Others - Germany

Buy (old: Buy)

NuWays



EUR 5.50 (old: EUR 5.50)

Media income to increase // Easy draw for CWC

Media rights. Once again, the German Football League (DFL) managed to surpass the billion-euro per season mark for awarding the German-language media rights for the Bundesliga and Bundesliga 2. With total revenues of \in 4.5bn, it even surpassed the previous award (+2%), which should be seen as a major success, given the results the French league recently achieved. Assuming no change in the distribution model, **BVB should hence expect slightly increased sales in national TV marketing over the upcoming cycle** (2025-2029).

CWC draw. On 5th December, FIFA drew the groups for the Club World Cup in 2025, which will take place in the US. Here, BVB got very lucky, having been drawn in a group with Brazilian side Fluminense, Korea's Ulsan HD and Mamelodi Sundowns FC from South Africa. To give you some perspective: With the current market values of the respective squads, Fluminense would rank 15th in the Bundesliga, while Ulsan and Mamelodi Sundowns wouldn't even be in the Top 4 of Bundesliga 2. BVB's market value is 3.8x of the combined value of the other teams. Hence, anything other than a group win would be a disappointment, in our view. We thus **regard BVB's chances as high to at least advance into the quarterfinals of the tournament**. Yet, as FIFA has not provided the public with information regarding the prize money structure, we do not yet include this in our estimates, especially as the tournament takes place during BVB's fiscal year transition, thus providing upside to our estimates.

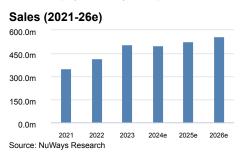
Meanwhile, the team continues to perform well in the UCL this season. Despite last night's defeat against Barcelona, **BVB is well positioned to achieve a Top 8 spot**, which allows for direct qualification for the round of 16. With 12 points in the book and 2 games to go against Bologna and Donetsk, 4 more points (1 win & 1 draw) would be sufficient in 98% of cases to achieve that spot. In our view, this should be absolutely achievable. Mind you, even 15 points, implying one more win, would be enough in 73% of cases.

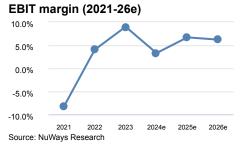
There's no place like home. BVB continues to show two faces in the Bundesliga. While the club is leading the home game standings, they are only 16th in the away standings, having scored only 2 points in 6 games thus far. To qualify for next seasons UCL campaign, the team quickly needs to improve performance outside the Signal Iduna Park. Otherwise, our 2025/26e estimates could be at risk.

We hence reiterate BUY with an unchanged € 5.50 PT based on DCF.

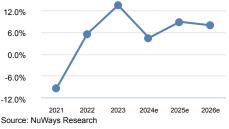
Y/E 30.06 (EUR m)	2021/22	2022/23	2023/24	2024/25e	2025/26e	2026/27e
Sales	351.6	418.2	509.1	502.3	530.8	558.6
Sales growth	5.2%	18.9%	21.7%	-1.3%	5.7%	5.3%
EBITDA	80.8	123.2	150.3	120.0	141.8	146.4
Net debt (if net cash=0)	6.6	30.1	36.2	22.4	-12.8	-59.8
FCF	-16.1	-22.3	-4.3	20.4	41.9	53.5
Net Debt/EBITDA	0.1	0.2	0.2	0.2	0.0	0.0
EPS pro forma	-0.32	0.09	0.40	0.15	0.28	0.26
EBITDA margin	23.0%	29.5%	29.5%	23.9%	26.7%	26.2%
ROCE	-9.6%	5.5%	13.4%	4.4%	8.8%	7.8%
EV/sales	1.2	1.0	0.9	0.8	0.7	0.6
EV/EBITDA	5.0	3.5	2.9	3.5	2.7	2.3
PER	-11.4	41.8	9.0	24.1	12.8	13.9
Adjusted FCF yield	-7.6%	3.7%	9.6%	3.3%	7.3%	7.6%

Source: Company data, NuWays, Close price as of 12.12.2024





ROCE (2021-26e)



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.



