Others - Germany



by Hauck Aufhäuser Lamp

Buy (old: Buy) 03.04.2024 **EUR 5.50** (old: EUR 5.50)

A big step towards UCL 24/25 as UEFA discloses prize money

On Saturday BVB ended a long drought as the team won away at Bayern Munich (2-0) for the first time in ten years. Moreover, as Leipzig did not manage to beat Mainz (1-1), **BVB extended the gap to 5th place** to three points. Although 5th place might be sufficient to qualify for the 24/25 UCL in the unlikely event of Germany finishing 2nd in the UEFA club coefficient, finishing 4th is the safe way to go as it guarantees a spot in the highly lucrative competition.

Mind you, that the upcoming UCL season will be played in a new format with the total number of games rising from 125 to 189 and consequently an **increased prize money pool of € 2.5bn** (+25%). In fact, UEFA recently put out a circular letter explaining the exact distribution of the prize money to the participants, which will be divided into three different pillars. **In detail:**

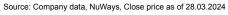
- € 670m will be allocated to equal shares, leading to a starting fee of € 18.6m (old format: € 15.6m).
- € 914m will be distributed according to individual club performance which is based on group stage performance as well as knock-out stage progress (e.g. € 11m for round of 16 qualification).
- € 853m will be distributed according to the "value pillar", a combination of the former market pool (based on value of country specific TV market) and coefficient (10-year coefficient rank) pillars.

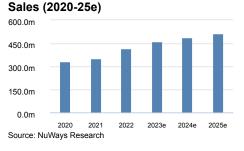
More detail on the performance and value pillars is provided in the graphic on the second page.

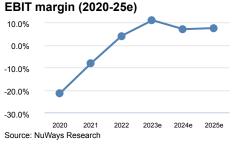
Given our base scenario for the next season, in which the club reaches the round of 16 via the newly implemented knockout round play-offs, BVB will earn € 79.4m in TV marketing revenues from the newly formatted UCL. This is 17% more compared to our base case for the old format. Should BVB reach the quarter-finals like in this season, respective revenues would amount to € 91.9m (eNuW). Mind you, this does not include additional revenues from match operations thanks to two extra home games (group stage + play-offs). Moreover, additional TV marketing sales come at de facto no extra cost, thus driving profitability going forward.

Against the backdrop as well as the continuously undemanding valuation (0.9 EV/sales 23/24e vs peer trading at 3.9x), the stock remains a **BUY with an unchanged PT of € 5.50** based on DCF.

Y/E 30.06 (EUR m)	2020/21	2021/22	2022/23	2023/24e	2024/25e	2025/26e
Sales	334.2	351.6	418.2	463.1	486.9	514.7
Sales growth	-9.7%	5.2%	18.9%	10.7%	5.1%	5.7%
EBITDA	38.9	80.8	123.2	152.3	155.8	164.7
Net debt (if net cash=0)	76.2	6.6	67.5	30.8	-1.0	-15.4
FCF	-46.1	-16.1	-22.3	36.7	31.8	21.0
Net Debt/EBITDA	2.0	0.1	0.5	0.2	0.0	0.0
EPS pro forma	-0.66	-0.32	0.09	0.40	0.21	0.23
EBITDA margin	11.7%	23.0%	29.5%	32.9%	32.0%	32.0%
ROCE	-22.2%	-9.6%	5.2%	13.7%	8.6%	9.2%
EV/sales	2.1	1.2	1.1	0.9	0.8	0.7
EV/EBITDA	17.8	5.0	3.8	2.8	2.6	2.3
PER	-5.5	-11.4	41.8	9.0	17.5	15.4
Adjusted FCF yield	-10.4%	-7.6%	3.4%	10.7%	6.1%	7.3%







10.0% 0.0% -10.0% -20.0% -20.0% -30.0% 2020 2021 Source: NuWays Research

	Share Performance
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5.60	
5.20	
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4.00	J
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	05/23 07/23 09/23 11/23 01/24 03/24
3m 6m	n/low 52 weeks (€) rel. performance rel. performance rel. performance rel. performance rel. performance -27.5% -27.2%

Share Performance

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Share price (in €)	3.35
Market cap (in € m)	399.6
Number of shares (in m pcs)	110.4
Enterprise value (in € m)	398.6
Ø trading volume (6 months)	136,745

Market data

	identifier
Bloomberg	BVB GR
Reuters	BVB.DE
WKN	549309
ISIN	DE0005493092

Key shareholders	
Evonik Industries AG	9.8%
Geske Bernd	9.4%
Ballspielverein Borussia 09 e.V. Dortmund	5.5%
SIGNAL IDUNA	5.4%
Free Float	69.9%

Estimates changes						
	2023/24e	2024/25e	2025/26e			
Sales	-0%	-0%	-2%			
EBIT	-0%	-0%	-2%			
EPS	-0%	-0%	-2%			

Comment on changes

 Slightly adjusted the forecast to account for the recent UEFA release on UCL prize money distribution.

-10.0% -20.0% -30.0% 2020 2021 2022 2023e 2024e 2025e Source: NuWays Research

Company description

Borussia Dortmund operates a professional football club with a strong brand power and reputation in both national and international football. The main revenues are generated from sponsorship, ticketing, transfers and merchandising.

