



### THE **2021** ECONOMIC REPORT.



### THE 2019-20 SEASON AT A GLANCE.

Key figures from a Bundesliga and Bundesliga 2 season that was dominated by the outbreak of the coronavirus pandemic from matchday 26 onwards.



#### €194.7 mn

is the amount invested in youth development by the professional clubs in the 2019-20 season – an increase of around €8 million on the previous season.

### €726 mn

**is the revenue** generated by the 18 Bundesliga 2 clubs in the 2019-20 season.

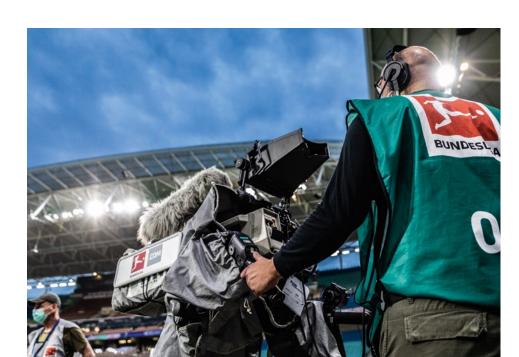


### €1.4 bn

is the aggregate amount of taxes and duties paid to the financial authorities and social security institutions by the 36 professional clubs in the 2019-20 season.

52,786

**people** were employed either directly or indirectly in the Bundesliga or Bundesliga 2 during the 2019-20 season.



#### **GERMAN** LICENSED FOOTBALL.

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### THE **2021** ECONOMIC REPORT.

The financial situation of German licensed football.

## FOREWORD BY THE SPEAKER OF THE DFL EXECUTIVE COMMITTEE



#### Ladies and Gentlemen,

This economic report presents the cumulative key economic indicators for the Bundesliga and Bundesliga 2 for the 2019-20 season – a season that was dominated by the onset of the coronavirus crisis. Since early 2020, the pandemic has had and continues to have a considerable impact on all areas of society. As is common knowledge, this naturally also includes professional football, leading to concerns of a health, sporting and economic nature.

Starting from matchday 26 of the 2019-20 season, matches in both leagues had to be played without fans in the stadium. As such, it is no surprise that the total revenue of the Bundesliga and Bundesliga 2 declined for the first time following 15 consecutive record years – by 5.7 per cent to €4.5 billion.

The economic impact of German professional football remains immense in terms of jobs as well

as its fiscal effect: 52,786 people were employed either directly or indirectly in the Bundesliga or Bundesliga 2 during the 2019-20 season, while the 36 professional clubs paid a total of €1.4 billion in taxes and duties to the financial authorities and social security institutions.

However, no one was prepared for the extent to which the coronavirus crisis would affect all areas of life, and football is no exception. The economic figures for the 2019-20 season reflect the resulting loss of revenue – particularly from ticket sales for matches held behind closed doors – and the challenge of rapidly cutting costs that are often contractually agreed. And this is just the beginning. As this economic report goes to press, we already know that the pandemic will continue to have a significant impact on society as a whole in 2021. In terms of the Bundesliga and Bundesliga 2, the economic consequences include the ongoing absence of ticket sales as matches are still being played without fans in the stadium, as well as lower transfer expenses.

Over the past 20 years, German professional football has established economic foundations on which the two leagues are able to build their future. At the

same time, however, it is clear that the massive ramifications of the pandemic will require all of the clubs to continue to act with absolute financial discipline and considerable foresight.

Yours sincerely,

**Christian Seifert** 

Speaker of the DFL Executive Committee













### STRUCTURE

German licensed football consists of the 36 professional clubs, DFL e.V. and DFL GmbH. But what form does the organisational and financial framework take?

he 36 clubs and limited companies of the Bundesliga and Bundesliga 2 established the "Ligaverband" on 18 December 2000 with the aim of establishing the independence of German licensed football. In a context of increasing economic strength, constantly evolving requirements and growing interest from the public, there was a realisation that the professional clubs needed their own organisation, which was then created under the name "Die Liga - Fußballverband e.V.". At the 2016 General Assembly, the clubs voted to change the name to DFL Deutsche Fußball Liga e.V. (or DFL e.V. for short). This brought the name in line with the Frankfurt-based DFL Deutsche Fußball Liga GmbH (or DFL GmbH for short), which has been managing the business operations of DFL e.V. as a wholly owned subsidiary since its foundation.

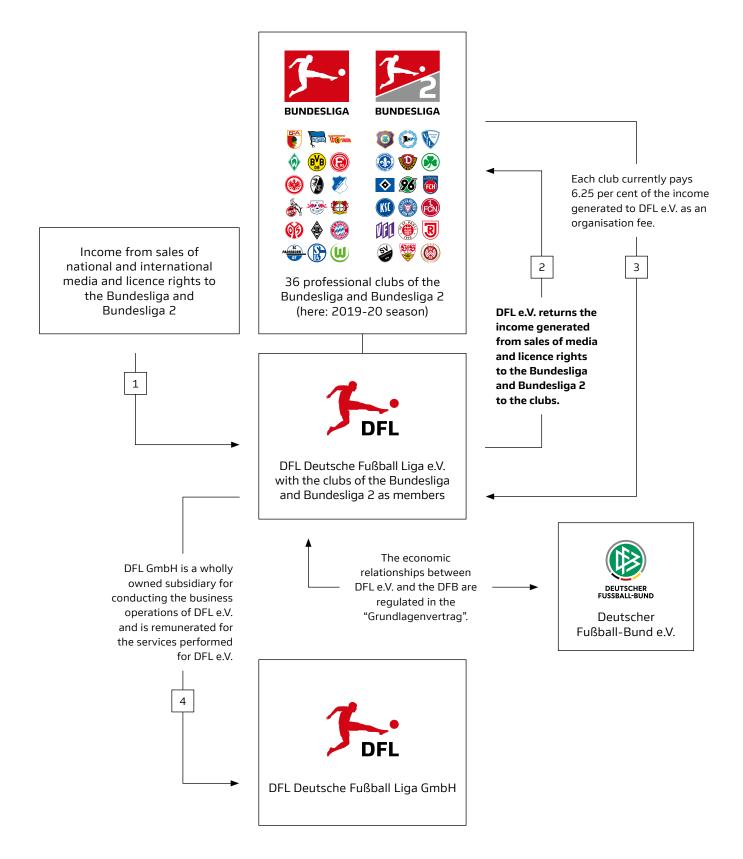
The members of DFL e.V. are the clubs that receive the appropriate licence in the respective season and thus play in the Bundesliga or Bundesliga 2. This 2021 economic report provides a cumulative presentation of the key economic performance indicators of the clubs that played in the Bundesliga or Bundesliga 2 in the 2019-20 season – the corresponding composition of the leagues can be found on the back cover flap of this economic report.

DFL GmbH is responsible for the organisation and marketing of German professional football in order to create the optimum conditions in the interest of the professional clubs.

One of DFL GmbH's tasks is to market the media rights to matches in the Bundesliga and Bundesliga 2 as well as the Supercup and the relegation play-offs nationally and worldwide on the best possible terms. As a contracting partner of the rights holders, DFL e.V. ultimately returns the income generated from marketing to the clubs in the Bundesliga and Bundesliga 2. A major economic factor is at play here: in the 2019-20 season, revenues from the marketing of media rights to matches in national and international competitions alone accounted for around 39 per cent of the total revenue of the 36 professional clubs. The majority is attributable to revenues from the central marketing of the DFL, but media revenues from DFB Cup, Champions League and Europa League are also included.

As an organisation fee, DFL e.V. itself receives a percentage of the national and international broadcast revenue and of the revenue from sponsorship and group marketing – i.e. of the income generated centrally. DFL e.V. largely finances its own budget including the services provided for it by DFL GmbH.

### THE STRUCTURE AND FINANCIAL ORGANISATION OF GERMAN LICENSED FOOTBALL.



### ASEASONIN THE SHADOW OF THE PANDEMIC

The 2019-20 season was dominated by the coronavirus and the first suspension of match operations in the history of the Bundesliga and Bundesliga 2. As expected, this is reflected in the cumulative economic figures for the two divisions, especially because the matches after matchday 26 were played without fans in the stadium.

n 11 March 2020, the enormous impact that the coronavirus pandemic was set to have on football became visible for the first time. The postponed Bundesliga match between Borussia Mönchengladbach and 1. FC Köln was scheduled for that Wednesday evening. It became a historic occasion – the first match in Bundesliga history to take place behind closed doors. At the time, the decision to hold the match at the Borussia-Park without any fans in attendance was mainly taken because the district of Heinsberg, just a few kilometres from Mönchengladbach, had become an infection hotspot. Instead, it became the last match of the 2019-20 season to take place for some time.

