

GROUP CLUB



HANDBALL

CIRCLE OF THE BEST

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CIRCLE OF THE BEST



• *Chekhov*

• *Kolding*

• *Flensburg*

• *Kiel*

• *Hamburg*

• *Lemgo*

• *Magdeburg*

■ *Dusseldorf HQ*

• *Rhein-Neckar*

• *Kielce*

• *Schaffhausen*

• *Veszprem*

• *Velenje*

• *Celje*

• *Zagreb*

• *León*

• *Valladolid*

• *San Antonio*

• *Montpellier*

• *Barcelona*

• *Ciudad Real*

GROUP CLUB HANDBALL EEIG

- GCH was founded in 2006. Some facts:
-
- Foundation Members: All clubs which won a European in this century
- Today: 19 clubs from 10 countries
- Majority: Spanish and German Clubs
- Open structure: Qualification Semi-Final CL
- Headquarter: Dusseldorf/GER

GROUP CLUB HANDBALL EEIG

- Member Clubs:

- FC Barcelona/ESP
- Chehovskie Medvedi/RUS
- SG Flensburg-Handewitt/GER
- THW Kiel/GER
- KIF Kolding Elite AS/DEN
- Reale Ademar Leon/ESP
- Montpellier HB/FRA
- Portland San Antonio/ESP
- Pevafersa Valladolid/ESP
- HC Croatia Osiguranje-Zagreb/CRO
- Celje Pivovarna Lasko/SLO
- BM Ciudad Real/ESP
- HSV Hamburg/GER
- KS Vive Kielce/POL
- TBV Lemgo/GER
- SC Magdeburg/GER
- Rhine-Neckar Lions/GER
- Kadetten Handball Schaffhausen/SUI
- MKB Veszprém KC/HUN

Targets GCH

- Representation of Club interests such as:
- Influence on the international calendar
- Compensation for release of players to the national team
- Insurance of players salaries
- Representation inside the bodies of International and European Handball Federation
- Influence on the Marketing of the EHF-CL

Complaint with the EC



- GCH lodged a complaint with the European Commission, DG Competition, challenging the monopoly of IHF/EHF in april 2009

Target

- The target of the complaint with the EC is a contract (Football: Memorandum of Understanding), regulating the co-operation between Clubs and Federations



Licensing Systems in Handball

- are existing in Spain and Germany.
- Bankrupts are a problem an national (and not on international) level
- On European Level it seems impossible at the moment to impose financial regulations/obligations on smaller clubs.
- Bank guarantees might be a possible solution to safeguard the participation of clubs in the various European Competitions.