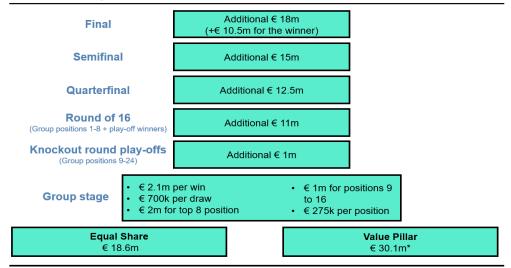
Guidance

- Sales: ≥ € 427m
- EBITDA: € 104-114m
 - Net income: € 25-35m

Update - 03.04.2024



UCL prize money distribution



Source: NuWays Research; *based on historic data for domestic TV market values

Update - 03.04.2024



Financials

Profit and loss (EUR m)	2020/21	2021/22	2022/23	2023/24e	2024/25e	2025/26e
Net sales	334.2	351.6	418.2	463.1	486.9	514.7
Sales growth	-9.7%	5.2%	18.9%	10.7%	5.1%	5.7%
Increase/decrease in finished goods and work-in-process	0.0	0.0	0.0	0.0	0.0	0.0
Total sales	334.2	351.6	418.2	463.1	486.9	514.7
Other operating income	25.8	85.4	79.3	113.9	107.1	113.2
Material expenses	19.6	22.6	24.1	25.5	26.8	28.3
Personnel expenses	215.6	231.2	236.2	240.8	243.5	247.0
Other operating expenses	85.8	102.4	114.0	158.4	168.0	187.9
Total operating expenses	295.2	270.9	295.0	310.8	331.1	350.0
EBITDA	38.9	80.8	123.2	152.3	155.8	164.7
Depreciation	14.6	14.4	14.0	13.3	16.0	16.6
EBITA	24.4	66.3	109.3	139.0	139.8	148.1
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	96.5	95.5	92.3	88.1	105.7	109.5
Impairment charges	0.0	0.0	0.0	0.0	0.0	0.0
EBIT (inc revaluation net)	-72.1	-29.2	16.9	50.9	34.1	38.6
Interest income	0.7	0.7	0.0	0.9	1.0	1.0
Interest expenses	1.7	4.9	6.1	2.3	2.4	2.6
Investment income	-0.1	0.0	0.0	0.0	0.0	0.0
Financial result	-1.1	-4.2	-6.1	-1.4	-1.5	-1.5
Recurring pretax income from continuing operations	-73.2	-33.4	10.8	49.5	32.6	37.1
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0
Earnings before taxes	-73.2	-33.4	10.8	49.5	32.6	37.1
Income tax expense	-0.3	1.7	1.2	5.0	9.8	11.1
Net income from continuing operations	-72.8	-35.1	9.6	44.6	22.8	25.9
Income from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0
Net income	-72.8	-35.1	9.6	44.6	22.8	25.9
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0
Net profit (reported)	-72.8	-35.1	9.6	44.6	22.8	25.9
Average number of shares	110.4	110.4	110.4	110.4	110.4	110.4
EPS reported	-0.66	-0.32	0.09	0.40	0.21	0.23
Profit and loss (common size)	2020/21	2021/22	2022/23	2023/24e	2024/25e	2025/26e
Tront and loss (confinion size)	2020/21	2021122	2022/23	2023/246	2024/236	2023/206

Profit and loss (common size)	2020/21	2021/22	2022/23	2023/24e	2024/25e	2025/26e
Net sales	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Sales growth	-9.7%	5.2%	18.9%	10.7%	5.1%	5.7%
Increase/decrease in finished goods and work-in-process	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Total sales	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Other operating income	7.7%	24.3%	19.0%	24.6%	22.0%	22.0%
Material expenses	5.9%	6.4%	5.8%	5.5%	5.5%	5.5%
Personnel expenses	64.5%	65.8%	56.5%	52.0%	50.0%	48.0%
Other operating expenses	25.7%	29.1%	27.3%	34.2%	34.5%	36.5%
Total operating expenses	88.3%	77.0%	70.5%	67.1%	68.0%	68.0%
EBITDA	11.7%	23.0%	29.5%	32.9%	32.0%	32.0%
Depreciation	4.4%	4.1%	3.3%	2.9%	3.3%	3.2%
EBITA	7.3%	18.9%	26.1%	30.0%	28.7%	28.8%
Amortisation of goodwill	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Amortisation of intangible assets	28.9%	27.2%	22.1%	19.0%	21.7%	21.3%
Impairment charges	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
EBIT (inc revaluation net)	-21.6%	-8.3%	4.0%	11.0%	7.0%	7.5%
Interest income	0.2%	0.2%	0.0%	0.2%	0.2%	0.2%
Interest expenses	0.5%	1.4%	1.5%	0.5%	0.5%	0.5%
Investment income	-0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Financial result	neg.	neg.	neg.	neg.	neg.	neg.
Recurring pretax income from continuing operations	-21.9%	-9.5%	2.6%	10.7%	6.7%	7.2%
Extraordinary income/loss	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Earnings before taxes	-21.9%	-9.5%	2.6%	10.7%	6.7%	7.2%
Tax rate	0.5%	-5.1%	11.4%	10.0%	30.0%	30.0%
Net income from continuing operations	-21.8%	-10.0%	2.3%	9.6%	4.7%	5.0%
Income from discontinued operations (net of tax)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Net income	-21.8%	-10.0%	2.3%	9.6%	4.7%	5.0%
Minority interest	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Net profit (reported)	-21.8%	-10.0%	2.3%	9.6%	4.7%	5.0%
Source: Company data NuWays						