Two days later, the DFL Executive Committee initially decided to postpone matchday 26 in light of the dynamic development in terms of new coronavirus infections and suspicious cases, including in direct connection with the Bundesliga and Bundesliga 2. This was only the beginning: In line with the respective political ordinances, both leagues ultimately ended up suspending fixtures until 16 May 2020.

This economic report therefore looks at the cumulative economic performance of the Bundesliga and Bundesliga 2 in a season that was dominated by a forced break lasting 66 days.

Although the Bundesliga and Bundesliga 2 became the first major sports leagues in the world to resume match operations on the basis of a comprehensive medical and hygiene-related occupational health and safety concept with matchday 26 on 16 May, the remaining 163 Bundesliga and Bundesliga 2 matches and the four relegation play-offs were held behind closed doors in accordance with the respective political ordinances. Throughout the process, the DFL and the clubs were keen to reiterate that matches without fans in the stadium were in no way desirable. As the coronavirus crisis took hold, however, it quickly became clear that this would be the only way to continue match operations for the time being – and hence the only way for some clubs to secure their economic livelihood, including as employers. Since the outbreak of the pandemic, the overriding aim has been and remains to manoeuvre the Bundesliga and Bundesliga 2 through this unprecedented crisis and to maintain the leagues in the form in which many people have enjoyed them for decades - with great tradition and variety in terms of the clubs involved.

Although it was possible to continue match operations, the reduction in the total revenue generated by the two leagues in the past season does not come as a surprise in light of the impact of the coronavirus pandemic. Following 15 consecutive years of record revenue in German licensed football, the Bundesliga and Bundesliga 2 generated total revenue of €4.5 billion in the 2019-20 season (1 July 2019 ■■■



#### Revenue mix

(€ million)

#### 363.5

Contribution to total revenue 9.6%

ADVERTISING 888.8

Contribution to total revenue 23.4%

MEDIA REVENUE (ALL COMPETITIONS)

1,489.2

Contribution to total revenue 39.2%

TRANSFERS **594.3** 

Contribution to total revenue 15.6%

MERCHANDISING

184.4

Contribution to total revenue 4.9%

other takings **281.8** 

Contribution to total revenue 7.4%

3,802.1

**MATCH REVENUE** Primarily income from ticket sales for matches in national and international competitions

**ADVERTISING** Primarily income from contracts with main sponsors and shirt sponsors as well as stadium and club rights

**MEDIA REVENUE** Primarily revenue from the marketing of media rights to matches in national (including the DFB Cup) and international competitions, as well as revenue from other joint marketing

**TRANSFERS** Revenue from all transfer and training compensation fees

**MERCHANDISING** Income from merchandising **OTHER TAKINGS** Revenue from the transfer of utilisation rights, public catering, letting and leasing, membership fees and other items

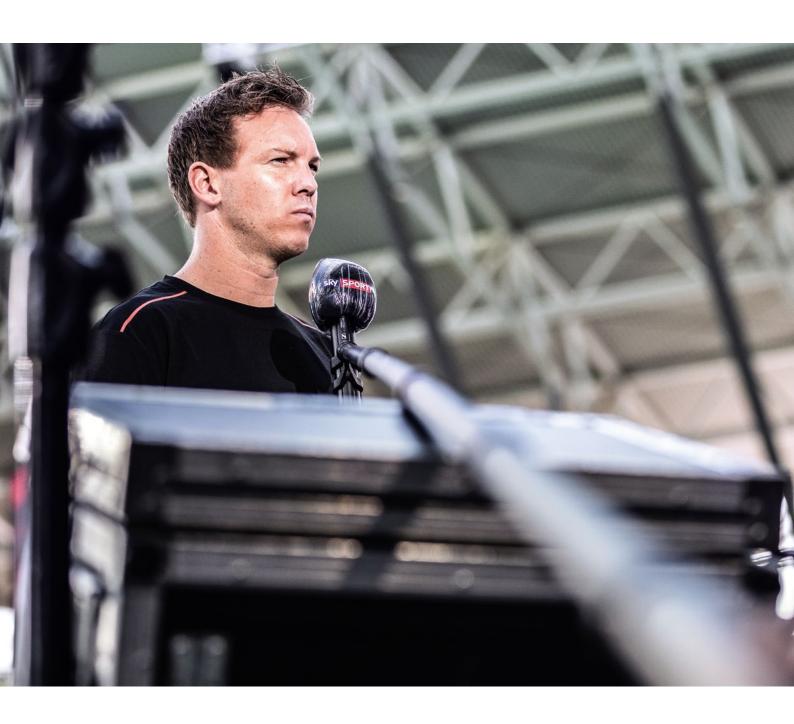
to 30 June 2020), down 5.7 per cent on the previous year. Of the 18 Bundesliga clubs, 13 reported total revenue in excess of €100 million.

The downturn in revenue is primarily attributable to the lack of ticket sales due to matches being played without fans in the stadiums. In addition to league matchdays 26 to 34 and the relegation play-offs, this also affected fixtures in the DFB Cup. As international club competitions only resumed in August 2020, the corresponding effects will be reflected in the next economic report.

Looking at the revenue mix for the Bundesliga clubs, match revenue, which largely comprises income from ticket sales, declined by around 30 per cent or more than €155 million. The average for the previous five seasons was €536 million, whereas the impact of the pandemic in particular meant that the figure for 2019-20 was €364 million. In addition, transfer revenue – a traditionally volatile variable that depends on the number of player transfers in a season and the fees involved – declined for the first time in seven seasons and was almost twelve per cent lower than in the previous year. Meanwhile, media revenue remained at the same level as the previous season.

Looking at the projected figures for the 2019-20 season submitted within the scope of the licensing process, it can be said that the Bundesliga clubs as a whole came to a realistic assessment of their revenue situation prior to the start of the pandemic. The revenue actually generated in 2019-20 differs from the projected figures by just a few percentage points with one exception: match revenue, where there is a considerable shortfall between the target and actual figures.

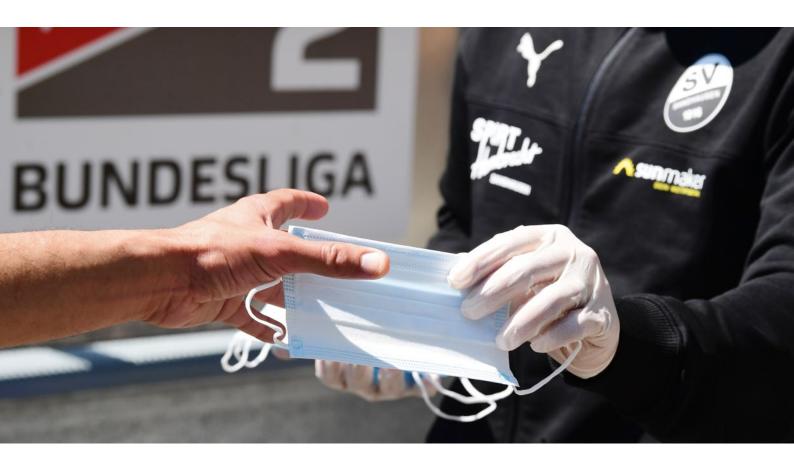
The solid overall economic performance of the Bundesliga clubs in recent years is reflected in the



fact that all of the clubs had positive adjusted equity on the last reporting date before the onset of the coronavirus pandemic (31 December 2019). Although the pandemic already had a tangible impact in the 2019-20 season, cumulative equity of €1.73 billion as of 30 June 2020 represents the second-highest figure in Bundesliga history. The equity ratio, one of the key indicators of a company's financial stability, has also only been higher than the 43.7 per cent recorded in the 2019-20 season on one occasion previously. At the same time, liabilities increased significantly year-on-year to €1.81 billion. This is mainly due to the higher

level of transfer liabilities contained in the "Other liabilities" item.