Market data	
Share price (in €)	3.25
Market cap (in € m)	399.6
Number of shares (in m pcs)	110.4
Enterprise value (in € m)	422.0
Ø trading volume (6 months)	136,745

12m rel. performance

-15.0%

Identifier						
/B GR /B.DE 49309 93092						

Key shareholders						
Bernd Geske	8.3%					
Evonik Industries AG	8.2%					
SIGNAL IDUNA	6.0%					
PUMA SE	5.3%					
Ralph Dommermuth Beteili- gungen GmbH	5.0%					
Free Float	67.2%					

Estimates changes							
	<u>2024/25e</u>	<u>2025/26e</u>	<u>2026/27e</u>				
Sales	0%	0%	0%				
EBIT	0%	0%	0%				
EPS	0%	0%	0%				

Comment on changes

in • Sales: € 503m

- EBITDA: € 110-120m
- FCF: € 21m

Guidance

Update - 12.12.2024



Financials

Profit and loss (EUR m)	2021/22	2022/23	2023/24	2024/25e	2025/26e	2026/27e
Net sales	351.6	418.2	509.1	502.3	530.8	558.6
Sales growth	5.2%	18.9%	21.7%	-1.3%	5.7%	5.3%
Increase/decrease in finished goods and work-in-process	0.0	0.0	0.0	0.0	0.0	0.0
Total sales	351.6	418.2	509.1	502.3	530.8	558.6
Other operating income	85.4	79.3	109.1	73.6	91.4	96.2
Material expenses	22.6	24.1	32.7	45.2	47.8	50.3
Personnel expenses	231.2	236.2	268.5	247.4	262.7	279.3
Other operating expenses	102.4	114.0	166.7	163.2	169.8	178.8
Total operating expenses	270.9	295.0	358.9	382.3	389.0	412.2
EBITDA	80.8	123.2	150.3	120.0	141.8	146.4
Depreciation	14.4	14.0	13.7	13.6	13.9	14.7
EBITA	66.3	109.3	136.6	106.4	127.8	131.7
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	95.5	92.3	90.6	89.9	92.2	97.0
Impairment charges	0.0	0.0	0.0	0.0	0.0	0.0
EBIT (inc revaluation net)	-29.2	16.9	45.9	16.5	35.6	34.7
Interest income	0.7	0.0	8.0	5.0	5.3	5.6
Interest expenses	4.9	6.1	5.2	2.0	2.0	2.0
Investment income	0.0	0.0	0.0	0.0	0.0	0.0
Financial result	-4.2	-6.1	2.7	3.0	3.3	3.6
Recurring pretax income from continuing operations	-33.4	10.8	48.6	19.5	38.9	38.3
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0
Earnings before taxes	-33.4	10.8	48.6	19.5	38.9	38.3
Income tax expense	1.7	1.2	4.3	2.9	7.8	9.6
Net income from continuing operations	-35.1	9.6	44.3	16.6	31.1	28.7
Income from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0
Net income	-35.1	9.6	44.3	16.6	31.1	28.7
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0
Net profit (reported)	-35.1	9.6	44.3	16.6	31.1	28.7
Average number of shares	110.4	110.4	110.4	110.4	110.4	110.4
EPS reported	-0.32	0.09	0.40	0.15	0.28	0.26

Profit and loss (common size)	2021/22	2022/23	2023/24	2024/25e	2025/26e	2026/27e
Net sales	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Sales growth	5.2%	18.9%	21.7%	-1.3%	5.7%	5.3%
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	24.3%	19.0%	21.4%	14.6%	17.2%	17.2%
Material expenses	6.4%	5.8%	6.4%	9.0%	9.0%	9.0%
Personnel expenses	65.8%	56.5%	52.7%	49.3%	49.5%	50.0%
Other operating expenses	29.1%	27.3%	32.8%	32.5%	32.0%	32.0%
Total operating expenses	77.0%	70.5%	70.5%	76.1%	73.3%	73.8%
EBITDA	23.0%	29.5%	29.5%	23.9%	26.7%	26.2%
Depreciation	4.1%	3.3%	2.7%	2.7%	2.6%	2.6%
EBITA	18.9%	26.1%	26.8%	21.2%	24.1%	23.6%
Amortisation of goodwill	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Amortisation of intangible assets	27.2%	22.1%	17.8%	17.9%	17.4%	17.4%
Impairment charges	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
EBIT (inc revaluation net)	-8.3%	4.0%	9.0%	3.3%	6.7%	6.2%
Interest income	0.2%	0.0%	1.6%	1.0%	1.0%	1.0%
Interest expenses	1.4%	1.5%	1.0%	0.4%	0.4%	0.4%
Investment income	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Financial result	neg.	neg.	0.5%	0.6%	0.6%	0.6%
Recurring pretax income from continuing operations	-9.5%	2.6%	9.6%	3.9%	7.3%	6.8%
Extraordinary income/loss	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Earnings before taxes	-9.5%	2.6%	9.6%	3.9%	7.3%	6.8%
Tax rate	-5.1%	11.4%	8.9%	15.0%	20.0%	25.0%
Net income from continuing operations	-10.0%	2.3%	8.7%	3.3%	5.9%	5.1%
Income from discontinued operations (net of tax)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Net income	-10.0%	2.3%	8.7%	3.3%	5.9%	5.1%
Minority interest	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Net profit (reported)	-10.0%	2.3%	8.7%	3.3%	5.9%	5.1%
Source: Company data, NuWays						