GROUP CLUB



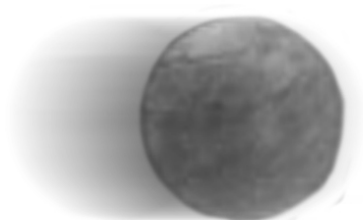
HANDBALL

CIRCLE OF THE BEST



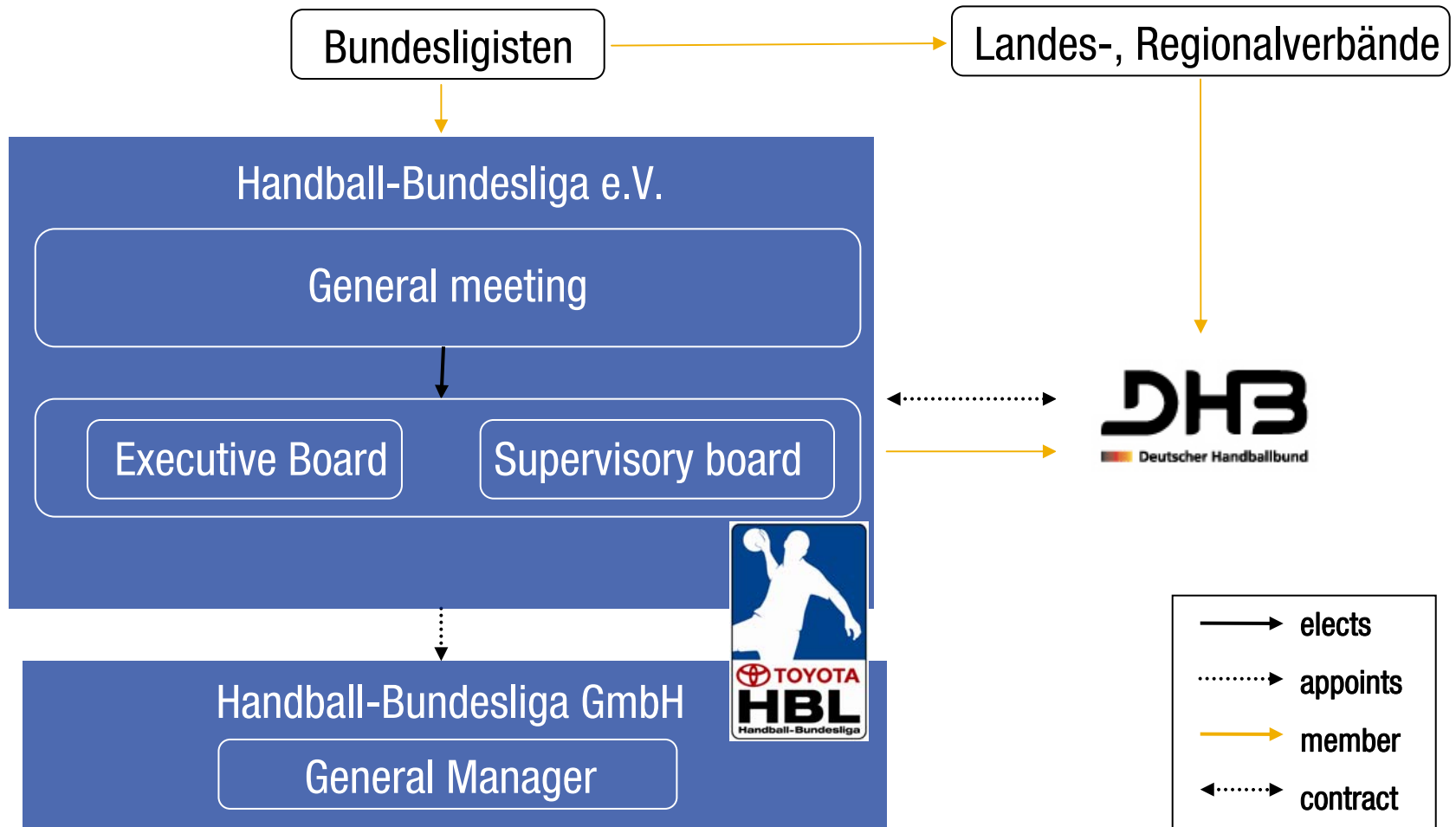
TOYOTA Handball-Bundesliga

The Best Handball-League of the World



Licensing System

Organisational structure



Capacity of the arenas 2009/10



VfL Gummersbach	(19.250)
Rhein-Neckar-Löwen	(13.200)
HSV Hamburg	(12.800)
TBV Lemgo	(11.500)
THW Kiel	(10.250)
SC Magdeburg	(8.000)
Füchse Berlin	(8.000)
SG Flensburg-Handewitt	(6.300)
Frisch Auf! Göppingen	(6.200)
HSG Wetzlar	(4.500)
TV Grosswallstadt	(4.200)
TSV GWD Minden	(4.000)
TSV Hannover-Burgdorf	(4.000)
MT Melsungen	(4.000)
HSG Düsseldorf	(3.500)
TuS N-Lübbecke	(3.300)
HBW Balingen-Weilstetten	(2.500)
TSV Dormagen	(2.500)

TOYOTA HBL - Home of the stars



World handball player of the year

- 1998 Daniel Stephan
TBV Lemgo
- 2000 Dragan Skrbic
HSG Nordhorn
- 2002 Kyung-S. Yoon
VFL Gummersbach
- 2003 Bertrand Gille
HSV Hamburg
- 2004 Peter Gentzel
HSG Nordhorn
- 2005 Henning Fritz
THW Kiel
- 2007 Nikola Karabatic
THW Kiel