Despite all of the efforts made, the unexpected need to scale back established cost structures represents a considerable challenge and one that is difficult to implement. Due to existing contractual relationships, this is also reflected in the fact that, unlike revenue, the expenditure of the Bundesliga clubs increased slightly by 1.7 per cent year-on-year in the 2019-20 season. Payroll costs for match operations, i.e. salaries for players and coaches, remains by far the biggest item. These costs



increased by a good one per cent compared with the 2018-19 season. Turn to page 16 of this economic report to read more about the Bundesliga's key economic indicators.

Bundesliga 2 also saw a downturn in revenue in the 2019-20 season – from €782 million to €726 million –

although this still represents the second-highest figure in the division's history. This development was to be expected, especially given the aforementioned impact of the coronavirus pandemic on ticket sales in particular. In addition, the cumulative income statements of the Bundesliga 2 clubs are subject to a certain volatility from year to year on account of the composition of the

52,786

**people** were employed either directly or indirectly in German licensed football during the 2019-20 season.



division and the differences in the economic conditions of the up to six promoted or relegated clubs, among other things. After the 2018-19 season, 1. FC Köln, SC Paderborn 07 and 1. FC Union Berlin were promoted to the Bundesliga and MSV Duisburg, 1. FC Magdeburg and FC Ingolstadt 04 were relegated from Bundesliga 2. Meanwhile, 1. FC Nürnberg, Hannover 96 and VfB Stuttgart were relegated to Bundesliga 2 from the Bundesliga and VfL Osnabrück, Karlsruher SC and SV Wehen Wiesbaden were promoted to Bundesliga 2 from the third tier.

Based on the projected figures for the 2019-20 season submitted within the scope of the licensing process, the Bundesliga 2 clubs as a whole came to a realistic assessment of their revenue situation. The revenue actually generated in 2019-20 differs from the projected figures by just a few percentage points with two exceptions: match revenue and transfer revenue. The shortfall between the target and actual figures was almost 24 per cent for transfer revenue and around 15 per cent for the traditionally volatile transfer income.

Although the 18 Bundesliga 2 clubs are also facing the challenge of cutting costs at short notice, they clearly also made a very realistic assessment of their expenditure based on the projected figures submitted within the scope of the licensing process. The actual expenditure of €784 million in the 2019-20 season – up just under two per cent on the previous year – differed from the respective forecasts by only a few percentage points. Turn to page 24 of this ■■■





#### **BUNDESLIGA 2**

#### Revenue mix

(€ million)

**113.9** 

Contribution to total revenue 15.7%

ADVERTISING 142.2

Contribution to total revenue 19.6%

MEDIA REVENUE (ALL COMPETITIONS) **266.4** 

Contribution to total revenue 36.7%

TRANSFERS 72.0

Contribution to total revenue 9.9%

MERCHANDISING

34.8

Contribution to total revenue 4.8%

other takings 96.5

Contribution to total revenue 13.3%

**725.8** 

**MATCH REVENUE** Primarily income from ticket sales for matches in national and international competitions

**ADVERTISING** Primarily income from contracts with main sponsors and shirt sponsors as well as stadium and club rights

**MEDIA REVENUE** Primarily revenue from the marketing of media rights to matches in national (including the DFB Cup) and international competitions, as well as revenue from other joint marketing

**TRANSFERS** Revenue from all transfer and training compensation fees

**MERCHANDISING** Income from merchandising **OTHER TAKINGS** Revenue from the transfer of utilisation rights, public catering, letting and leasing, membership fees and other items

### €1.41 bn

is the amount paid in taxes and duties by the Bundesliga and Bundesliga 2 clubs in the 2019-20 season.

### MILESTONES OF THE EXCEPTIONAL 2019-20 SEASON.

11 MARCH 2020

13 MARCH 2020

16 MARCH 2020

31 MARCH 2020

The City of Mönchengladbach orders the match between Borussia Mönchengladbach and 1. FC Köln to be held without fans in the stadium in response to the spread of the coronavirus. It is the first match in Bundesliga history to take place behind closed doors.

The DFL Executive
Committee postpones
matchday 26
and recommends
the immediate
suspension of match
operations in the
Bundesliga and
Bundesliga 2 until
at least 2 April in
response to the
suspected cases
of infection in and
around several clubs
and their teams.

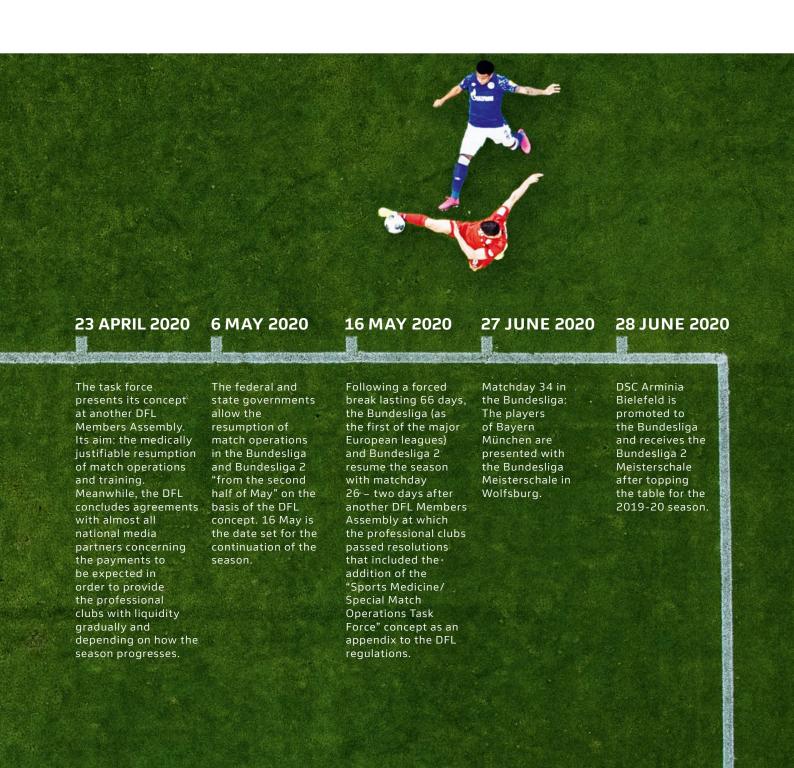
The DFL Members Assembly resolves to postpone at least matchday 27 in both divisions and to reconvene in late March. The clubs unanimously express their goal of completing the current season by 30 June where legally permissible and justifiable from a public health perspective.

The suspension of the Bundesliga and Bundesliga 2 due to the coronavirus pandemic is extended until at least 30 April. The 36 professional clubs unanimously adopt a corresponding recommendation by the DFL Executive Committee at the first virtual DFL Members Assembly. In addition, a "Sports Medicine/Special Match Operations Task Force" is established under the leadership of Prof. Tim Meyer, Medical Director of the Institute of Sports and Preventive Medicine at Saarland University and team doctor for the German national team.

economic report to read more about the key economic indicators of Bundesliga 2.

In summary, the Bundesliga and Bundesliga 2 clubs again enjoyed overall economic performance based on realistic assumptions – up until the pandemic and all the challenges it brought. However, it is also clear that the impact of the coronavirus will be even more pronounced in the 2020-21

season. One example of this is the international transfer market, where – with a few exceptions – lower key figures are to be expected. Above all, however, a further decline in match revenue is unavoidable. When this economic report on the 2019-20 season was published, the first half of the 2020-21 season was already complete – and most matches had taken place without fans in the stadiums.







### ECONOMIC FIGURES **BUNDESLIGA.**



#### **BALANCE SHEET**

THE AGGREGATED TOTAL ASSETS of the Bundesliga increased once again to reach a new all-time high of €3.95 billion as of 30 June 2020. This represented an increase of around €152 million or almost four per cent compared with the previous year. Total assets – calculated from the financial statements of all 18 Bundesliga clubs submitted within the scope of the licensing process – again included the financial statements of the clubs with corporate group structures (in the period

under review: twelve). Player assets, which express the value of professional football players on the balance sheet, saw the most substantial growth of  $\in$ 308.3 million. At  $\in$ 1.47 billion, the value of player assets has more than doubled since 2016 ( $\in$ 696.4 million). By contrast, equity fell by  $\in$ 84.4 million, although the total of  $\in$ 1.73 billion is still the second-highest in Bundesliga history. The equity ratio declined to 43.7 per cent, also the second-best figure of all time.