Source: Company data, NuWays

Update - 12.12.2024



Balance sheet (EUR m)	2021/22	2022/23	2023/24	2024/25e	2025/26e	2026/27e
Intangible assets	124.4	169.7	184.1	184.1	184.1	174.4
Property, plant and equipment	172.5	182.3	198.3	198.3	198.3	198.3
Financial assets	0.7	0.5	0.6	0.6	0.6	0.6
FIXED ASSETS	297.6	352.4	382.9	382.9	382.9	373.2
Inventories	4.4	5.4	5.3	5.2	5.5	5.8
Accounts receivable	105.4	125.5	178.0	172.0	181.8	191.3
Other assets and short-term financial assets	24.0	11.0	9.1	9.1	9.1	9.1
Liquid assets	10.6	4.5	4.4	18.2	53.4	100.3
Deferred taxes	0.0	0.0	0.0	0.0	0.0	0.0
Deferred charges and prepaid expenses	13.1	13.0	10.0	10.0	10.0	10.0
CURRENT ASSETS	157.5	159.4	206.8	214.5	259.8	316.6
TOTAL ASSETS	455.1	511.8	589.7	597.5	642.8	689.8
SHAREHOLDERS EQUITY	280.5	282.7	327.0	343.4	380.9	420.3
MINORITY INTEREST	0.0	0.0	0.0	0.0	0.0	0.0
Long-term liabilities to banks	0.0	8.8	26.1	26.1	26.1	26.1
Bonds (long-term)	0.0	0.0	0.0	0.0	0.0	0.0
other interest-bearing liabilities	17.2	13.0	11.9	11.9	11.9	11.9
Provisions for pensions and similar obligations	0.0	0.0	0.0	0.0	0.0	0.0
Other provisions and accrued liabilities	0.0	0.0	1.0	1.0	1.0	1.0
NON-CURRENT LIABILITIES	17.2	21.8	38.9	38.9	38.9	38.9
Short-term liabilities to banks	0.0	12.8	2.6	2.6	2.6	2.6
Accounts payable	98.5	132.9	146.2	137.6	145.4	153.1
Advance payments received on orders	0.0	0.0	0.0	0.0	0.0	0.0
Accrued taxes	0.0	0.0	0.0	0.0	0.0	0.0
Other liabilities (incl. from lease and rental contracts)	38.9	37.4	48.9	48.9	48.9	48.9
Deferred taxes	0.0	1.1	5.4	5.4	5.4	5.4
Deferred income	19.9	23.2	20.6	20.6	20.6	20.6
CURRENT LIABILITIES	157.4	207.3	223.7	215.1	222.9	230.6
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	455.1	511.8	589.7	597.5	642.8	689.8
Balance sheet (common size)	2021/22	2022/23	2023/24	2024/25e	2025/26e	2026/27e
Intangible assets		33.1%	31.2%	30.8%	28.6%	
	27.3%		00.00/	00.00/		25.3%
Property, plant and equipment	37.9%	35.6%	33.6%	33.2%	30.8%	28.7%
Financial assets	37.9% 0.2%	35.6% 0.1%	0.1%	0.1%	30.8% 0.1%	28.7% 0.1%
Financial assets FIXED ASSETS	37.9% 0.2% 65.4%	35.6% 0.1% 68.9%	0.1% 64.9%	0.1% 64.1%	30.8% 0.1% 59.6%	28.7% 0.1% 54.1%
Financial assets FIXED ASSETS Inventories	37.9% 0.2% 65.4% 1.0%	35.6% 0.1% 68.9% 1.1%	0.1% 64.9% 0.9%	0.1% 64.1% 0.9%	30.8% 0.1% 59.6% 0.9%	28.7% 0.1% 54.1% 0.8%
Financial assets FIXED ASSETS Inventories Accounts receivable	37.9% 0.2% 65.4% 1.0% 23.2%	35.6% 0.1% 68.9% 1.1% 24.5%	0.1% 64.9% 0.9% 30.2%	0.1% 64.1% 0.9% 28.8%	30.8% 0.1% 59.6% 0.9% 28.3%	28.7% 0.1% 54.1% 0.8% 27.7%
