUR '000)	Total	Due after		
		less than 1 year	1-5 years	more than 5 years
Rental and lease payments (operating leases)	972	429	418	125
Marketing fees	58,311	21,962	23,777	12,572
Other obligations	3,746	907	1,845	994
	<b>63,029</b>	<b>23,298</b>	<b>26,040</b>	<b>13,691</b>
Purchase commitments	147,450	72,850	74,600	0

In financial year 2018/2019, EUR 1,045 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.

The purchase commitments relate primarily to the acquisition of intangible assets.

In addition, up to EUR 56,938 thousand in variable payment obligations under existing agreements with conditions precedent were reported as at 30 September 2019.

## EMPLOYEES

At the Group level, Borussia Dortmund employed an average of 875 people during the first quarter of the 2019/2020 financial year, of which 15 were trainees, 273 salaried employees in the Sporting segment and 587 administrative employees (first quarter of the previous year: 821 employees, of which 15 trainees, 276 salaried employees in the Sporting segment and 530 administrative employees).

## SUPERVISORY BOARD

The following table provides an overview of the composition of the Supervisory Board as at 30 September 2019:

### Supervisory Board of Borussia Dortmund GmbH & Co. Kommanditgesellschaft auf Aktien, Dortmund

Gerd Pieper	Dr. Werner Müller	Christian Kullmann	Bernd Geske	Peer Steinbrück	Ulrich Leitermann	Bjørn Gulden	Dr. Reinhold Lunow	Silke Seidel
Chairman	Deputy Chairman (until 15 July 2019)	Deputy Chairman (since 28 August 2019)						

### Occupations (as at 30 September 2019)

Retired; former Managing Director of Stadt-Parfümerie Pieper GmbH, Herne	German Finance Minister (ret.)	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)	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, Westfalen-1 GmbH and Dortmund Logistik GmbH, all in Dortmund
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### Other functions on statutory supervisory boards and comparable German or foreign supervisory bodies of commercial enterprises (as at 30 September 2019)

Member of the Advisory Board of Borussia Dortmund Geschäftsführungs-GmbH, Dortmund	Member of the Supervisory Board of Contilia GmbH, Essen  Member of the Board of Directors of Stadler Rail AG, Bussnang, Switzerland		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	Member of the Supervisory Board of Salling Group A/S, Braband, Denmark  Member of the Supervisory Board of Tchibo GmbH, Hamburg	Member of the Advisory Board of Borussia Dortmund Geschäftsführungs-GmbH, Dortmund
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## **EVENTS AFTER THE END OF THE REPORTING PERIOD**

### **MATCH OPERATIONS**

#### **BUNDESLIGA**

Following a 2:2 draw at SC Freiburg, a 1:0 win against Borussia Mönchengladbach and a 0:0 draw against FC Schalke 04, Borussia Dortmund is in fifth place in the Bundesliga after nine match days.

#### **DFB CUP**

Just eleven days after the Bundesliga match, Lucien Favre's team again played against Borussia Mönchengladbach in the DFB Cup and beat 2:1.

#### **UEFA CHAMPIONS LEAGUE**

Following a 0:2 win against Slavia Prague and a 2:0 loss against Inter Milan, Borussia Dortmund is level on points with Inter Milan and sits in third place of Group F.

Dortmund, 14 November 2019

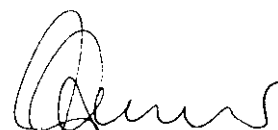
Borussia Dortmund GmbH & Co. Kommanditgesellschaft auf Aktien  
Borussia Dortmund Geschäftsführungs-GmbH



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, 14 November 2019

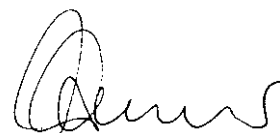
Borussia Dortmund GmbH & Co. Kommanditgesellschaft auf Aktien  
Borussia Dortmund Geschäftsführungs-GmbH



Hans-Joachim Watzke  
Managing Director (Chairman)



Thomas Treß  
Managing Director



Carsten Cramer  
Managing Director

## Financial calendar

### 25 November 2019

Annual shareholders meeting 2019

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

## Publication details

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