Henning Fritz



Bertrand Gille



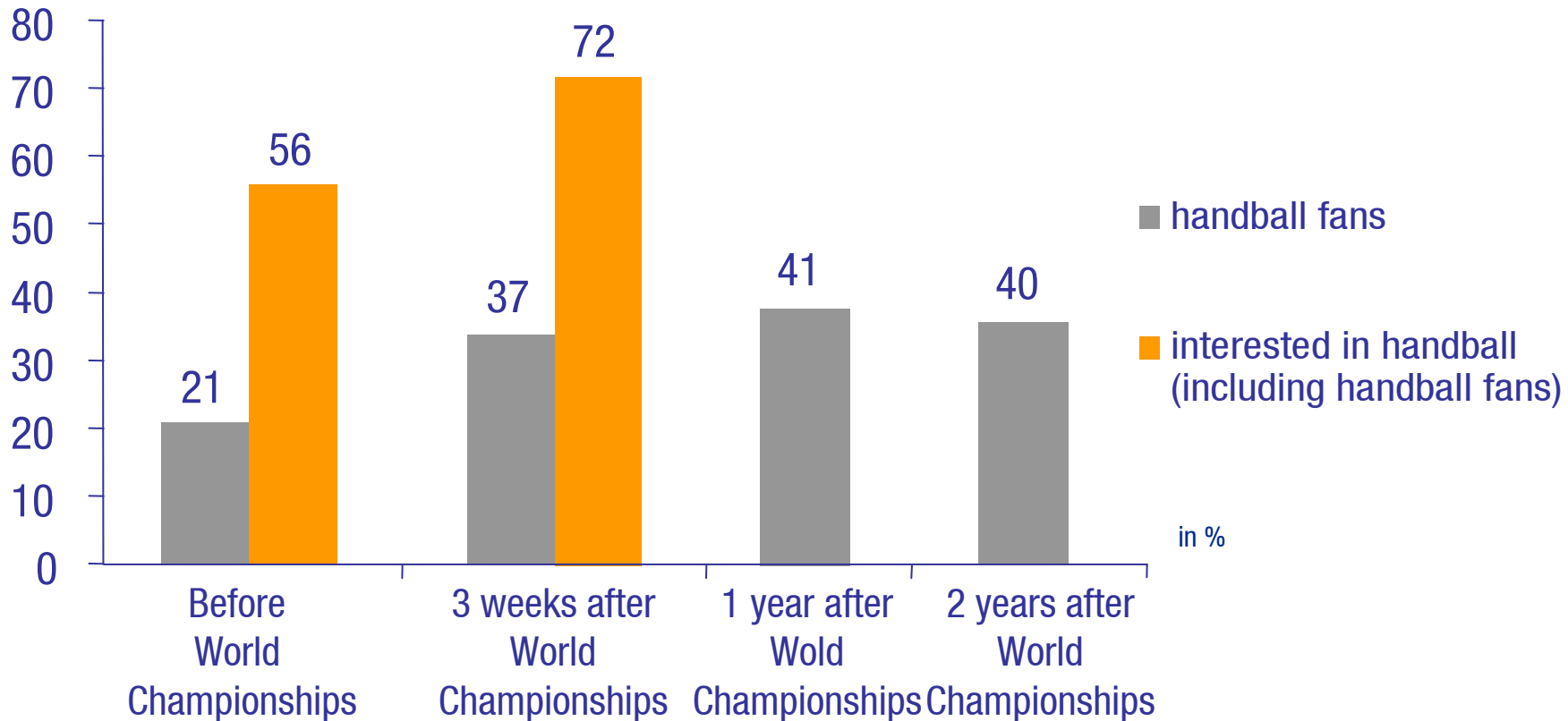
TOYOTA Handball-Bundesliga - The NBA of handball!