Source: Company data, NuWays

Update - 03.04.2024



Balance sheet (EUR m)	2020/21	2021/22	2022/23	2023/24e	2024/25e	2025/26e
Intangible assets	193.4	124.4	169.7	156.5	145.9	140.4
Property, plant and equipment	183.5	172.5	182.3	182.3	182.3	182.3
Financial assets	0.4	0.7	0.5	0.5	0.5	0.5
FIXED ASSETS	377.3	297.6	352.4	339.2	328.6	323.1
Inventories	6.8	4.4	5.4	6.0	6.3	6.7
Accounts receivable	40.3	105.4	125.5	126.9	120.1	112.8
Other assets and short-term financial assets	9.5	24.0	11.0	11.0	11.0	11.0
Liquid assets	1.7	10.6	4.5	41.2	73.0	87.3
Deferred taxes	0.0	0.0	0.0	0.0	0.0	0.0
	14.8	13.1	13.0	13.0	13.0	13.0
Deferred charges and prepaid expenses CURRENT ASSETS	73.2	157.5	159.4	198.1	223.4	230.9
TOTAL ASSETS	450.5	455.1	511.8	537.3	552.0	
TOTAL ASSETS	450.5	455.1	511.0	537.3	552.0	554.0
SHAREHOLDERS EQUITY	232.6	280.5	282.7	314.1	335.7	359.0
MINORITY INTEREST	0.0	0.0	0.0	0.0	0.0	0.0
Provisions for pensions and similar obligations	0.0	0.0	0.0	0.0	0.0	0.0
Other provisions and accrued liabilities	2.3	0.0	0.0	0.0	0.0	0.0
Short-term liabilities to banks	56.9	0.0	12.8	12.8	12.8	12.8
Accounts payable	101.4	98.5	132.9	126.9	120.1	98.7
Advance payments received on orders	0.0	0.0	0.0	0.0	0.0	0.0
Other liabilities (incl. from lease and rental contracts)	31.1	38.9	0.0	0.0	0.0	0.0
Deferred taxes	0.0	0.0	1.1	1.1	1.1	1.1
Deferred income	5.1	19.9	23.2	23.2	23.2	23.2
CURRENT LIABILITIES	132.5	137.4	132.9	126.9	120.1	98.7
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	450.5	455.1	511.8	537.3	552.0	554.0
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Balance sheet (common size)	2020/21	2021/22	2022/23	2023/24e	2024/25e	2025/26e
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Intangible assets	42.9%	27.3%	33.1%	29.1%	26.4%	25.3%
Intangible assets	42.9%	27.3%	33.1%	29.1%	26.4%	25.3%
Intangible assets Property, plant and equipment	42.9% 40.7%	27.3% 37.9%	33.1% 35.6%	29.1% 33.9%	26.4% 33.0%	25.3% 32.9% 0.1%
Intangible assets Property, plant and equipment Financial assets	42.9% 40.7% 0.1%	27.3% 37.9% 0.2%	33.1% 35.6% 0.1%	29.1% 33.9% 0.1%	26.4% 33.0% 0.1%	25.3% 32.9% 0.1% 58.3%
Intangible assets Property, plant and equipment Financial assets FIXED ASSETS	42.9% 40.7% 0.1% 83.8%	27.3% 37.9% 0.2% 65.4%	33.1% 35.6% 0.1% 68.9%	29.1% 33.9% 0.1% 63.1%	26.4% 33.0% 0.1% 59.5%	25.3% 32.9% 0.1% 58.3% 1.2%
Intangible assets Property, plant and equipment Financial assets FIXED ASSETS Inventories	42.9% 40.7% 0.1% 83.8% 1.5%	27.3% 37.9% 0.2% 65.4% 1.0%	33.1% 35.6% 0.1% 68.9% 1.1%	29.1% 33.9% 0.1% 63.1% 1.1%	26.4% 33.0% 0.1% 59.5% 1.1%	25.3% 32.9% 0.1%
Intangible assets Property, plant and equipment Financial assets FIXED ASSETS Inventories Accounts receivable	42.9% 40.7% 0.1% 83.8% 1.5% 9.0%	27.3% 37.9% 0.2% 65.4% 1.0% 23.2%	33.1% 35.6% 0.1% 68.9% 1.1% 24.5% 2.2%	29.1% 33.9% 0.1% 63.1% 1.1% 23.6% 2.0%	26.4% 33.0% 0.1% 59.5% 1.1% 21.8%	25.3% 32.9% 0.1% 58.3% 1.2% 20.4% 2.0%
Intangible assets Property, plant and equipment Financial assets FIXED ASSETS Inventories Accounts receivable Other assets and short-term financial assets	42.9% 40.7% 0.1% 83.8% 1.5% 9.0% 2.1%	27.3% 37.9% 0.2% 65.4% 1.0% 23.2% 5.3%	33.1% 35.6% 0.1% 68.9% 1.1% 24.5%	29.1% 33.9% 0.1% 63.1% 1.1% 23.6%	26.4% 33.0% 0.1% 59.5% 1.1% 21.8% 2.0%	25.3% 32.9% 0.1% 58.3% 1.2% 20.4% 2.0% 15.8%