#### **BUNDESLIGA** ASSETS (€ 000s)

	30 June 2019	30 June 2020
Intangible assets (excl. player assets)	28,262	39,153
Player assets	1,162,517	1,470,797
Tangible fixed assets	1,116,479	1,137,511
Financial assets	59,228	42,969
Receivables, stocks, securities	773,910	730,868
Cash in hand, bank balances	540,598	433,331
Prepaid expenses	114,219	94,580
Deferred tax assets	3,383	2,172
Surplus of plan assets over benefit obligations	3,909	2,878
Total	,	,
IULAI	3,802,504	3,954,258

#### **BUNDESLIGA** EQUITY AND LIABILITIES (€ 000s)

	30 June 2019	30 June 2020
Equity	1,811,969	1,727,584
Special item for investment subsidies	73,455	51,390
Provisions	203,219	250,748
Liabilities	1,458,545	1,810,238
of which: from bonds	91,095	102,727
of which: to banks	200,737	212,928
of which: from trade accounts payable	177,610	187,173
of which: other liabilities	989,103	1,307,409
Deferred income	255,316	113,545
Deferred tax liabilities	0	753
Total	3,802,504	3,954,258

#### INCOME STATEMENT

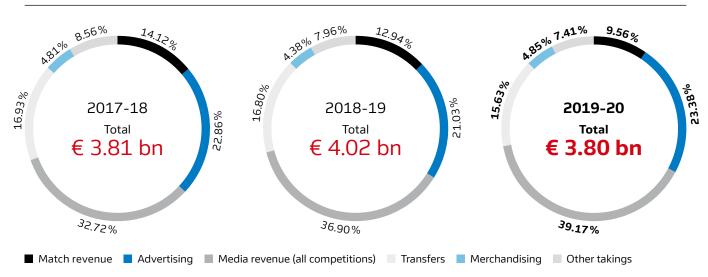
REVENUE The 18 Bundesliga clubs generated revenue of €3.8 billion in the 2019-20 season. Only the two previous seasons saw higher levels of revenue. Compared with the previous year, revenue declined by €217.5 million. Match revenue in particular was impacted by the special match operations without spectators that came into force from matchday 26 in response to the COVID-19 pandemic. Revenue in this area was

€156.6 million lower than in the previous year. Traditionally volatile transfer revenue was also down €80.8 million on the previous year. However, the two largest revenue items – media and advertising revenue – again saw moderate growth. Media revenue amounted to €1.49 billion, while advertising revenue came in at just under €889 million, both of which represent Bundesliga records.

#### **BUNDESLIGA** REVENUE (€ 000s)

	2017-18	2018-19	2019-20
	2017-10	2010-19	2019-20
Match revenue	538,430	520,090	363,538
Contribution to total revenue	14.12%	12.94%	9.56%
Advertising	871,666	845,443	888,835
Contribution to total revenue	22.86%	21.03%	23.38%
Media revenue (all competitions)	1,247,892	1,483,048	1,489,186
Contribution to total revenue	32.72%	36.90%	39.17%
Transfers	645,502	675,104	594,323
Contribution to total revenue	16.93%	16.80%	15.63%
Merchandising	183,376	175,993	184,435
Contribution to total revenue	4.81%	4.38%	4.85%
Other takings	326,619	319,932	281,769
Contribution to total revenue	8.56%	7.96%	7.41%
of which: profit/loss attributable to			
other shareholders	18,288	42,084	15,240
Total	3,813,486	4,019,611	3,802,087

#### **BUNDESLIGA** REVENUE



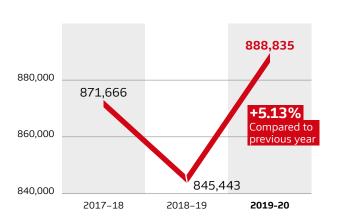
EXPENDITURE The expenditure of the Bundesliga clubs increased slightly, by 1.7 per cent year-on-year, to reach an all-time high of €3.96 billion in the 2019-20 season. Transfer expenditure saw the most substantial growth, rising by €67.6 million to a record level of €910 million. As previously, the largest individual item was payroll costs for match operations, i.e. players and coaches, which were 1.1 per cent higher than in the

previous season at €1.45 billion. Salary payments for administrative and commercial staff (down €11.2 million), expenditure for match operations (down €10 million) and other expenditure (down €5.5 million), which includes the cost of administration, advertising, materials and commercial operations, all decreased compared with the previous year.

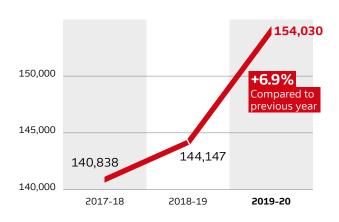
#### BUNDESLIGA EXPENDITURE (€ 000s)

	2017-18	2018-19	2019-20
Payroll costs for match operations Contribution to total expenditure	<b>1,317,801</b> 35.50%	<b>1,431,633</b> 36.79%	<b>1,446,791</b> 36.56%
Commercial/administrative staff Contribution to total expenditure	260,278 7.01%	<b>269,147</b> 6.92%	<b>257,892</b> 6.52%
<b>Transfers</b> Contribution to total expenditure	<b>839,018</b> 22.60%	<b>842,447</b> 21.65%	<b>910,025</b> 22.99%
Match operations Contribution to total expenditure	<b>420,323</b> 11.32%	428,571 11.01%	<b>418,601</b> 10.58%
Youth, amateurs, academies Contribution to total expenditure	<b>140,838</b> 3.79%	<b>144,147</b> 3.70%	<b>154,030</b> 3.89 %
Other expenditure Contribution to total expenditure	733,540 19.76%	<b>775,814</b> 19.93%	<b>770,326</b> 19.46%
Total	3,711,797	3,891,759	3,957,665

### **BUNDESLIGA**ADVERTISING REVENUE (€ 000s)



### **BUNDESLIGA**EXPENDITURE YOUTH, AMATEURS, ACADEMIES (€ 000s)



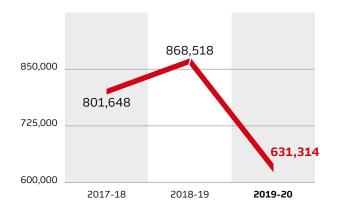
#### **RESULTS AND INDICATORS**

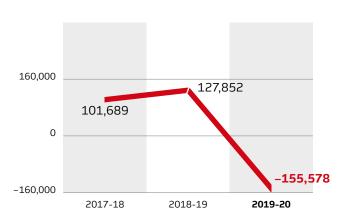
THE BUNDESLIGA RECORDED a negative cumulative net result for the first time after nine years of occasionally high profitability. All in all, the 18 clubs spent €155.6 million more than they generated. However, eight clubs closed the season with a net profit. EBITDA

(earnings before interest, taxes, depreciation and amortisation) amounted to an average of €35.1 million per club and €631.3 million in total. 16 of the 18 clubs reported positive EBITDA.

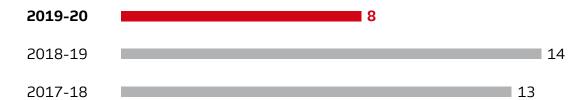
#### **BUNDESLIGA** EBITDA (€ 000s)

#### **BUNDESLIGA** TOTAL RESULT AFTER TAXES (€ 000s)





#### **BUNDESLIGA** NUMBER OF CLUBS WITH A POSITIVE RESULT AFTER TAXES



### RATIO OF PAYROLL COSTS FOR MATCH OPERATIONS TO TOTAL REVENUE

THE PAYROLL COSTS of the Bundesliga clubs for their professional squads increased minimally by 1.1 per cent or €15.2 million. This was the smallest increase in payroll costs for players and coaching staff in the past eight years (2011-12: up €6.8 million year-on-year). On average, each club spent €844,000 more on payroll costs

for match operations than in the previous season. With the clubs and limited companies reporting considerably lower revenue, the payroll cost ratio, i.e. payroll costs for players and coaches in relation to total revenue, increased by 2.5 percentage points to 38.1 per cent.

