

Platform for Executive Consultation (PEC)

PEC meetings – June 2022

Agenda





How European Club Competitions are evolving



How revenues are distributed across the European landscape



Benefits for Clubs from ECA's agreements with UEFA and FIFA



Securing additional stability, sustainability and success through a Commercial Joint Venture with UEFA



"The 3 ways you didn't expect to use data in this transfer window"



CHILD IN STREET

ECA Membership Evolution



By Omar Chaudhuri, Chief Intelligence Officer at 21st Group

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2022 Meeting & Services Calendar



Any Other Business

THE MARKET AND AN A

ECA Ukraine Relief Programme





Successful Clubs will receive between €25'000 and €50'000 to fund existing or future projects



1. How European Club Competitions are evolving

The result What is the outcome of 3 years of discussions?

A competition landscape which



The result What is the outcome of 3 years of discussions?

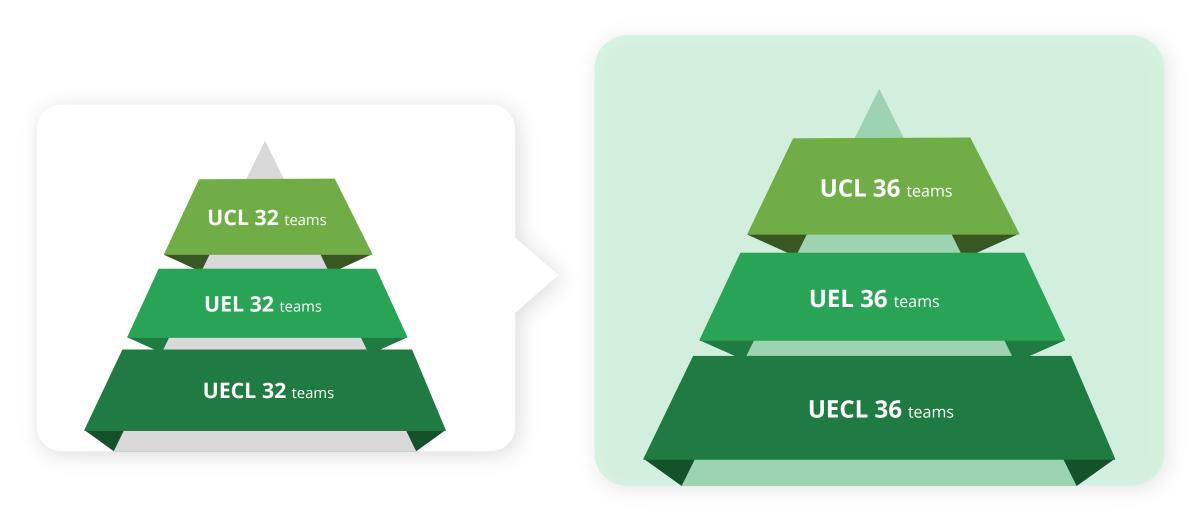
A competition landscape which



Overall format



Increase from 96 to 108 teams in a group stage



The result What is the outcome of 3 years of discussions?