Intangible assets Property, plant and equipment Financial assets FIXED ASSETS Inventories Accounts receivable Other assets and short-term financial assets Liquid assets Deferred taxes	42.9% 40.7% 0.1% 83.8% 1.5% 9.0% 2.1% 0.4% 0.0%	27.3% 37.9% 0.2% 65.4% 1.0% 23.2% 5.3% 2.3% 0.0%	33.1% 35.6% 0.1% 68.9% 1.1% 24.5% 2.2% 0.9% 0.0%	29.1% 33.9% 0.1% 63.1% 1.1% 23.6% 2.0% 7.7% 0.0%	26.4% 33.0% 0.1% 59.5% 1.1% 21.8% 2.0% 13.2% 0.0%	25.3% 32.9% 0.1% 58.3% 1.2% 20.4% 2.0% 15.8%
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Intangible assets Property, plant and equipment Financial assets FIXED ASSETS Inventories Accounts receivable Other assets and short-term financial assets Liquid assets Deferred taxes Deferred charges and prepaid expenses CURRENT ASSETS TOTAL ASSETS SHAREHOLDERS EQUITY	42.9% 40.7% 0.1% 83.8% 1.5% 9.0% 2.1% 0.4% 0.0% 3.3% 16.2% 100.0%	27.3% 37.9% 0.2% 65.4% 1.0% 23.2% 5.3% 0.0% 2.9% 34.6% 100.0%	33.1% 35.6% 0.1% 68.9% 1.1% 24.5% 2.2% 0.9% 0.0% 2.5% 31.1% 100.0%	29.1% 33.9% 0.1% 63.1% 1.1% 23.6% 2.0% 7.7% 0.0% 2.4% 36.9% 100.0%	26.4% 33.0% 0.1% 59.5% 1.1% 21.8% 2.0% 13.2% 0.0% 2.4% 40.5% 100.0%	25.3% 32.9% 0.1% 58.3% 1.2% 20.4% 2.0% 15.8% 0.0% 2.3% 41.7% 100.0%
Intangible assets Property, plant and equipment Financial assets FIXED ASSETS Inventories Accounts receivable Other assets and short-term financial assets Liquid assets Deferred taxes Deferred charges and prepaid expenses CURRENT ASSETS TOTAL ASSETS SHAREHOLDERS EQUITY MINORITY INTEREST	42.9% 40.7% 0.1% 83.8% 1.5% 9.0% 2.1% 0.4% 0.0% 3.3% 16.2% 100.0%	27.3% 37.9% 0.2% 65.4% 1.0% 23.2% 5.3% 0.0% 2.9% 34.6% 100.0%	33.1% 35.6% 0.1% 68.9% 1.1% 24.5% 2.2% 0.9% 0.0% 2.5% 31.1% 100.0%	29.1% 33.9% 0.1% 63.1% 1.1% 23.6% 2.0% 7.7% 0.0% 2.4% 36.9% 100.0%	26.4% 33.0% 0.1% 59.5% 1.1% 21.8% 2.0% 13.2% 0.0% 2.4% 40.5% 100.0%	25.3% 32.9% 0.1% 58.3% 1.2% 20.4% 2.0% 15.8% 0.0% 2.3% 41.7% 100.0%
Intangible assets Property, plant and equipment Financial assets FIXED ASSETS Inventories Accounts receivable Other assets and short-term financial assets Liquid assets Deferred taxes Deferred charges and prepaid expenses CURRENT ASSETS TOTAL ASSETS SHAREHOLDERS EQUITY MINORITY INTEREST Provisions for pensions and similar obligations	42.9% 40.7% 0.1% 83.8% 1.5% 9.0% 2.1% 0.4% 0.0% 3.3% 16.2% 100.0% 51.6% 0.0% 0.0%	27.3% 37.9% 0.2% 65.4% 1.0% 23.2% 5.3% 0.0% 2.9% 34.6% 100.0% 61.6% 0.0% 0.0%	33.1% 35.6% 0.1% 68.9% 1.1% 24.5% 2.2% 0.9% 0.0% 2.5% 31.1% 100.0% 55.2% 0.0% 0.0%	29.1% 33.9% 0.1% 63.1% 1.1% 23.6% 2.0% 7.7% 0.0% 2.4% 36.9% 100.0% 58.5% 0.0% 0.0%	26.4% 33.0% 0.1% 59.5% 1.1% 21.8% 2.0% 13.2% 0.0% 2.4% 40.5% 100.0% 60.8% 0.0% 0.0%	25.3% 32.9% 0.1% 58.3% 1.2% 20.4% 2.0% 15.8% 0.0% 2.3% 41.7% 100.0% 64.8% 0.0% 0.0%
Intangible assets Property, plant and equipment Financial assets FIXED ASSETS Inventories Accounts receivable Other assets and short-term financial assets Liquid assets Deferred taxes Deferred charges and prepaid expenses CURRENT ASSETS TOTAL ASSETS SHAREHOLDERS EQUITY MINORITY INTEREST Provisions for pensions and similar obligations Other provisions and accrued liabilities	42.9% 40.7% 0.1% 83.8% 1.5% 9.0% 2.1% 0.4% 0.0% 3.3% 16.2% 100.0% 51.6% 0.0% 0.0% 0.5%	27.3% 37.9% 0.2% 65.4% 1.0% 23.2% 5.3% 0.0% 2.9% 34.6% 100.0% 61.6% 0.0% 0.0% 0.0%	33.1% 35.6% 0.1% 68.9% 1.1% 24.5% 2.2% 0.9% 0.0% 2.5% 31.1% 100.0% 55.2% 0.0% 0.0%	29.1% 33.9% 0.1% 63.1% 1.1% 23.6% 2.0% 7.7% 0.0% 2.4% 36.9% 100.0% 58.5% 0.0% 0.0% 0.0%	26.4% 33.0% 0.1% 59.5% 1.1% 21.8% 2.0% 13.2% 0.0% 2.4% 40.5% 100.0% 60.8% 0.0% 0.0%	25.3% 32.9% 0.1% 58.3% 1.2% 20.4% 2.0% 15.8% 0.0% 2.3% 41.7% 100.0% 0.0% 0.0%