#### **BUNDESLIGA**

TOTAL (€ 000s)

	2017-18	2018-19	2019-20
Payroll costs for match operations Ratio I	<b>1,317,801</b> 34.6%	<b>1,431,633</b> 35.6%	<b>1,446,791</b> 38.1%
Payroll costs for match operations and commercial/administrative staff Ratio II	<b>1,578,079</b> 41.4%	<b>1,700,779</b> 42.3%	<b>1,704,683</b> 44.8%
Total revenue	3,813,486	4,019,611	3,802,087

### GROUPS BY PAYROLL COSTS FOR MATCH OPERATIONS

IN ORDER TO ENABLE the comparability of their economic performance in spite of the considerable differences in their economic conditions, the clubs have been clustered into three groups based on the expenditure for their respective professional squads. Each group was then assigned the corresponding revenue and expense items. This shows that the clubs with the highest payroll costs had around 73 per cent higher revenue and 70 per cent higher ex-

penditure than the "notional average" Bundesliga club. While the Bundesliga averages were revenue of €211.2 million and expenditure of €219.9 million, the top six clubs averaged €366 million and €374.5 million respectively. The clubs in the middle group came in at 87 and 91 per cent of the Bundesliga average for revenue and expenditure respectively, while the figures for the clubs in the third group were 40 and 39 per cent.

GROUPS The clubs were divided into three groups of six based on their payroll costs for match operations in the 2019-20 season:

GROUP I Clubs with payroll costs for match operations of over €75 million

GROUP II Clubs with payroll costs for match operations of between €42 million and €75 million

GROUP III Clubs with payroll costs for match operations of less than €42 million

#### BUNDESLIGA REVENUE (AVERAGE PER LICENSEE - € 000s)

2019-20	Match revenue	Advertising	Media revenue	Transfers	Merchandising	Other takings	Total
Group I	30,036 149%	102,017 207%	133,278 161%	50,140 152%	19,711 192%	30,839 197%	<b>366,020</b> 173%
Group II	22,603 112%	32,491 66%	70,660 85%	37,949 115%	8,710 85%	10,527 67%	<b>182,941</b> 87%
Group III	7,951 39%	13,632 28%	44,260 53%	10,965 33%	2,319 23%	5,595 36%	<b>84,721</b> 40%
BL average	20,197 100%	49,380 100%	82,733 100%	33,018 100%	10,246 100%	15,654 100%	<b>211,227</b> 100%

#### **BUNDESLIGA** EXPENDITURE (AVERAGE PER LICENSEE - € 000s)

2019-20	Payroll costs for match operations	Administrative staff	Transfers	Match operations	Youth/ amateurs/ academies	Other expenditure	Total
Group I	141,723 176%	25,012 175%	93,329 185%	33,313 143%	15,236 178%	65,877 154%	<b>374,489</b> 170%
Group II	66,258 82%	13,186 92%	41,918 83%	24,657 106%	6,744 79%	47,049 110%	<b>199,812</b> 91%
Group III	33,151 41%	4,785 33%	16,424 32%	11,797 51%	3,692 43%	<b>15,462</b> 36%	<b>85,310</b> 39%
BL average	80,377 100%	14,327 100%	50,557 100%	23,256 100%	8,557 100%	42,796 100%	<b>219,870</b> 100%

### GROUPS BY LEAGUE TABLE POSITION

THE CORRELATION BETWEEN the economic conditions of the clubs and their success on the pitch is illustrated by clustering them into three groups based on the league table position achieved. This shows that the most successful clubs on the pitch were also the most success-

ful in economic terms. The clubs in the middle group came in at 80 and 82 per cent of the average for revenue and expenditure respectively, while the figures for the six clubs in the bottom third were 47 and 48 per cent.

#### **BUNDESLIGA** REVENUE (AVERAGE PER LICENSEE - € 000s)

2019-20	Match revenue	Advertising	Media revenue	Transfers	Merchandising	Other takings	Total
Positions 1-6	31,092 154%	88,903 180%	131,865 159%	66,628 202%	19,638 192%	27,352 175%	<b>365,477</b> 173%
Positions 7–12	<b>17,560</b> 87%	40,527 82%	69,725 84%	21,989 67%	7,022 69%	13,108 84%	<b>169,931</b> 80%
Positions 13–18	11,937 59%	18,710 38%	46,608 56%	10,437 32%	4,080 40%	6,502 42%	<b>98,273</b> 47%
BL average	20,197 100%	49,380 100%	82,733 100%	33,018 100%	10,246 100%	15,654 100%	<b>211,227</b> 100%

#### **BUNDESLIGA** EXPENDITURE (AVERAGE PER LICENSEE - € 000s)

2019-20	Payroll costs for match operations	Administrative staff	Transfers	Match operations	Youth/ amateurs/ academies	Other expenditure	Total
Positions 1–6	137,738 171%	23,884 167%	91,894 182%	32,251 139%	12,807 150%	75,272 176%	<b>373,847</b> 170%
Positions 7–12	63,482 79%	12,496 87%	39,574 78%	20,699 89%	8,715 102%	35,139 82%	<b>180,106</b> 82%
Positions 13–18	39,912 50%	6,601 46%	20,203 40%	16,816 72%	4,150 48%	17,976 42%	<b>105,658</b> 48%
BL average	80,377 100%	14,327 100%	50,557 100%	23,256 100%	8,557 100%	42,796 100%	<b>219,870</b> 100%





### ECONOMIC FIGURES **BUNDESLIGA 2.**



#### **BALANCE SHEET**

THE AGGREGATED TOTAL ASSETS of the 18 Bundesliga 2 clubs also reached a new all-time high, rising by €18.2 million or 2.9 per cent year-on-year to €652.1 million. The total assets of the 18 Bundesliga 2 clubs included the financial statements of nine clubs

with corporate group structures (previous year: six). Although the equity of the clubs declined by 12.7 per cent, the total of €151.7 million was still the second-highest in Bundesliga 2 history.

#### **BUNDESLIGA 2** ASSETS (€ 000s)

30 June 2019	30 June 2020
67,262	69,888
89,764	91,256
222,988	252,679
8,380	21,630
122,021	100,013
115,467	110,709
7,958	5,888
0	0
0	0
633,840	652,063
	67,262 89,764 222,988 8,380 122,021 115,467 7,958 0

#### **BUNDESLIGA 2** EQUITY AND LIABILITIES (€ 000s)

	30 June 2019	30 June 2020
Equity	173,746	151,702
Special item for investment subsidies	2,775	25,446
Provisions	61,055	83,908
Liabilities	312,334	335,605
of which: from bonds	44,618	19,789
of which: to banks	70,226	103,768
of which: from trade accounts payable	34,716	45,387
of which: other liabilities	162,773	166,661
Deferred income	81,146	53,231
Deferred tax liabilities	2,784	2,172
Total	633,840	652,063

#### INCOME STATEMENT

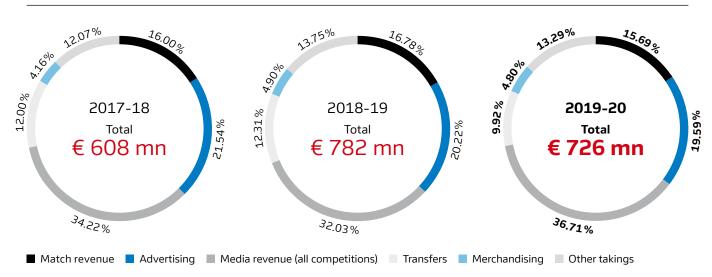
REVENUE The Bundesliga 2 recorded the second-highest level of revenue in its history in the 2019-20 season, exceeding the €700 million mark for the second year in succession. All in all, the clubs generated revenue of €725.8 million, €117.4 million more than two years ago. However, revenue declined by 7.2 per cent or €56.2 million compared with the previous season. Media revenue increased by a further €15.9 million to a new record of €266.4 million. Revenue in all other

areas decreased compared with the 2018-19 season. These effects are due in part to the change in the composition of the league and the differences in the economic conditions of the up to six promoted or relegated clubs – the economic data of Bundesliga 2 is traditionally subject to relatively high volatility. After the 2018-19 season, 1. FC Köln, SC Paderborn 07 and 1. FC Union Berlin were promoted to the Bundesliga and MSV Duisburg, 1. FC Magdeburg and