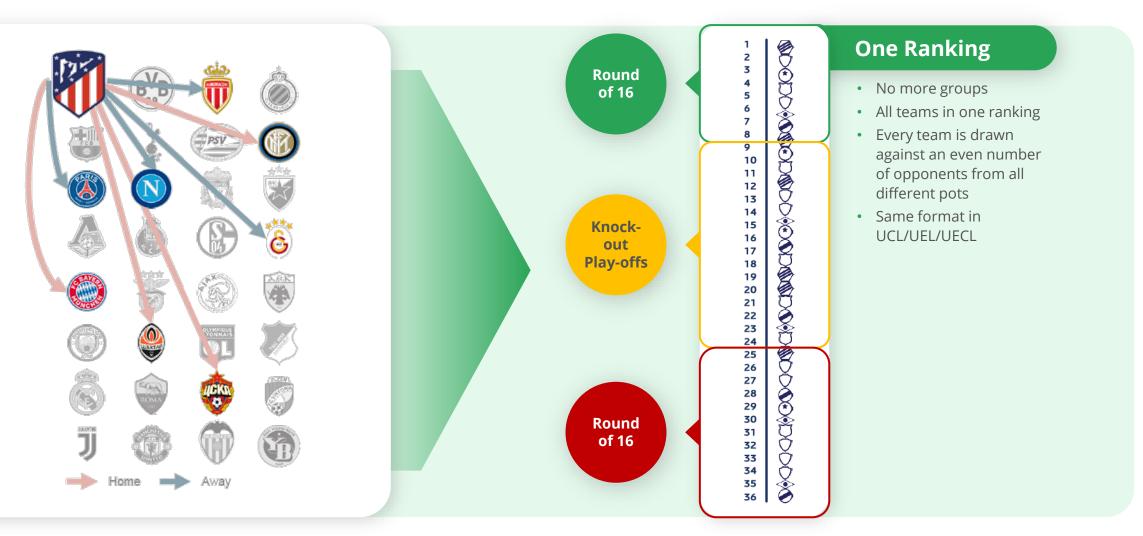
A competition landscape which

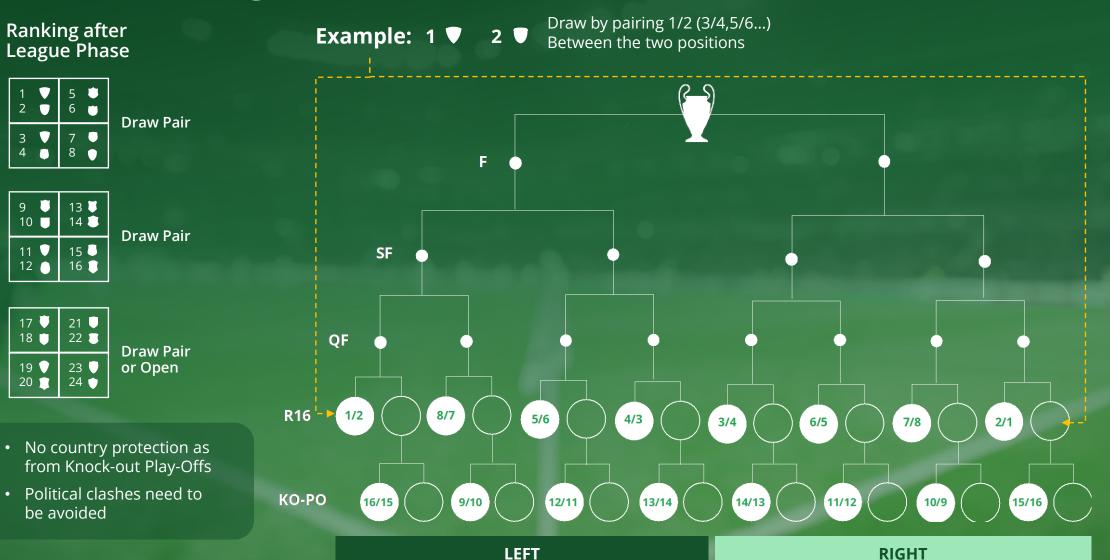


New league system: Single League concept



Based on ECA/clubs recommendation





Knock-Out Stage



Source: UEFA

The result What is the outcome of 3 years of discussions?

A competition landscape which



UCL access

Allocation of 4 extra UCL spots (32 \rightarrow 36)



Final agreement

One additional team for two associations with <u>best collective</u> <u>performance in the previous season</u>

Simulation 2022/23 season: N5 of England (Arsenal FC) and N2 of the Netherlands (PSV)

Alternative is compliant with traditional sporting merit and without value loss

 4 extra

 UCL teams

 N3 of association #5

 (currently France)