Intangible assets Property, plant and equipment Financial assets FIXED ASSETS Inventories Accounts receivable Other assets and short-term financial assets Liquid assets Deferred taxes Deferred charges and prepaid expenses CURRENT ASSETS TOTAL ASSETS TOTAL ASSETS SHAREHOLDERS EQUITY MINORITY INTEREST Provisions for pensions and similar obligations Other provisions and accrued liabilities Short-term liabilities to banks	42.9% 40.7% 0.1% 83.8% 1.5% 9.0% 2.1% 0.4% 0.0% 3.3% 16.2% 100.0% 51.6% 0.0% 0.5% 12.6%	27.3% 37.9% 0.2% 65.4% 1.0% 23.2% 5.3% 2.3% 0.0% 2.9% 34.6% 100.0% 61.6% 0.0% 0.0% 0.0%	33.1% 35.6% 0.1% 68.9% 1.1% 24.5% 2.2% 0.9% 0.0% 2.5% 31.1% 100.0% 55.2% 0.0% 0.0% 2.5%	29.1% 33.9% 0.1% 63.1% 1.1% 23.6% 2.0% 7.7% 0.0% 2.4% 36.9% 100.0% 58.5% 0.0% 0.0% 0.0% 2.4%	26.4% 33.0% 0.1% 59.5% 1.1% 21.8% 2.0% 13.2% 0.0% 2.4% 40.5% 100.0% 60.8% 0.0% 0.0% 0.0% 2.3%	25.3% 32.9% 0.1% 58.3% 1.2% 20.4% 2.0% 15.8% 0.0% 2.3% 41.7% 100.0% 0.0% 0.0% 2.3%
Intangible assets Property, plant and equipment Financial assets FIXED ASSETS Inventories Accounts receivable Other assets and short-term financial assets Liquid assets Deferred taxes Deferred charges and prepaid expenses CURRENT ASSETS TOTAL ASSETS SHAREHOLDERS EQUITY MINORITY INTEREST Provisions for pensions and similar obligations Other provisions and accrued liabilities Short-term liabilities to banks Accounts payable	42.9% 40.7% 0.1% 83.8% 1.5% 9.0% 2.1% 0.4% 0.0% 3.3% 16.2% 100.0% 51.6% 0.0% 0.5% 12.6% 22.5%	27.3% 37.9% 0.2% 65.4% 1.0% 23.2% 5.3% 0.0% 2.9% 34.6% 100.0% 0.0% 0.0% 0.0% 0.0% 21.7%	33.1% 35.6% 0.1% 68.9% 1.1% 24.5% 2.2% 0.9% 0.0% 2.5% 31.1% 100.0% 55.2% 0.0% 0.0% 2.5% 26.0%	29.1% 33.9% 0.1% 63.1% 1.1% 23.6% 2.0% 7.7% 0.0% 2.4% 36.9% 100.0% 58.5% 0.0% 0.0% 0.0% 2.4% 23.6%	26.4% 33.0% 0.1% 59.5% 1.1% 21.8% 2.0% 13.2% 0.0% 2.4% 40.5% 100.0% 60.8% 0.0% 0.0% 0.0% 2.3% 21.8%	25.3% 32.9% 0.1% 58.3% 1.2% 20.4% 2.0% 15.8% 0.0% 2.3% 41.7% 100.0% 64.8% 0.0% 0.0% 0.0% 17.8%
Intangible assets Property, plant and equipment Financial assets FIXED ASSETS Inventories Accounts receivable Other assets and short-term financial assets Liquid assets Deferred taxes Deferred charges and prepaid expenses CURRENT ASSETS TOTAL ASSETS TOTAL ASSETS SHAREHOLDERS EQUITY MINORITY INTEREST Provisions for pensions and similar obligations Other provisions and accrued liabilities Short-term liabilities to banks Accounts payable Advance payments received on orders	42.9% 40.7% 0.1% 83.8% 1.5% 9.0% 2.1% 0.4% 0.0% 3.3% 16.2% 100.0% 51.6% 0.0% 0.5% 12.6% 22.5% 0.0%	27.3% 37.9% 0.2% 65.4% 1.0% 23.2% 5.3% 0.0% 2.9% 34.6% 100.0% 0.0% 0.0% 0.0% 0.0% 21.7% 0.0%	33.1% 35.6% 0.1% 68.9% 1.1% 24.5% 2.2% 0.9% 0.0% 2.5% 31.1% 100.0% 55.2% 0.0% 0.0% 2.5% 26.0% 0.0%	29.1% 33.9% 0.1% 63.1% 1.1% 23.6% 2.0% 7.7% 0.0% 2.4% 36.9% 100.0% 58.5% 0.0% 0.0% 2.4% 23.6% 0.0%	26.4% 33.0% 0.1% 59.5% 1.1% 21.8% 2.0% 13.2% 0.0% 2.4% 40.5% 100.0% 60.8% 0.0% 0.0% 2.3% 21.8% 0.0%	25.3% 32.9% 0.1% 58.3% 1.2% 20.4% 2.0% 15.8% 0.0% 2.3% 41.7% 100.0% 64.8% 0.0% 0.0% 0.0% 17.8% 0.0%