#### **BUNDESLIGA 2** REVENUE (€ 000s)

	2017-18	2018-19	2019-20
Match revenue Contribution to total revenue	97,369 16.00%	131,257 16.78%	<b>113,862</b> 15.69%
Advertising Contribution to total revenue	<b>131,048</b> 21.54%	<b>158,111</b> 20.22%	<b>142,177</b> 19.59%
Media revenue (all competitions) Contribution to total revenue	<b>208,198</b> 34.22%	<b>250,493</b> 32.03%	<b>266,401</b> 36.71%
<b>Transfers</b> Contribution to total revenue	<b>73,034</b> 12.00%	96,284 12.31%	<b>71,993</b> 9.92%
Merchandising Contribution to total revenue	25,309 4.16%	38,323 4.90%	<b>34,847</b> 4.80 %
Other takings Contribution to total revenue of which: profit/loss attributable to other shareholders	<b>73,432</b> 12.07% –270	<b>107,549</b> 13.75%	<b>96,487</b> 13.29%
Total	608,390	782,017	725,767

#### **BUNDESLIGA 2 REVENUE**



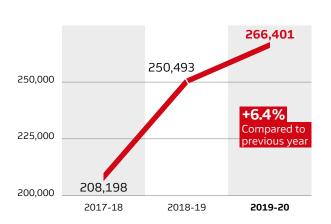
FC Ingolstadt 04 were relegated from Bundesliga 2. Meanwhile, 1. FC Nürnberg, Hannover 96 and VfB Stuttgart were relegated to Bundesliga 2 from the Bundesliga and VfL Osnabrück, Karlsruher SC and SV Wehen Wiesbaden were promoted to Bundesliga 2 from the third tier. Match revenue in particular was also impacted by the special match operations without spectators that came into force from matchday 26 in response to the COVID-19 pandemic.

EXPENDITURE The expenditure of the 18 Bundesliga 2 clubs increased by two per cent or €15.3 million compared with the previous season to a new all-time high of €783.6 million. As previously, the largest individual item was payroll costs for players and coaches, which increased by 9.6 per cent to €261.8 million. Other expenditure (which includes the cost of administration, advertising, materials and commercial operations in particular) declined significantly by 10.2 per cent.

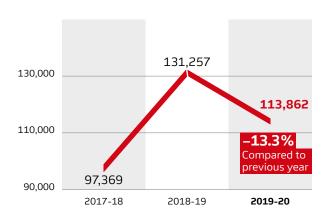
#### **BUNDESLIGA 2** EXPENDITURE (€ 000s)

	2017-18	2018-19	2019-20
Payroll costs for match operations Contribution to total expenditure	<b>191,557</b> 32.93%	238,961 31.10%	<b>261,791</b> 33.41%
Commercial/administrative staff Contribution to total expenditure	<b>49,680</b> 8.54%	65,565 8.53%	<b>81,468</b> 10.40 %
Transfers Contribution to total expenditure	<b>42,672</b> 7.34%	<b>90,918</b> 11.83%	<b>92,177</b> 11.76%
Match operations Contribution to total expenditure	<b>111,474</b> 19.16%	136,938 17.82%	<b>133,730</b> 17.07%
Youth, amateurs, academies Contribution to total expenditure	<b>36,284</b> 6.24%	<b>42,570</b> 5.54%	<b>40,692</b> 5.19%
Other expenditure Contribution to total expenditure	<b>150,027</b> 25.79%	<b>193,374</b> 25.17%	<b>173,749</b> 22.17%
Total	581,694	768,326	783,607

### **BUNDESLIGA 2**MEDIA REVENUE (€ 000s)



### **BUNDESLIGA 2**MATCH REVENUE (€ 000s)



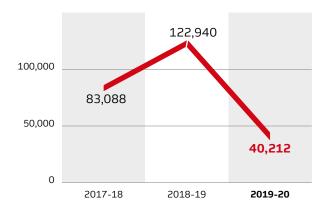
#### **RESULTS AND INDICATORS**

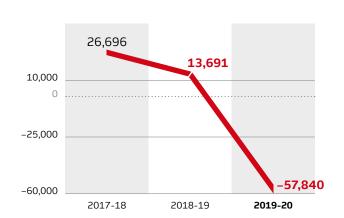
AFTER GENERATING a cumulative net profit in each of the last two years, the Bundesliga 2 clubs closed the 2019-20 season with a loss of €57.8 million. However, seven of the 18 clubs ended the season with a net profit.

EBITDA declined to €40.2 million, less than one-third the figure recorded in the previous year. 15 clubs reported positive EBITDA.

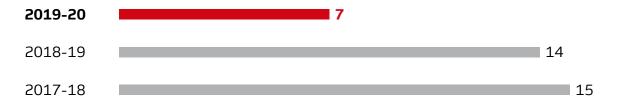
#### **BUNDESLIGA 2** EBITDA (€ 000s)

#### **BUNDESLIGA 2** TOTAL RESULT AFTER TAXES (€ 000s)





#### **BUNDESLIGA 2** NUMBER OF CLUBS WITH A POSITIVE RESULT AFTER TAXES



### RATIO OF PAYROLL COSTS FOR MATCH OPERATIONS TO TOTAL REVENUE

THE SUBSTANTIAL DOWNTURN in Bundesliga 2 revenue is also reflected in the payroll cost ratio, i.e. payroll costs for players and coaches in relation to total revenue. As revenue fell by 7.2 per cent while payroll costs

for the professional squads increased by 9.6 per cent, the payroll cost ratio rose to 36.1 per cent. This represents an increase of 5.5 percentage points and the highest level since the 2012-13 season (38.1 per cent).

#### **BUNDESLIGA 2** TOTAL (€ 000s)

	2017-18	2018-19	2019-20
Payroll costs for match operations	191,557	238,961	261,791
Ratio I	31.5%	30.6%	36.1%
Payroll costs for match operations and commercial/administrative staff	241,237	304,526	343,259
Ratio II	39.7%	38.9%	47.3%
Total revenue	608,390	782,017	725,767

### GROUPS BY PAYROLL COSTS FOR MATCH OPERATIONS

IN THE SAME WAY as in the Bundesliga, it was the Bundesliga 2 clubs with higher payroll costs that recorded higher revenue and expenditure. The revenue and expenditure of the six clubs with the strongest economic positions was 72 per cent higher than the league-wide average. While the "notional average" Bundesliga 2 club recorded revenue of €40.3 million and expenditure of €43.5 million, the clubs with the

highest payroll costs reported revenue of €69.3 million and expenditure of €75 million. It is notable that the second and third groups are closer together than in the Bundesliga. The clubs in the middle group came in at 76 and 80 per cent of the Bundesliga 2 average for revenue and expenditure respectively, while the figures for the clubs in the third group were 52 and 48 per cent.

**GROUPS** The clubs were divided into three groups of six based on their payroll costs for match operations in the 2019-20 season:

GROUP I Clubs with payroll costs for match operations of over €13.7 million

GROUP II Clubs with payroll costs for match operations of between €10.0 million and €13.7 million

GROUP III Clubs with payroll costs for match operations of less than €10 million

#### BUNDESLIGA 2 REVENUE (AVERAGE PER LICENSEE - € 000s)

2019-20	Match revenue	Advertising	Media revenue	Transfers	Merchandising	Other takings	Total
Group I	12,377 196%	11,258 143%	20,752 140%	9,313 233%	4,639 240%	10,959 204%	<b>69,299</b> 172%
Group II	4,286 68%	7,320 93%	13,524 91%	1,629 41%	669 35%	3,227 60%	<b>30,655</b> 76%
Group III	2,314 37%	5,118 65%	10,124 68%	1,057 26%	500 26%	1,895 35%	<b>21,007</b> 52%
BL 2 average	6,326 100%	7,899 100%	14,800 100%	4,000 100%	1,936 100%	5,360 100%	<b>40,320</b> 100%

#### BUNDESLIGA 2 EXPENDITURE (AVERAGE PER LICENSEE - € 000s)

2019-20	Payroll costs for match operations	Administrative staff	Transfers	Match operations	Youth/ amateurs/ academies	Other expenditure	Total
Group I	22,662 156%	8,943 198%	11,394 223%	10,584 142%	<b>4,171</b> 185%	17,235 179%	<b>74,990</b> 172%
Group II	11,997 82%	2,610 58%	3,141 61%	7,491 101%	1,649 73%	8,026 83%	<b>34,914</b> 80%
Group III	8,973 62%	2,024 45%	827 16%	<b>4,214</b> 57%	962 43%	3,698 38%	<b>20,697</b> 48%
BL 2 average	14,544 100%	4,526 100%	5,121 100%	7,429 100%	2,261 100%	9,653 100%	<b>43,534</b> 100%

### GROUPS BY LEAGUE TABLE POSITION

THE CLUBS WERE CONSIDERABLY CLOSER in terms of their performance relative to the league table position achieved. The six top clubs again recorded the highest revenue and expenditure but only 55 and 58 per cent above the respective average. By contrast, one notable observation is that the clubs in the bottom third of

the table had significantly better economic conditions than the middle group. The revenue and expenditure of the clubs placed 13th to 18th amounted to 84 per cent of the average, while the clubs placed seventh to twelfth recorded revenue of 62 per cent and expenditure of 58 per cent.