Financial assets FIXED ASSETS Inventories Accounts receivable Other assets and short-term financial assets	37.9% 0.2% 65.4% 1.0% 23.2% 5.3%	35.6% 0.1% 68.9% 1.1% 24.5% 2.2%	0.1% 64.9% 0.9% 30.2% 1.5%	0.1% 64.1% 0.9% 28.8% 1.5%	30.8% 0.1% 59.6% 0.9% 28.3% 1.4%	28.7% 0.1% 54.1% 0.8% 27.7% 1.3%
Financial assets FIXED ASSETS Inventories Accounts receivable Other assets and short-term financial assets Liquid assets	37.9% 0.2% 65.4% 1.0% 23.2% 5.3% 2.3%	35.6% 0.1% 68.9% 1.1% 24.5% 2.2% 0.9%	0.1% 64.9% 0.9% 30.2% 1.5% 0.7%	0.1% 64.1% 0.9% 28.8% 1.5% 3.0%	30.8% 0.1% 59.6% 0.9% 28.3% 1.4% 8.3%	28.7% 0.1% 54.1% 0.8% 27.7% 1.3% 14.5%
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Financial assets FIXED ASSETS Inventories Accounts receivable Other assets and short-term financial assets Liquid assets Deferred taxes Deferred charges and prepaid expenses	37.9% 0.2% 65.4% 1.0% 23.2% 5.3% 2.3% 0.0% 2.9%	35.6% 0.1% 68.9% 1.1% 24.5% 2.2% 0.9% 0.0% 2.5%	0.1% 64.9% 0.9% 30.2% 1.5% 0.7% 0.0% 1.7%	0.1% 64.1% 0.9% 28.8% 1.5% 3.0% 0.0% 1.7%	30.8% 0.1% 59.6% 0.9% 28.3% 1.4% 8.3% 0.0% 1.6%	28.7% 0.1% 54.1% 0.8% 27.7% 1.3% 14.5% 0.0% 1.5%
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	37.9% 0.2% 65.4% 1.0% 23.2% 5.3% 2.3% 0.0% 2.9% 34.6%	35.6% 0.1% 68.9% 1.1% 24.5% 2.2% 0.9% 0.0% 2.5% 31.1%	0.1% 64.9% 0.9% 30.2% 1.5% 0.7% 0.0% 1.7% 35.1%	0.1% 64.1% 0.9% 28.8% 1.5% 3.0% 0.0% 1.7% 35.9%	30.8% 0.1% 59.6% 0.9% 28.3% 1.4% 8.3% 0.0% 1.6% 40.4%	28.7% 0.1% 54.1% 0.8% 27.7% 1.3% 14.5% 0.0% 1.5% 45.9%
Financial assets FIXED ASSETS Inventories Accounts receivable Other assets and short-term financial assets Liquid assets Deferred taxes Deferred charges and prepaid expenses	37.9% 0.2% 65.4% 1.0% 23.2% 5.3% 2.3% 0.0% 2.9%	35.6% 0.1% 68.9% 1.1% 24.5% 2.2% 0.9% 0.0% 2.5%	0.1% 64.9% 0.9% 30.2% 1.5% 0.7% 0.0% 1.7%	0.1% 64.1% 0.9% 28.8% 1.5% 3.0% 0.0% 1.7%	30.8% 0.1% 59.6% 0.9% 28.3% 1.4% 8.3% 0.0% 1.6%	28.7% 0.1% 54.1% 0.8% 27.7% 1.3% 14.5% 0.0% 1.5% 45.9%
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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	37.9% 0.2% 65.4% 1.0% 23.2% 5.3% 2.3% 0.0% 2.9% 34.6% 100.0%	35.6% 0.1% 68.9% 1.1% 24.5% 2.2% 0.9% 0.0% 2.5% 31.1% 100.0%	0.1% 64.9% 0.9% 30.2% 1.5% 0.7% 0.0% 1.7% 35.1% 100.0%	0.1% 64.1% 0.9% 28.8% 1.5% 3.0% 0.0% 1.7% 35.9% 100.0%	30.8% 0.1% 59.6% 0.9% 28.3% 1.4% 8.3% 0.0% 1.6% 40.4% 100.0%	28.7% 0.1% 54.1% 0.8% 27.7% 1.3% 14.5% 0.0% 1.5% 45.9% 100.0%