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Intangible assets Property, plant and equipment Financial assets FIXED ASSETS Inventories Accounts receivable Other assets and short-term financial assets Liquid assets Deferred taxes Deferred charges and prepaid expenses CURRENT ASSETS TOTAL ASSETS TOTAL ASSETS SHAREHOLDERS EQUITY MINORITY INTEREST Provisions for pensions and similar obligations Other provisions and accrued liabilities Short-term liabilities to banks Accounts payable Advance payments received on orders Other liabilities (incl. from lease and rental contracts)	42.9% 40.7% 0.1% 83.8% 1.5% 9.0% 2.1% 0.4% 0.0% 3.3% 16.2% 100.0% 51.6% 0.0% 0.5% 12.6% 22.5% 0.0% 6.9%	27.3% 37.9% 0.2% 65.4% 1.0% 23.2% 5.3% 2.3% 0.0% 2.9% 34.6% 100.0% 61.6% 0.0% 0.0% 0.0% 21.7% 0.0% 8.5%	33.1% 35.6% 0.1% 68.9% 1.1% 24.5% 2.2% 0.9% 0.0% 2.5% 31.1% 100.0% 55.2% 0.0% 0.0% 2.5% 26.0% 0.0% 0.0%	29.1% 33.9% 0.1% 63.1% 1.1% 23.6% 2.0% 7.7% 0.0% 2.4% 36.9% 100.0% 58.5% 0.0% 0.0% 2.4% 23.6% 0.0% 0.0%	26.4% 33.0% 0.1% 59.5% 1.1% 21.8% 2.0% 13.2% 0.0% 2.4% 40.5% 100.0% 60.8% 0.0% 0.0% 2.3% 21.8% 0.0% 0.0%	25.3% 32.9% 0.1% 58.3% 1.2% 20.4% 2.0% 15.8% 0.0% 2.3% 41.7% 100.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0
Intangible assets Property, plant and equipment Financial assets FIXED ASSETS Inventories Accounts receivable Other assets and short-term financial assets Liquid assets Deferred taxes Deferred charges and prepaid expenses CURRENT ASSETS TOTAL ASSETS TOTAL ASSETS SHAREHOLDERS EQUITY MINORITY INTEREST Provisions for pensions and similar obligations Other provisions and accrued liabilities Short-term liabilities to banks Accounts payable Advance payments received on orders Other liabilities (incl. from lease and rental contracts) Deferred taxes	42.9% 40.7% 0.1% 83.8% 1.5% 9.0% 2.1% 0.4% 0.0% 3.3% 16.2% 100.0% 51.6% 0.0% 0.5% 12.6% 22.5% 0.0% 6.9% 0.0%	27.3% 37.9% 0.2% 65.4% 1.0% 23.2% 5.3% 2.3% 0.0% 2.9% 34.6% 100.0% 61.6% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0	33.1% 35.6% 0.1% 68.9% 1.1% 24.5% 2.2% 0.9% 0.0% 2.5% 31.1% 100.0% 55.2% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0	29.1% 33.9% 0.1% 63.1% 1.1% 23.6% 2.0% 7.7% 0.0% 2.4% 36.9% 100.0% 0.0% 0.0% 2.4% 23.6% 0.0% 0.0% 0.0% 0.0%	26.4% 33.0% 0.1% 59.5% 1.1% 21.8% 2.0% 13.2% 0.0% 2.4% 40.5% 100.0% 0.0% 0.0% 0.0% 2.3% 21.8% 0.0% 0.0% 0.0% 0.0%	25.3% 32.9% 0.1% 58.3% 1.2% 20.4% 2.0% 15.8% 0.0% 2.3% 41.7% 100.0% 64.8% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 4.2%
Intangible assets Property, plant and equipment Financial assets FIXED ASSETS Inventories Accounts receivable Other assets and short-term financial assets Liquid assets Deferred taxes Deferred charges and prepaid expenses CURRENT ASSETS TOTAL ASSETS TOTAL ASSETS SHAREHOLDERS EQUITY MINORITY INTEREST Provisions for pensions and similar obligations Other provisions and accrued liabilities Short-term liabilities to banks Accounts payable Advance payments received on orders Other liabilities (incl. from lease and rental contracts) Deferred taxes Deferred income	42.9% 40.7% 0.1% 83.8% 1.5% 9.0% 2.1% 0.4% 0.0% 3.3% 16.2% 100.0% 51.6% 0.0% 0.5% 12.6% 22.5% 0.0% 6.9% 0.0% 1.1%	27.3% 37.9% 0.2% 65.4% 1.0% 23.2% 5.3% 0.0% 2.9% 34.6% 100.0% 0.0% 0.0% 0.0% 0.0% 0.0% 4.4%	33.1% 35.6% 0.1% 68.9% 1.1% 24.5% 2.2% 0.9% 0.0% 2.5% 31.1% 100.0% 55.2% 0.0% 0.0% 0.0% 0.0% 2.5% 26.0% 0.0% 0.0% 4.5%	29.1% 33.9% 0.1% 63.1% 1.1% 23.6% 2.0% 7.7% 0.0% 2.4% 36.9% 100.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0	26.4% 33.0% 0.1% 59.5% 1.1% 21.8% 2.0% 13.2% 0.0% 2.4% 40.5% 100.0% 0.0% 0.0% 0.0% 0.0% 2.3% 21.8% 0.0% 0.0% 0.0% 4.2%	25.3% 32.9% 0.1% 58.3% 1.2% 20.4% 2.0% 15.8% 0.0% 2.3% 41.7% 100.0% 64.8% 0.0% 0.0% 0.0% 17.8%