TOYOTA HBL -Best Handball-League of the World



VfL Gummersbach: Champion EHF-Cup 2009

Current interest of handball in Germany

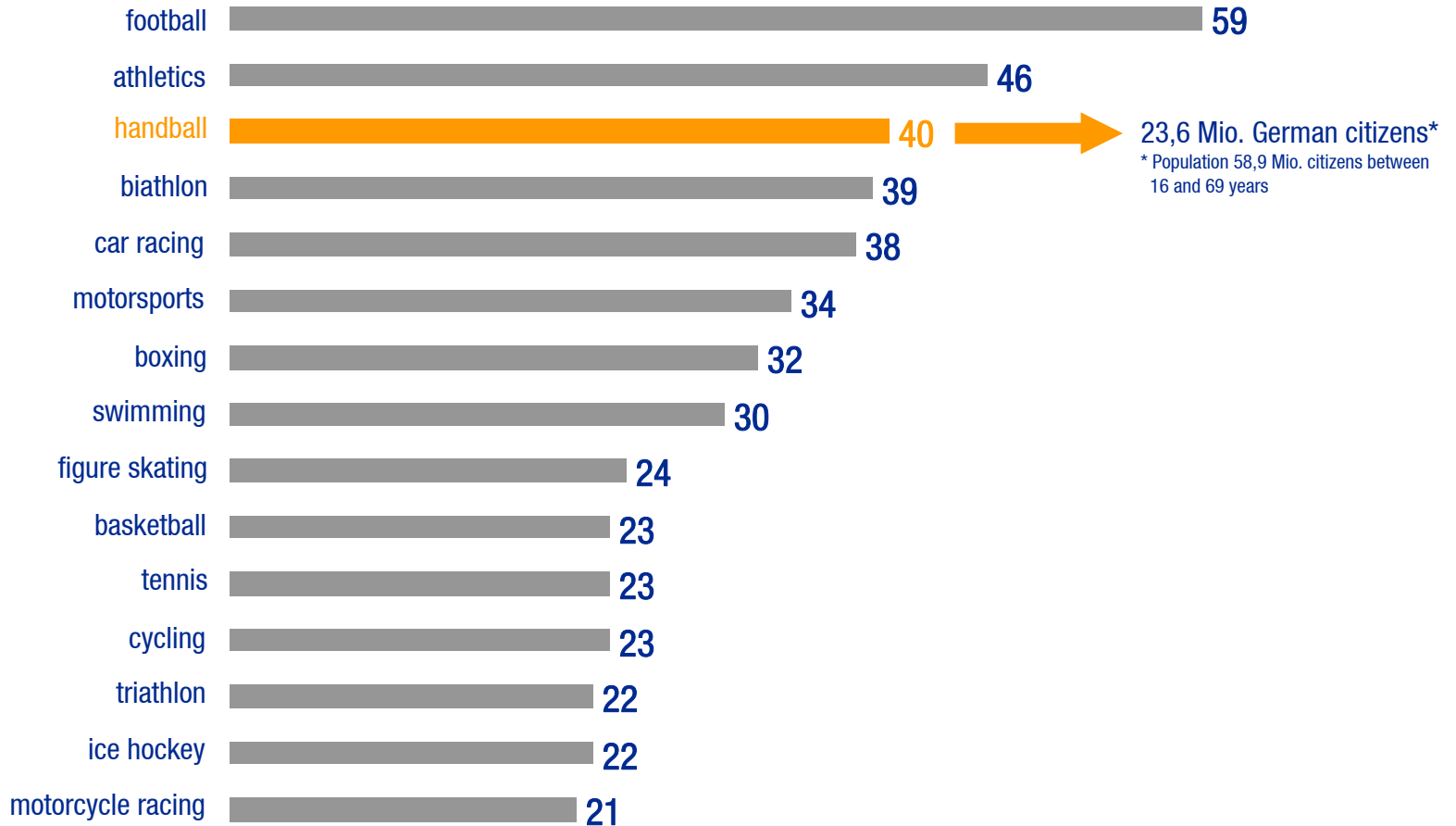


Still on a high level after winning the World Championships 2007

Interest in handball

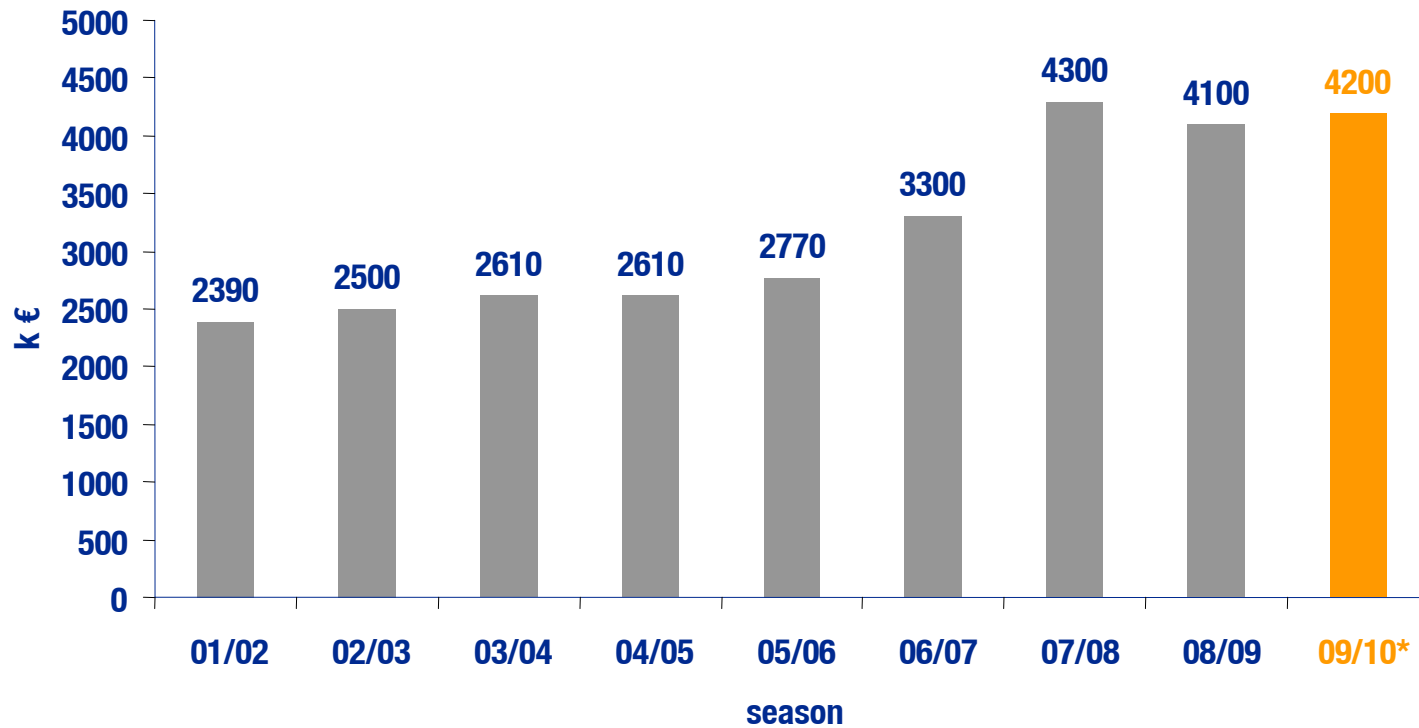