#### **BUNDESLIGA 2** REVENUE (AVERAGE PER LICENSEE - € 000s)

2019-20	Match revenue	Advertising	Media revenue	Transfers	Merchandising	Other takings	Total
Positions 1–6	9,991 158%	11,274 143%	20,463 138%	8,170 204%	3,006 155%	9,503 177%	<b>62,406</b> 155%
Positions 7–12	3,031 48%	6,189 78%	11,790 80%	1,078 27%	739 38%	1,971 37%	<b>24,798</b> 62%
Positions 13–18	5,955 94%	6,233 79%	12,147 82%	2,752 69%	2,064 107%	4,607 86%	<b>33,758</b> 84%
BL 2 average	6,326 100%	7,899 100%	14,800 100%	4,000 100%	1,936 100%	5,360 100%	<b>40,320</b> 100%

#### BUNDESLIGA 2 EXPENDITURE (AVERAGE PER LICENSEE - € 000s)

2019-20	Payroll costs for match operations	Administrative staff	Transfers	Match operations	Youth/ amateurs/ academies	Other expenditure	Total
Positions 1-6	21,763 150%	7,941 175%	10,810 211%	10,821 146%	3,473 154%	14,132 146%	<b>68,939</b> 158%
Positions 7–12	10,282 71%	2,350 52%	1,344 26%	5,287 71%	1,288 57%	4,748 49%	<b>25,297</b> 58%
Positions 13–18	11,587 80%	3,287 73%	3,209 63%	<b>6,181</b> 83%	2,022 89%	10,079 104%	<b>36,365</b> 84%
BL 2 average	14,544 100%	4,526 100%	5,121 100%	7,429 100%	2,261 100%	9,653 100%	<b>43,534</b> 100%







### ECONOMIC FIGURES LICENSED FOOTBALL.



#### REVENUE AND EXPENDITURE

FOR THE FIRST TIME since the 2003-04 season, the total revenue of German licensed football declined compared with the previous year. The 36 Bundesliga and Bundesliga 2 clubs generated a total of €4.53 billion in 2019-20, €273.8 million less than in the 2018-19 sea-

son. The Bundesliga clubs accounted for 84 per cent of the revenue generated. By contrast, the expenditure of the clubs and limited companies increased by €81.2 million year-on-year to total €4.74 billion.

#### **LICENSED FOOTBALL** REVENUE (€ 000s)

	2017-18	2018-19	2019-20
Bundesliga Contribution to total revenue	3,813,486 86.24%	<b>4,019,611</b> 83.71%	<b>3,802,087</b> 83.97%
Bundesliga 2 Contribution to total revenue	608,390 13.76%	<b>782,017</b> 16.29%	<b>725,767</b> 16.03%
Total	4,421,876	4,801,628	4,527,854

#### **LICENSED FOOTBALL** EXPENDITURE (€ 000s)

	2017-18	2018-19	2019-20
Bundesliga Contribution to total expenditure	3,711,797 86.45%	3,891,759 83.51%	<b>3,957,665</b> 83.47%
Bundesliga 2 Contribution to total expenditure	<b>581,694</b> 13.55%	<b>768,326</b> 16.49%	<b>783,607</b> 16.53%
Total	4,293,491	4,660,085	4,741,272

#### TAXES AND DUTIES

THE 36 CLUBS and limited companies paid more than €1.4 billion to the financial authorities and social security institutions and accident insurers – the highest figure in the history of German professional football. All in all, the amount paid to the financial authorities

and social security institutions increased by €15.5 million year-on-year to €1.41 billion. At one billion euros, personal taxes and duties accounted for just under 71 per cent of the total.

#### LICENSED FOOTBALL TAXES AND DUTIES (IN €)

	Bundesliga	Bundesliga 2	Licensed football
Corporate taxes and duties	Bundesiigu	Danaesiiga E	Licensed rootsun
VAT (excluding input tax) as at 31 Dec 2019	676,289,991	151,468,070	827,758,061
Corporate income tax	17,491,473	2,656,204	20,147,676
Trade tax	22,162,057	3,855,086	26,017,143
Other taxes and duties	7,543,822	3,110,614	10,654,436
Total	723,487,343	161,089,974	884,577,317
Personal taxes and duties			
Income tax on wages and salaries	654,521,456	98,677,034	753,198,490
Church tax and solidarity surcharge	44,400,565	7,371,131	51,771,697
Social security (pension, unemployment, health insurance)	95,679,200	40,580,461	136,259,662
Social insurance against occupational accidents	36,494,384	24,034,922	60,529,306
Total	831,095,606	170,663,549	1,001,759,155
Total corporate and personal taxes and duties	1,554,582,949	331,753,522	1,886,336,471
minus input tax refunded as at 31 Dec 2019 (input tax is an indicator of the company's willingness to invest)	405,293,937	68,147,639	473,441,576
Outflow of funds from taxes and duties	1,149,289,012	263,605,883	1,412,894,896

#### **JOBS**

A TOTAL OF 52,786 PEOPLE were employed either directly or indirectly in German licensed football during the 2019-20 season. The 36 clubs and limited companies employed 16,449 people, up 793 on the previous year. A further 5,253 people were employed at the subsidiaries of the clubs, meaning that a total of 21,702 people were directly employed within German professional football.

Of this figure, 7,217 worked full-time and the others as trainees, part-time or temporary workers. The number of people employed by service providers commissioned by the clubs declined considerably to 31,084. This affected catering and security staff probably in particular due to the special match operations without spectators that came into force from matchday 26.

#### NUMBER OF STAFF IN LICENSED FOOTBALL

	Bundesliga		Bunde	Bundesliga 2		Licensed football	
	2018-19	2019-20	2018-19	2019-20	2018-19	2019-20	
Licensees							
Full-time staff	3,941	4,119	1,902	1,962	5,843	6,081	
Trainees	61	58	31	28	92	86	
Part-time staff	1,192	1,143	600	726	1,792	1,869	
Temporary workers	4,799	5,631	3,130	2,782	7,929	8,413	
Total	9,993	10,951	5,663	5,498	15,656	16,449	
Subsidiaries							
Full-time staff	1,000	752	222	384	1,222	1,136	
Trainees	27	23	13	8	40	31	
Part-time staff	583	560	64	117	647	677	
Temporary workers	3,137	2,511	781	898	3,918	3,409	
Total	4,747	3,846	1,080	1,407	5,827	5,253	
Contractors							
Security companies	9,188	8,302	5,172	4,385	14,360	12,687	
Caterers	9,463	8,044	4,220	4,524	13,683	12,568	
Medical services	1,127	997	718	661	1,845	1,658	
Other	3,449	2,919	1,261	1,252	4,710	4,171	
Total	23,227	20,262	11,371	10,822	34,598	31,084	
Grand total	37,967	35,059	18,114	17,727	56,081	52,786	

#### TICKET SALES

#### AFTER MATCH OPERATIONS RESUMED follow-

ing the temporary interruption of the 2019-20 season due to the outbreak of the COVID-19 pandemic, all matches from matchday 26 onward were played without fans in the stadium. The report on ticket sales has therefore been omitted from this economic report.