Source: Company data, NuWays

Update - 03.04.2024



Cash flow statement (EUR m)	2020/21	2021/22	2022/23	2023/24e	2024/25e	2025/26e
Net profit/loss	-72.8	-35.1	9.6	44.6	22.8	25.9
Depreciation of fixed assets (incl. leases)	14.6	14.4	14.0	13.3	16.0	16.6
Amortisation of goodwill & intangible assets	96.5	95.5	92.3	88.1	105.7	109.5
Other costs affecting income / expenses	4.6	25.7	-74.6	-88.0	-96.5	-100.0
Cash flow from operating activities	-95.1	-74.9	-51.9	-51.4	-74.0	-88.5
Increase/decrease in inventory	-0.1	2.4	-1.0	-0.6	-0.3	-0.4
Increase/decrease in accounts receivable	8.9	-65.0	-20.1	-1.4	6.8	7.3
Increase/decrease in accounts payable	-35.7	-2.8	34.3	-6.0	-6.8	-21.4
Increase/decrease in other working capital positions	0.0 -26.9	0.0 -65.5	0.0 13.2	0.0 -8.0	0.0 -0.3	0.0 -14.5
Increase/decrease in working capital Cash flow from operating activities	-20.9 15.9	-05.5 35.1	54.4	-0.0 50.0	-0.3 47.8	-14.5 37.6
CAPEX	91.7	81.1	147.9	88.2	111.2	120.6
Payments for acquisitions	0.0	0.0	0.0	0.0	0.0	0.0
Financial investments	0.0	0.2	0.0	0.0	0.0	0.0
Income from asset disposals	29.7	30.0	71.1	74.9	95.2	104.1
Cash flow from investing activities	-62.0	-51.4	-76.8	-13.3	-16.0	-16.6
Cash flow before financing	-46.1	-16.3	-22.3	36.7	31.8	14.4
Increase/decrease in debt position	52.5	-61.3	16.2	0.0	0.0	0.0
Purchase of own shares	0.0	0.0	0.0	0.0	0.0	0.0
Capital measures	0.0	86.5	0.0	0.0	0.0	0.0
Dividends paid	0.0	0.0	0.0	0.0	0.0	6.6
Others	0.0	0.0	n.a.	0.0	0.0	0.0
Effects of exchange rate changes on cash	0.0 52.5	0.0 25.1	0.0 16.2	0.0	0.0 0.0	0.0
Cash flow from financing activities Increase/decrease in liquid assets	52.5 6.4	8.8	-6.1	0.0 36.7	31.8	-6.6 14.4
Liquid assets at end of period	1.7	10.6	4.5	41.2	73.0	87.3
Enquire accord at one or portion		1010			70.0	0.10
Key ratios (EUR m)	2020/21	2021/22	2022/23	2023/24e	2024/25e	2025/26e
P&L growth analysis						
Sales growth	-9.7%	5.2%	18.9%	10.7%	5.1%	5.7%
EBITDA growth	-38.2%	107.3%	52.6%	23.6%	2.3%	5.7%
EBIT growth	67.1%	-59.5%	-158.0%	201.1%	-33.1%	13.3%
EPS growth	38.1%	-51.8%	-127.2%	366.8%	-48.8%	13.6%
Efficiency	205.0	007.4	450.0	400.0	E40 E	500.0
Sales per employee	385.2 44.9	387.1 88.9	456.6 134.5	496.6 163.3	512.5	530.6
EBITDA per employee No. employees (average)	868	908	916	932	164.0 950	169.8 970
Balance sheet analysis	000	900	910	932	950	910
Avg. working capital / sales	-20.2%	-6.1%	1.1%	0.4%	1.3%	2.6%
Inventory turnover (sales/inventory)	49.1	79.6	76.8	76.8	76.8	76.8
Accounts receivable turnover	44.0	109.4	109.5	100.0	90.0	80.0
Accounts payable turnover	110.7	102.3	116.0	100.0	90.0	70.0
Cash flow analysis						
Free cash flow	-46.1	-16.1	-22.3	36.7	31.8	21.0
Free cash flow/sales	-13.8%	-4.6%	-5.3%	7.9%	6.5%	4.1%
FCF / net profit	63.3%	45.9%	neg.	82.3%	139.1%	81.0%
Capex / sales	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Solvency	70.0	0.0	C7 F	20.0	4.0	45.4