Top-2-Box: „very interested“ + „interested“



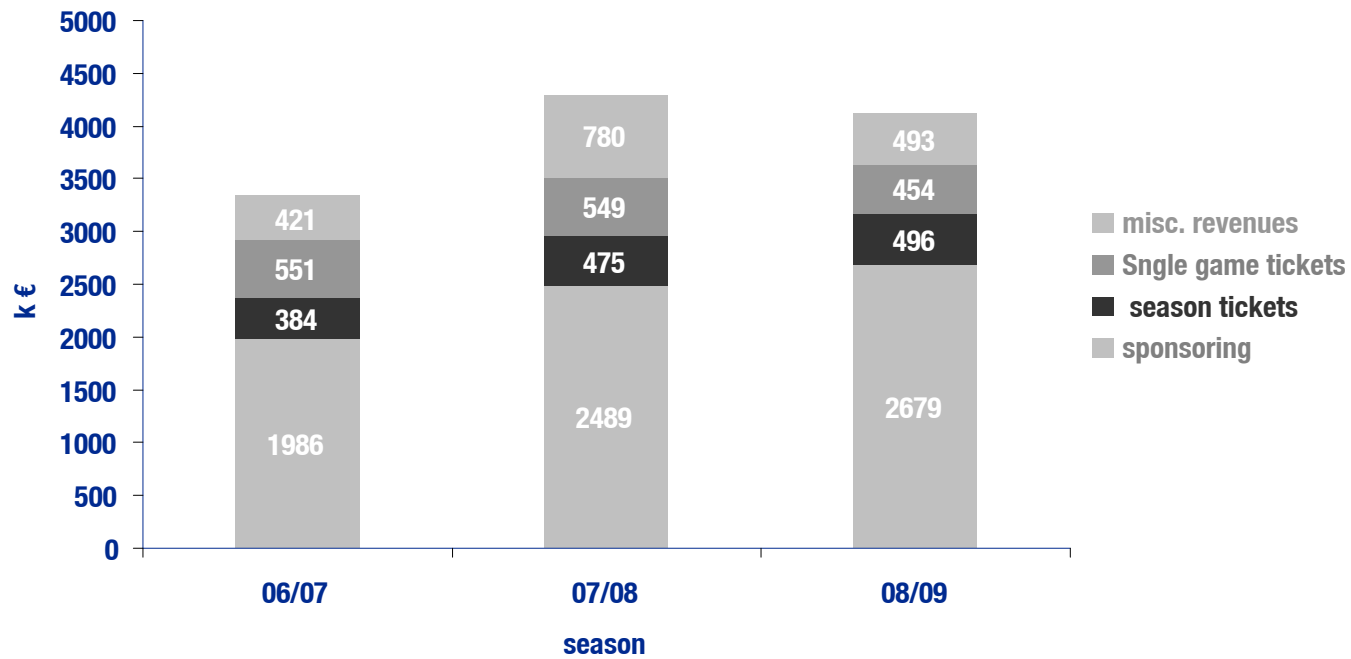
Question: Please rate your interest in these sports by „very interested“, „interested“, „a little bit interested“ and „no interested at all“ independent of whether you attend these events or watch it in TV or read about it in magazines or newspapers.