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	37.9% 0.2% 65.4% 1.0% 23.2% 5.3% 2.3% 0.0% 2.9% 34.6% 100.0% 61.6%	35.6% 0.1% 68.9% 1.1% 24.5% 2.2% 0.9% 0.0% 2.5% 31.1% 100.0% 55.2%	0.1% 64.9% 0.9% 30.2% 1.5% 0.7% 0.0% 1.7% 35.1% 100.0%	0.1% 64.1% 0.9% 28.8% 1.5% 3.0% 0.0% 1.7% 35.9% 100.0% 57.5%	30.8% 0.1% 59.6% 0.9% 28.3% 1.4% 8.3% 0.0% 1.6% 40.4% 100.0%	28.7% 0.1% 54.1% 0.8% 27.7% 1.3% 14.5% 0.0% 1.5% 45.9% 100.0% 60.9% 0.0%
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	37.9% 0.2% 65.4% 1.0% 23.2% 5.3% 2.3% 0.0% 2.9% 34.6% 100.0%	35.6% 0.1% 68.9% 1.1% 24.5% 2.2% 0.9% 0.0% 2.5% 31.1% 100.0%	0.1% 64.9% 0.9% 30.2% 1.5% 0.7% 0.0% 1.7% 35.1% 100.0%	0.1% 64.1% 0.9% 28.8% 1.5% 3.0% 0.0% 1.7% 35.9% 100.0%	30.8% 0.1% 59.6% 0.9% 28.3% 1.4% 8.3% 0.0% 1.6% 40.4% 100.0% 59.3% 0.0%	28.7% 0.1% 54.1% 0.8% 27.7% 1.3% 14.5% 0.0% 1.5% 45.9% 100.0% 60.9% 0.0% 3.8%
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 Long-term liabilities to banks	37.9% 0.2% 65.4% 1.0% 23.2% 5.3% 2.3% 0.0% 2.9% 34.6% 100.0% 0.0% 0.0%	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% 1.7%	0.1% 64.9% 0.9% 30.2% 1.5% 0.7% 0.0% 1.7% 35.1% 100.0% 55.5% 0.0% 4.4%	0.1% 64.1% 0.9% 28.8% 1.5% 3.0% 0.0% 1.7% 35.9% 100.0% 57.5% 0.0% 4.4%	30.8% 0.1% 59.6% 0.9% 28.3% 1.4% 8.3% 0.0% 1.6% 40.4% 100.0% 59.3% 0.0% 4.1%	28.7% 0.1% 54.1% 0.8% 27.7% 1.3% 14.5% 0.0% 1.5% 45.9% 100.0% 60.9% 0.0% 3.8% 0.0%
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 Long-term liabilities to banks Bonds (long-term)	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% 3.8% 0.0%	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% 1.7% 0.0%	0.1% 64.9% 0.9% 30.2% 1.5% 0.7% 0.0% 1.7% 35.1% 100.0% 55.5% 0.0% 4.4% 0.0%	0.1% 64.1% 0.9% 28.8% 1.5% 3.0% 0.0% 1.7% 35.9% 100.0% 4.4% 0.0%	30.8% 0.1% 59.6% 0.9% 28.3% 1.4% 8.3% 0.0% 1.6% 40.4% 100.0% 59.3% 0.0% 4.1% 0.0%	28.7% 0.1% 54.1% 0.8% 27.7% 1.3% 14.5% 0.0% 1.5% 45.9% 100.0% 60.9% 0.0% 3.8% 0.0% 1.7%
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 Long-term liabilities to banks Bonds (long-term) other interest-bearing liabilities	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% 3.8%	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% 1.7% 0.0% 2.5%	0.1% 64.9% 0.9% 30.2% 1.5% 0.0% 1.7% 35.1% 100.0% 55.5% 0.0% 4.4% 0.0% 2.0%	0.1% 64.1% 0.9% 28.8% 1.5% 3.0% 0.0% 1.7% 35.9% 100.0% 57.5% 0.0% 4.4% 0.0% 2.0%	30.8% 0.1% 59.6% 0.9% 28.3% 1.4% 8.3% 0.0% 1.6% 40.4% 100.0% 59.3% 0.0% 4.1% 0.0% 1.8%	28.7% 0.1% 0.8% 27.7% 1.3% 14.5% 0.0% 1.5% 45.9% 100.0% 3.8% 0.0% 1.7% 0.0%