Net debt Net Debt/EBITDA	76.2 2.0	6.6 0.1	67.5 0.5	30.8 0.2	-1.0 0.0	-15.4 0.0
Dividend payout ratio	0.0%	0.0%	69.4%	14.9%	29.0%	25.5%
Interest paid / avg. debt	3.0%	10.3%	13.8%	3.2%	3.4%	3.6%
· · · · · · · · · · · · · · · · · · ·	0.070	10.070	10.070	0.270	0.170	0.070
Returns		0.60/	5.2%	13.7%	8.6%	9.2%
ROCE	-22.2%	-9.0%				7.2%
	-22.2% -31.3%	-9.6% -12.5%	3.4%	14.2%	6.8%	
ROCE				14.2% 10.7%	6.8% 6.1%	
ROCE ROE Adjusted FCF yield Dividend yield	-31.3%	-12.5%	3.4%			7.3%
ROCE ROE Adjusted FCF yield Dividend yield DPS	-31.3% -10.4% 0.0% 0.0	-12.5% -7.6% 0.0% 0.0	3.4% 3.4% 1.7% 0.1	10.7% 1.7% 0.1	6.1% 1.7% 0.1	7.3% 1.7% 0.1
ROCE ROE Adjusted FCF yield Dividend yield DPS EPS reported	-31.3% -10.4% 0.0% 0.0 -0.66	-12.5% -7.6% 0.0% 0.0 -0.32	3.4% 3.4% 1.7% 0.1 0.09	10.7% 1.7% 0.1 0.40	6.1% 1.7% 0.1 0.21	7.3% 1.7% 0.1 0.23
ROCE ROE Adjusted FCF yield Dividend yield DPS EPS reported Average number of shares	-31.3% -10.4% 0.0% 0.0	-12.5% -7.6% 0.0% 0.0	3.4% 3.4% 1.7% 0.1	10.7% 1.7% 0.1	6.1% 1.7% 0.1	7.3% 1.7% 0.1 0.23
ROCE ROE Adjusted FCF yield Dividend yield DPS EPS reported Average number of shares Valuation ratios	-31.3% -10.4% 0.0% 0.0 -0.66 110.4	-12.5% -7.6% 0.0% 0.0 -0.32 110.4	3.4% 3.4% 1.7% 0.1 0.09 110.4	10.7% 1.7% 0.1 0.40 110.4	6.1% 1.7% 0.1 0.21 110.4	7.3% 1.7% 0.1 0.23 110.4
ROCE ROE Adjusted FCF yield Dividend yield DPS EPS reported Average number of shares Valuation ratios P/BV	-31.3% -10.4% 0.0% 0.0 -0.66 110.4	-12.5% -7.6% 0.0% 0.0 -0.32 110.4	3.4% 3.4% 1.7% 0.1 0.09 110.4	10.7% 1.7% 0.1 0.40 110.4	6.1% 1.7% 0.1 0.21 110.4	7.3% 1.7% 0.1 0.23 110.4
ROCE ROE Adjusted FCF yield Dividend yield DPS EPS reported Average number of shares Valuation ratios P/BV EV/sales	-31.3% -10.4% 0.0% 0.0 -0.66 110.4	-12.5% -7.6% 0.0% 0.0 -0.32 110.4	3.4% 3.4% 1.7% 0.1 0.09 110.4	10.7% 1.7% 0.1 0.40 110.4 1.3	6.1% 1.7% 0.1 0.21 110.4 1.2 0.8	7.3% 1.7% 0.1 0.23 110.4 1.1 0.7
ROCE ROE Adjusted FCF yield Dividend yield DPS EPS reported Average number of shares Valuation ratios P/BV	-31.3% -10.4% 0.0% 0.0 -0.66 110.4	-12.5% -7.6% 0.0% 0.0 -0.32 110.4	3.4% 3.4% 1.7% 0.1 0.09 110.4	10.7% 1.7% 0.1 0.40 110.4	6.1% 1.7% 0.1 0.21 110.4	7.3% 1.7%

Update - 03.04.2024



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Company	Disclosures
Borussia Dortmund GmbH & Co KGaA	2

Historical target price and rating changes f	or Borussia Dortmund Gr	mbH & Co KGaA			
Company	Date	Analyst	Rating	Target Price	Close
Borussia Dortmund GmbH & Co KGaA	07.06.2023	Sennewald, Philipp	Buy	EUR 5.50	EUR 4.32

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According to Article 4(1) No. i of the delegated regulation 2016/958 supplementing regulation 596/2014 of the European Parliament, further information regarding investment recommendations of the last 12 months are published under: www.nuways-ag.com

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