Average revenue per club



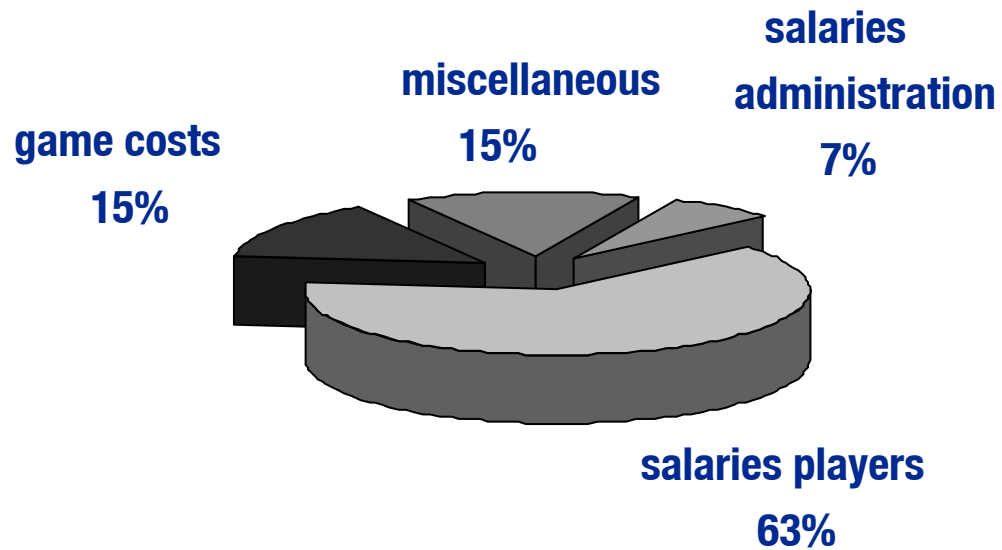
Quelle: survey of the TOYOTA HBL. All data only 1. Liga (average per club) *target value

Development of average revenue per club

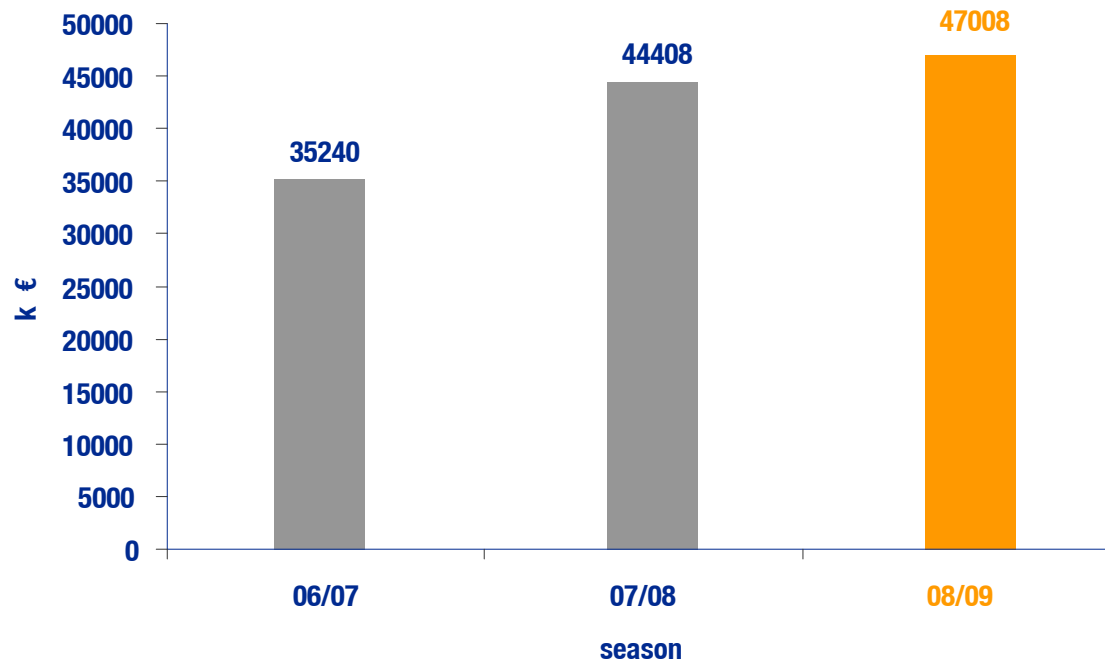


Quelle: survey of the TOYOTA HBL. All data only 1. Liga (average per club)

Average share of costs



Salary development (players)



Quelle: Survey of the TOYOTA HBL. All data only 1. Liga (average per club).