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 Long-term liabilities to banks Bonds (long-term) other interest-bearing liabilities Provisions for pensions and similar obligations	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% 3.8% 0.0%	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% 1.7% 0.0% 2.5% 0.0%	0.1% 64.9% 0.9% 30.2% 1.5% 0.0% 1.7% 35.1% 100.0% 55.5% 0.0% 4.4% 0.0% 2.0% 0.0%	0.1% 64.1% 0.9% 28.8% 1.5% 3.0% 0.0% 1.7% 35.9% 100.0% 4.4% 0.0% 2.0% 0.0%	30.8% 0.1% 59.6% 0.9% 28.3% 1.4% 8.3% 0.0% 1.6% 40.4% 100.0% 4.1% 0.0% 4.1% 0.0% 1.8% 0.0%	28.7% 0.1% 0.8% 27.7% 1.3% 14.5% 0.0% 1.5% 45.9% 100.0% 0.0% 0.0% 0.0% 0.1%
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 Long-term liabilities to banks Bonds (long-term) other interest-bearing liabilities Provisions for pensions and similar obligations Other provisions and accrued liabilities	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% 3.8% 0.0% 0.0%	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% 1.7% 0.0% 2.5% 0.0% 0.0%	0.1% 64.9% 0.9% 30.2% 1.5% 0.0% 1.7% 35.1% 100.0% 55.5% 0.0% 4.4% 0.0% 2.0% 0.0% 0.2%	0.1% 64.1% 0.9% 28.8% 1.5% 3.0% 0.0% 1.7% 35.9% 100.0% 57.5% 0.0% 4.4% 0.0% 2.0% 0.0% 0.2%	30.8% 0.1% 59.6% 0.9% 28.3% 1.4% 8.3% 0.0% 1.6% 40.4% 100.0% 59.3% 0.0% 4.1% 0.0% 1.8% 0.0% 0.2%	28.7% 0.1% 0.8% 27.7% 1.3% 14.5% 0.0% 1.5% 45.9% 100.0% 60.9% 0.0% 1.7% 0.0% 0.1% 5.6%
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 Long-term liabilities to banks Bonds (long-term) other interest-bearing liabilities Provisions for pensions and similar obligations Other provisions and accrued liabilities NON-CURRENT LIABILITIES	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% 3.8% 0.0% 0.0% 3.8%	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% 1.7% 0.0% 2.5% 0.0% 0.0% 0.0% 4.3%	0.1% 64.9% 0.9% 30.2% 1.5% 0.0% 1.7% 35.1% 100.0% 55.5% 0.0% 4.4% 0.0% 2.0% 0.0% 0.2% 6.6%	0.1% 64.1% 0.9% 28.8% 1.5% 3.0% 0.0% 1.7% 35.9% 100.0% 57.5% 0.0% 4.4% 0.0% 2.0% 0.0% 0.2% 6.5%	30.8% 0.1% 59.6% 0.9% 28.3% 1.4% 8.3% 0.0% 1.6% 40.4% 100.0% 59.3% 0.0% 4.1% 0.0% 1.8% 0.0% 0.2% 6.1%	28.7% 0.1% 0.8% 27.7% 1.3% 14.5% 0.0% 1.5% 45.9% 100.0% 60.9% 0.0% 0.0% 0.1% 0.0% 0.1% 0.4%
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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 Long-term liabilities to banks Bonds (long-term) other interest-bearing liabilities Provisions for pensions and similar obligations Other provisions and accrued liabilities NON-CURRENT LIABILITIES Short-term liabilities to banks Accounts payable	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% 