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As of: 19 February 2021

#### **KEY INDICATORS AT A GLANCE - COMPAR**

Total result	2018-19	2019-20	Number of clubs	2018-19	2019-20
after taxes in € 000s EBITDA in € 000s	127,852 868,518	-155,578 631,314	with a positive result after taxes	14	8
		BALANCE	SHEET DATA		
Assets in € 000s	30 June 2019	30 June 2020	Equity and liabilities in € 000s	30 June 2019	30 June 2020
Player assets Tangible fixed assets Total	1,162,517 1,116,479 3,802,504	1,470,797 1,137,511 3,954,258	Equity Liabilities Total	1,811,969 1,458,545 3,802,504	1,727,584 1,810,238 3,954,258
E	Equity ratio as	at 30 June 2019	9: 47.7 % as at 30 June 2020: <b>43.7</b> %		
Revenue in € 000s	2018-19	2019-20	Expenditure in € 000s	2018-19	2019-20
Match revenue Contribution to total revenue	<b>520,090</b> 12.94%	<b>363,538</b> 9.56%	Payroll costs for match operations Contribution to total expenditure	<b>1,431,633</b> 36.79%	<b>1,446,791</b> 36.56%
Contribution to total revenue Advertising	12.94% 845,443	9.56% <b>888,835</b>	Contribution to total expenditure Commercial/administrative staff	36.79 % 269,147	36.56% <b>257,892</b>
Contribution to total revenue  Advertising Contribution to total revenue  Media revenue	12.94% 845,443 21.03% 1,483,048	9.56% <b>888,835</b> 23.38% <b>1,489,186</b>	Contribution to total expenditure Commercial/administrative staff Contribution to total expenditure Transfers	36.79% 269,147 6.92% 842,447	36.56% <b>257,892</b> 6.52% <b>910,025</b>
Contribution to total revenue  Advertising Contribution to total revenue  Media revenue Contribution to total revenue  Transfers	12.94% 845,443 21.03% 1,483,048 36.90% 675,104	9.56% 888,835 23.38% 1,489,186 39.17% 594,323	Contribution to total expenditure Commercial/administrative staff Contribution to total expenditure Transfers Contribution to total expenditure Match operations	36.79% 269,147 6.92% 842,447 21.65% 428,571	36.56% 257,892 6.52% 910,025 22.99% 418,601
Contribution to total revenue Advertising Contribution to total revenue Media revenue Contribution to total revenue Transfers Contribution to total revenue Merchandising	12.94% 845,443 21.03% 1,483,048 36.90% 675,104 16.80% 175,993	9.56% 888,835 23.38% 1,489,186 39.17% 594,323 15.63% 184,435	Contribution to total expenditure  Commercial/administrative staff Contribution to total expenditure  Transfers Contribution to total expenditure  Match operations Contribution to total expenditure  Youth, amateurs, academies	36.79 % 269,147 6.92 % 842,447 21.65 % 428,571 11.01 %	36.56% 257,892 6.52% 910,025 22.99% 418,601 10.58% 154,030

Total result	2018-19	2019-20
after taxes in € 000s	13,691	-57,840
EBITDA in € 000s	122,940	40,212

2018-19

35.6%

42.3%

1,431,633

1,700,779

2019-20

38.1%

44.8%

1,446,791

1,704,683

total revenue in € 000s

commercial/administrative staff

Match operations

Match operations and

Ratio I

Ratio II

Number of clubs	2018-19	2019-20
with a positive result		
after taxes	14	7

BALANCE SHEET DATA						
Assets in € 000s	30 June 2019	30 June 2020		Equity and liabilities in € 000s	30 June 2019	30 June 2020
Player assets	89,764	91,256		Equity	173,746	151,702
Tangible fixed assets	222,988	252,679		Liabilities	312,334	335,605
Total	633,840	652,063		Total	633,840	652,063

#### **Equity ratio** as at 30 June 2019: 27.4% as at 30 June 2020: 23.3%

Revenue in € 000s	2018-19	2019-20
Match revenue Contribution to total revenue	<b>131,257</b> 16.78%	<b>113,862</b> 15.69%
Advertising Contribution to total revenue	<b>158,111</b> 20.22%	<b>142,177</b> 19.59%
Media revenue Contribution to total revenue	<b>250,493</b> 32.03%	<b>266,401</b> 36.71%
Transfers Contribution to total revenue	<b>96,284</b> 12.31%	<b>71,993</b> 9.92%
Merchandising Contribution to total revenue	<b>38,323</b> 4.90%	<b>34,847</b> 4.80%
Other takings Contribution to total revenue	<b>107,549</b> 13.75%	<b>96,487</b> 13.29%
Total	782,017	725,767

Ratio of payroll costs to total revenue in € 000s	2018-19	2019-20
Match operations Ratio I	238,961 30.6%	<b>261,791</b> 36.1%
Match operations and commercial/administrative staff Ratio II	<b>304,526</b> 38.9%	<b>343,259</b> 47.3 %

Expenditure in € 000s	2018-19	2019-20
Payroll costs for match operations Contribution to total expenditure	238,961 31.10%	<b>261,791</b> 33.41%
Commercial/administrative staff Contribution to total expenditure	65,565 8.53%	<b>81,468</b> 10.40 %
Transfers Contribution to total expenditure	<b>90,918</b> 11.83%	<b>92,177</b> 11.76%
Match operations Contribution to total expenditure	136,938 17.82%	<b>133,730</b> 17.07%
Youth, amateurs, academies Contribution to total expenditure	<b>42,570</b> 5.54%	<b>40,692</b> 5.19%
Other expenditure Contribution to total expenditure	<b>193,374</b> 25.17%	<b>173,749</b> 22.17%
Total	768,326	783,607

# 🔼 🔯 LICENSED FOOTBALL

#### **ING THE 2018-19 AND 2019-20 SEASONS**

Revenue in € 000s	2	018-19	2019-20
Bundesliga Contribution to total rev		<b>19,611</b> 3.71%	<b>3,802,087</b> 83.97%
Bundesliga 2 Contribution to total rev		8 <b>2,017</b> .6.29%	,
Total	4,80	01,628	4,527,854
Taxes and duties	2018-1	L9	2019-20
Bundesliga	1,160,929,17	'4 <b>1,1</b>	49,289,012
Bundesliga 2	236,489,91	.9 2	63,605,883
Licensed football	1,397,419,09	3 <b>1,4</b>	12,894,896
Staff	2018-1	L9	2019-20
Bundesliga	37,96	57	35,059
Bundesliga 2	18,11	.4	17,727
Licensed football	56,08	31	52,786

Expenditure in € 000s	2018-19	2019-20
Bundesliga Contribution to total expenditure	3,891,759 83.51%	<b>3,957,665</b> 83.47%
Bundesliga 2 Contribution to total expenditure	768,326 16.49%	<b>783,607</b> 16.53%
Total	4,660,085	4,741,272

#### Ticket sales

After match operations resumed following the temporary interruption of the 2019-20 season due to the outbreak of the COVID-19 pandemic, all matches from matchday 26 onward were played without fans in the stadium. The report on ticket sales has therefore been omitted from this economic report.

#### **COMPOSITION OF THE LEAGUES 2019-20**

<b>⊱</b> B	UNDESLIGA	₿	UNDESLIGA
ECA	FC Augsburg		FC Erzgebirge Aue
Harring BSC	Hertha Berlin	(PA)	DSC Arminia Bielefeld
TO MINDE	1. FC Union Berlin	Hechtern 1948	VfL Bochum 1848
	SV Werder Bremen	60	SV Darmstadt 98
BVB	Borussia Dortmund	0	SG Dynamo Dresden
	Fortuna Düsseldorf		SpVgg Greuther Fürth
	Eintracht Frankfurt	<b>♦</b>	Hamburger SV
	Sport-Club Freiburg	26	Hannover 96
	TSG Hoffenheim	FCH	1. FC Heidenheim 1846
	1. FC Köln	KSC	Karlsruher SC
PLENTS.	RB Leipzig		Holstein Kiel
(A V en)	Bayer 04 Leverkusen	FCN	1. FC Nürnberg
<b>(1)</b>	1. FSV Mainz 05	UEC	VfL Osnabrück
	Borussia Mönchengladbach	7910	FC St. Pauli
	FC Bayern München	R	SSV Jahn Regensburg
PADERBORN 07	SC Paderborn 07	SV	SV Sandhausen
	FC Schalke 04	SIS	VfB Stuttgart
	VfL Wolfsburg		SV Wehen Wiesbaden





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