Contents of the Licensing System

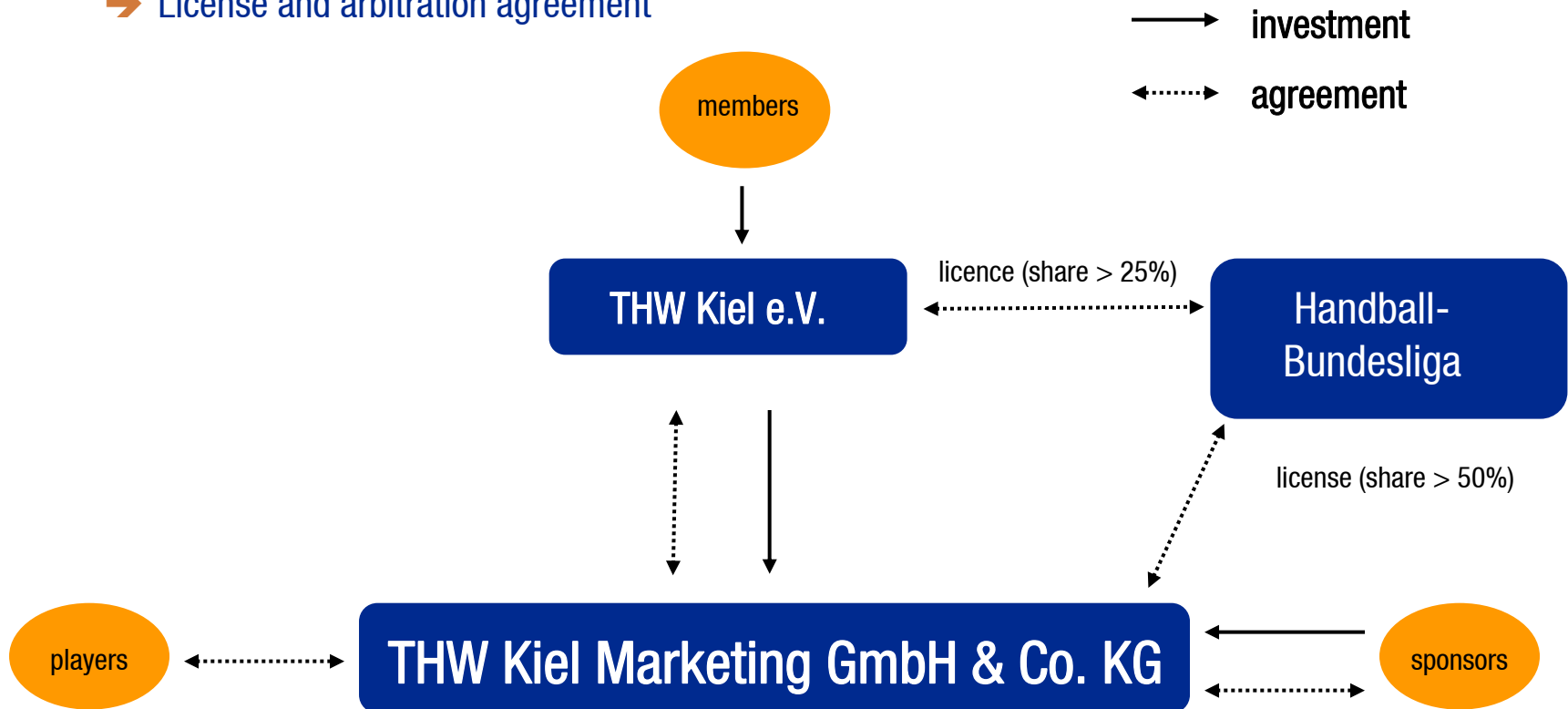


- Legal criteria
- Sporting criteria
- Infrastructural criteria
- Economical criteria

Legal criteria



- Company information (compulsary fixing of applicant)
- License and arbitration agreement



Sporting & Infrastructural criteria



- Level of coaching license of the head coach (highest level required)
- Certification of the youth handball of the clubs (training facilities, qualification of the youth coaches, ...)
- Infrastructure of the arenas (floor/playing area, advertising rules, lightning, timing-system, TV infrastructure, dressing rooms, drug testing rooms, safety ...)

Economical criteria



(Deadline: by 1st March)

- Bank guarantee
- Profit and loss account
- Financial budgeting
- Balance sheet (with status report)
- Spezial balance sheets if necessary
- Certificate from the tax office
- Report on the fulfilment of obligations (former licensing process)
- Management-Report
- ...

The documents have to be audited by a certified accountant and handed in for different time periods (last, actual and following season).

(quarterly)