3.8% 0.0% 0.0% 3.8% 0.0% 0.0% 21.7%	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% 1.7% 0.0% 2.5% 0.0% 0.0% 2.5% 0.0% 0.0% 2.5% 2.5% 26.0%	0.1% 64.9% 0.9% 30.2% 1.5% 0.0% 1.7% 35.1% 100.0% 55.5% 0.0% 4.4% 0.0% 2.0% 0.0% 0.2% 6.6% 0.4% 24.8%	0.1% 64.1% 0.9% 28.8% 1.5% 3.0% 0.0% 1.7% 35.9% 100.0% 57.5% 0.0% 4.4% 0.0% 2.0% 0.0% 0.2% 6.5% 0.4% 23.0%	30.8% 0.1% 59.6% 0.9% 28.3% 1.4% 8.3% 0.0% 1.6% 40.4% 100.0% 4.1% 0.0% 4.1% 0.0% 1.8% 0.0% 0.2% 6.1% 0.4% 22.6%	28.7% 0.1% 0.8% 27.7% 1.3% 14.5% 0.0% 1.5% 45.9% 100.0% 60.9% 0.0% 0.0% 0.1% 0.0% 0.1% 0.4% 22.2% 0.0%
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 Long-term liabilities to banks Bonds (long-term) other interest-bearing liabilities Provisions for pensions and similar obligations Other provisions and accrued liabilities NON-CURRENT LIABILITIES Short-term liabilities to banks Accounts payable Advance payments received on orders	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% 3.8% 0.0% 0.0% 3.8% 0.0% 0.0% 21.7% 0.0%	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% 1.7% 0.0% 2.5% 0.0% 0.0% 4.3% 2.5% 26.0% 0.0%	0.1% 64.9% 0.9% 30.2% 1.5% 0.0% 1.7% 35.1% 100.0% 55.5% 0.0% 4.4% 0.0% 2.0% 0.2% 6.6% 0.4% 24.8% 0.0%	0.1% 64.1% 0.9% 28.8% 1.5% 3.0% 0.0% 1.7% 35.9% 100.0% 57.5% 0.0% 4.4% 0.0% 0.2% 6.5% 0.4% 23.0% 0.0%	30.8% 0.1% 59.6% 0.9% 28.3% 1.4% 8.3% 0.0% 1.6% 40.4% 100.0% 4.1% 0.0% 4.1% 0.0% 1.8% 0.0% 0.2% 6.1% 0.4% 22.6% 0.0%	28.7% 0.1% 0.8% 27.7% 1.3% 14.5% 0.0% 1.5% 45.9% 100.0% 60.9% 0.0% 0.0% 0.1% 5.6% 0.4% 22.2% 0.0% 0.0%
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 Long-term liabilities to banks Bonds (long-term) other interest-bearing liabilities Provisions for pensions and similar obligations Other provisions and accrued liabilities NON-CURRENT LIABILITIES Short-term liabilities to banks Accounts payable Advance payments received on orders Accrued taxes	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% 3.8% 0.0% 0.0% 0.0% 21.7% 0.0% 0.0%	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% 1.7% 0.0% 2.5% 0.0% 0.0% 2.5% 26.0% 0.0% 0.0%	0.1% 64.9% 0.9% 30.2% 1.5% 0.0% 1.7% 35.1% 100.0% 55.5% 0.0% 2.0% 0.0% 0.2% 6.6% 0.4% 24.8% 0.0% 0.0%	0.1% 64.1% 0.9% 28.8% 1.5% 3.0% 0.0% 1.7% 35.9% 100.0% 57.5% 0.0% 4.4% 0.0% 0.2% 6.5% 0.4% 23.0% 0.0% 0.0%	30.8% 0.1% 59.6% 0.9% 28.3% 1.4% 8.3% 0.0% 1.6% 40.4% 100.0% 4.1% 0.0% 4.1% 0.0% 1.8% 0.0% 0.2% 6.1% 0.4% 22.6% 0.0% 0.0%	28.7% 0.1% 0.8% 27.7% 1.3% 14.5% 0.0% 1.5% 45.9% 100.0% 60.9% 0.0% 0.0% 1.7% 0.0% 0.1% 5.6% 0.4%