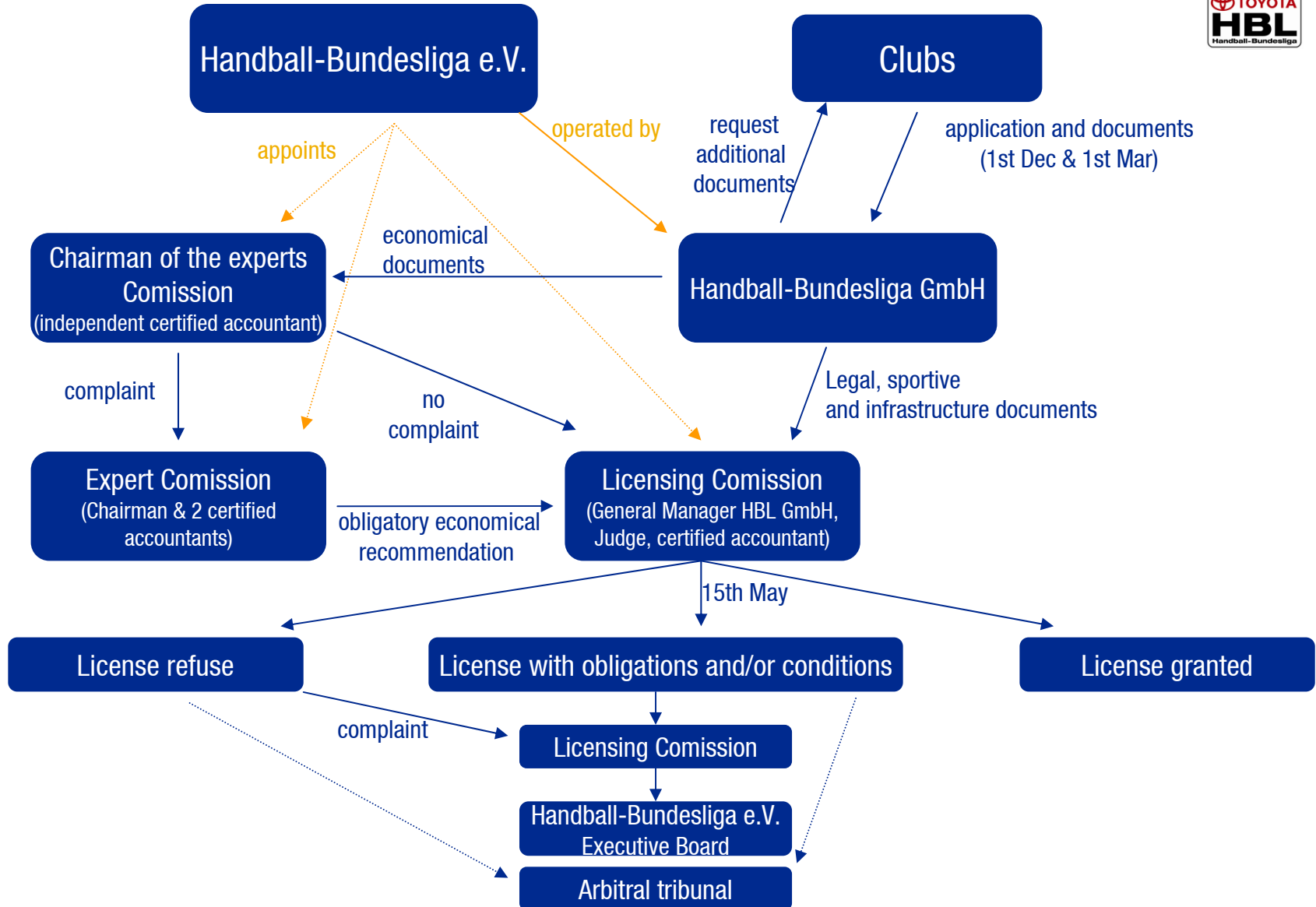
- Report of the fulfilment of liabilities (salaries of players, transfer costs, ...)

Economical performance



	type A	type B	type C	type D
liquidity status	positive	positive	negative	negative
financial and assets status	positive	negative	positive	negative
decision	positive	positive + obligation	positive + condition	negative

Process



Sanctions



Reasons:

- Missing required documents
- non-fulfilment (or not within the time limit) of obligations or conditions
- Bankruptcy

Sanctions:

- Fine/Penalty
- Deduction of match points (actual season or following season)
- Licence withdrawal and relegation

Financial crises



A League in Crisis - Essen is down, Insolvency Fears in Stralsund

Finanzielle Schieflage und andere Sorgen

Bundesliga: Schwaben reagieren rechtzeitig – EnBW Baden-Württemberg bleibt HBW-Sponsor

Handball Bundesliga HBL affirms deduction of points to Nordhorn - Now placing 10th

THW Kiel droht Sponsor-Verlust
„Persilschein“ für Schiedsrichter

Handball

Nordhorn meldet Insolvenz an

Machtkampf hinter Kulissen

HANDBALL Trotz sportlicher Erfolge gehen Querelen um Bestechungsaffäre weiter

Schiedsrichter unter Verdacht

Dreist! THW Kiel behindert Aufklärung

Manipulationskandal Staatsanwalt weitet Ermittlungen aus / Liga-Präsident Witte soll gestürzt werden

HSG Nordhorn files for insolvency

Future development



- Claiming progressively increasing minimum equity capital/decreasing debts
- Authorization to assign the certified accountant by the Licensing Commission
- Declaration of independence by the certified accountant of the club
- Stronger and more defined sanctions

also:

- Cooperation with a financial software company

Conclusion: There is no alternative besides a licensing system



**Thank you
for your attention!**