CURRENT LIABILITIES TOTAL LIABILITIES AND SHAREHOLDERS EQUITY

Source: Company data, NuWays

Deferred income

4.4%

34.6%

100.0%

4.5%

40.5%

100.0%

3.5%

37.9%

100.0%

3.5%

36.0%

100.0%

3.2%

34.7%

100.0%

3.0%

33.4%

100.0%

Update - 12.12.2024



Cash flow statement (EUR m)	2021/22	2022/23	2023/24	2024/25e	2025/26e	2026/27e
Net profit/loss	-35.1	9.6	44.3	16.6	31.1	28.7
Depreciation of fixed assets (incl. leases)	14.4	14.0	13.7	13.6	13.9	14.7
Amortisation of goodwill & intangible assets	95.5	92.3	90.6	89.9	92.2	97.0
Other costs affecting income / expenses	25.7	-74.6	-62.4	-70.0	-70.0	-70.0
Cash flow from operating activities	-74.9	-51.9	-57.1	-56.0	-41.1	-43.5
Increase/decrease in inventory	2.4	-1.0	0.2	0.1	-0.3	-0.3
Increase/decrease in accounts receivable	-65.0	-20.1	-52.5	6.0	-9.8	-9.5
Increase/decrease in accounts payable	-2.8	34.3	13.4	-8.6	7.8	7.6
Increase/decrease in other working capital positions	0.0	0.0	0.0	0.0	0.0	0.0
Increase/decrease in working capital	-65.5	13.2	-39.0	-2.6	-2.2	-2.2
Cash flow from operating activities	35.1	54.4	47.2	47.5	65.0	68.2
CAPEX	81.1	147.9	140.0	103.5	106.2	102.0
Payments for acquisitions	0.0	0.0	0.0	0.0	0.0	0.0
Financial investments	0.2	0.0	0.1	0.0	0.0	0.0
Income from asset disposals	30.0	71.1	88.5	76.4	83.0	87.3
Cash flow from investing activities	-51.4	-76.8	-51.6	-27.1	-23.2	-14.7
Cash flow before financing	-16.3	-22.3	-4.4	13.8	35.2	46.9
Increase/decrease in debt position	-61.3	16.2	7.1	0.0	0.0	0.0
Purchase of own shares	0.0	0.0	0.0	0.0	0.0	0.0
Capital measures	86.5	0.0	0.0	0.0	0.0	0.0
Dividends paid	0.0	0.0	0.0	6.6	6.6	6.6
Others	0.0	0.0	-2.8	0.0	0.0	0.0
Effects of exchange rate changes on cash	0.0	0.0	0.0	0.0	0.0	0.0
Cash flow from financing activities	25.1	16.2	4.3	-6.6	-6.6	-6.6
Increase/decrease in liquid assets	8.8	-6.1	-0.1	13.8	35.2	46.9
Liquid assets at end of period	10.6	4.5	4.4	18.2	53.4	100.3
Key ratios (EUR m)	2021/22	2022/23	2023/24	2024/25e	2025/26e	2026/27e
P&L growth analysis						
Sales growth	5.2%	18.9%	21.7%	-1.3%	5.7%	5.3%
EBITDA growth	107.3%	52.6%	21.9%	-20.1%	18.1%	3.3%
EBIT growth	-59.5%	-158.0%	171.6%	-64.0%	115.6%	-2.6%
EPS growth	-51.8%	-127.2%	363.9%	-62.6%	87.6%	-7.8%
Efficiency						
Sales per employee	387.1	456.6	546.0	528.7	547.2	564.3
EBITDA per employee	88.9	134.5	161.1	126.3	146.2	147.9
No. employees (average)	908	916	932	950	970	990
Balance sheet analysis						
Avg. working capital / sales	-6.1%	1.1%	3.4%	7.6%	7.7%	7.7%
Inventory turnover (sales/inventory)	79.6	76.8	96.2	96.2	96.2	96.2
Accounts receivable turnover	109.4	109.5	127.6	125.0	125.0	125.0
Accounts payable turnover	102.3	116.0	104.8	100.0	100.0	100.0
Cash flow analysis						
Free cash flow	-16.1	-22.3	-4.3	20.4	41.9	53.5
Free cash flow/sales	-4.6%	-5.3%	-0.8%	4.1%	7.9%	9.6%
FOF / motores fit	45.00/			100.00/	404 504	100.00/

FCF / net profit	45.9%	neg.	neg.	123.3%	134.5%	186.6%
Capex / sales	n.a.	n.a.	n.a.	n.a.	n.a.	n.a
Solvency						
Net debt	6.6	30.1	36.2	22.4	-12.8	-59.8
Net Debt/EBITDA	0.1	0.2	0.2	0.2	0.0	0.0
Dividend payout ratio	0.0%	0.0%	14.9%	39.9%	21.3%	23.1%
Interest paid / avg. debt	10.3%	23.7%	13.9%	5.0%	5.0%	5.0%
Returns						
ROCE	-9.6%	5.5%	13.4%	4.4%	8.8%	7.8%
ROE	-12.5%	3.4%	13.5%	4.8%	8.2%	6.8%
Adjusted FCF yield	-7.6%	3.7%	9.6%	3.3%	7.3%	7.6%
Dividend yield	0.0%	0.0%	1.7%	1.7%	1.7%	1.7%
DPS	0.0	0.0	0.1	0.1	0.1	0.
EPS reported	-0.32	0.09	0.40	0.15	0.28	0.2
Average number of shares	110.4	110.4	110.4	110.4	110.4	110.4
Valuation ratios						
P/BV	1.4	1.4	1.2	1.2	1.0	1.(
EV/sales	1.2	1.0	0.9	0.8	0.7	0.
EV/EBITDA	5.0	3.5	2.9	3.5	2.7	2.3
EV/EBIT	-13.9	25.4	9.5	25.5	10.9	9.
ource: Company data, NuWays						

Update - 12.12.2024



Disclosures

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Company			Disclosures		
Borussia Dortmund	GmbH & Co KGaA		2		
Historical target p	rice and rating changes for I	Borussia Dortmund Gm	bh & Co KGaA		
Company	Date	Analyst	Rating	Target Price	Close

Update - 12.12.2024

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The adj. FCF method is based on the assumption that investors purchase assets only at a price (enterprise value) at which the operating cash flow return after taxes on this investment exceeds their opportunity costs in the form of a hurdle rate of 7.5%. The operating cash flow is calculated as EBITDA less maintenance capex and taxes.

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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: <u>www.nuways-ag.com</u>

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