2 dynamic country performance slots

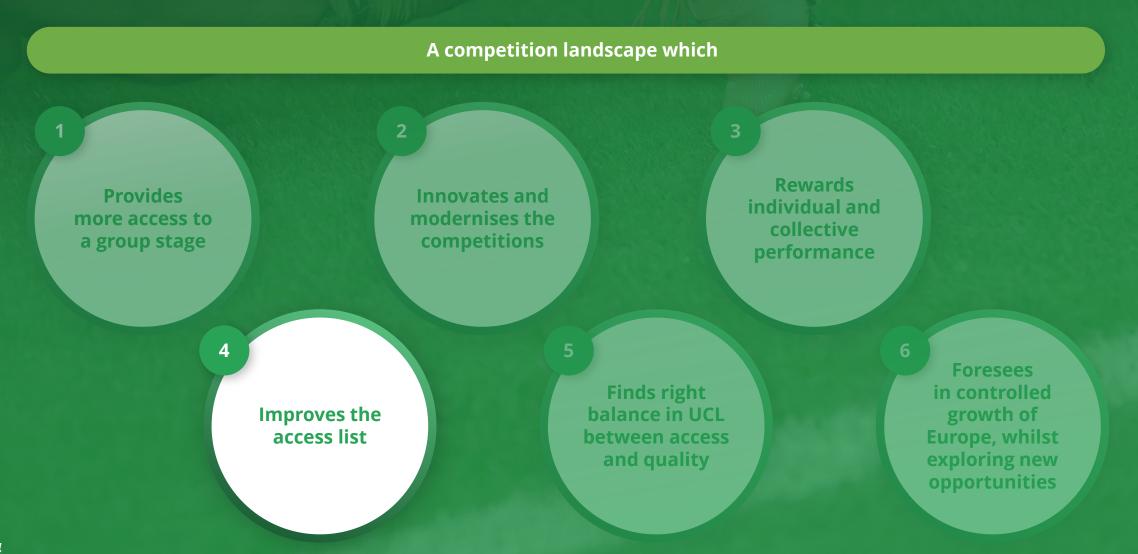
Titleholders rebalancing





The result

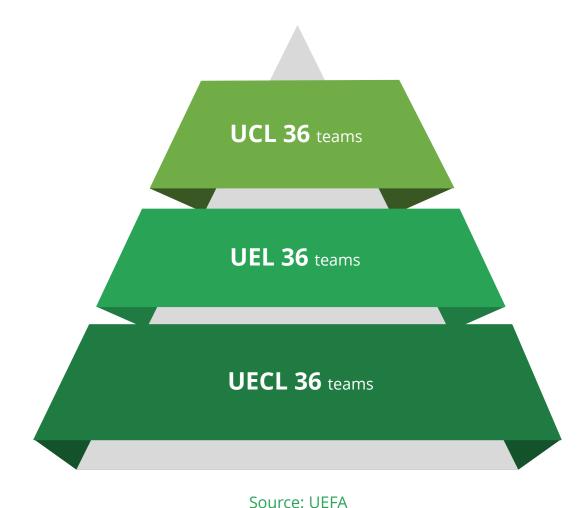
What is the outcome of 3 years of discussions?



Access List – Priorities



What was most important when amending the UCL/UEL/UECL qualification phase access list?





- No decrease in overall representation of associations
- Fair distribution of additional qualification possibilities (+4 in UEL & UECL) among all associations and teams while focusing on sporting aspects
- More teams/associations possibility to qualify to UEL
- No significant increase of qualifying matches and/or rounds
- Understandable qualification path (avoiding specific draw rules)

Access List – Key Outcomes



22 Champions guaranteed in UEL & UECL Group Stages Combined:

- 5-17 Champions in UEL Group Stage
- 5-17 Champions in UECL Group Stage

Win it on the pitch!

Overall: 37 Champions in a Group Stage (34 now; 29 in 2018/21)

2

UEL Qualification phase includes clubs from associations until #33 (or even 37)

3

Up to 450 matches in qualification phase (419 now)

4

Access list 2021-24 (32-32-32)



UEFA C	hamp	ions	Leagu	e					UEFA E		UEFA Europa Conference League									
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Access list 2024-27 (36-36-36)



UEFA Champions League								UEFA Europa League						UEFA Europa Conference League												
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Calendar agreement





UEFA CLUB COMPETITONS
Match weeks





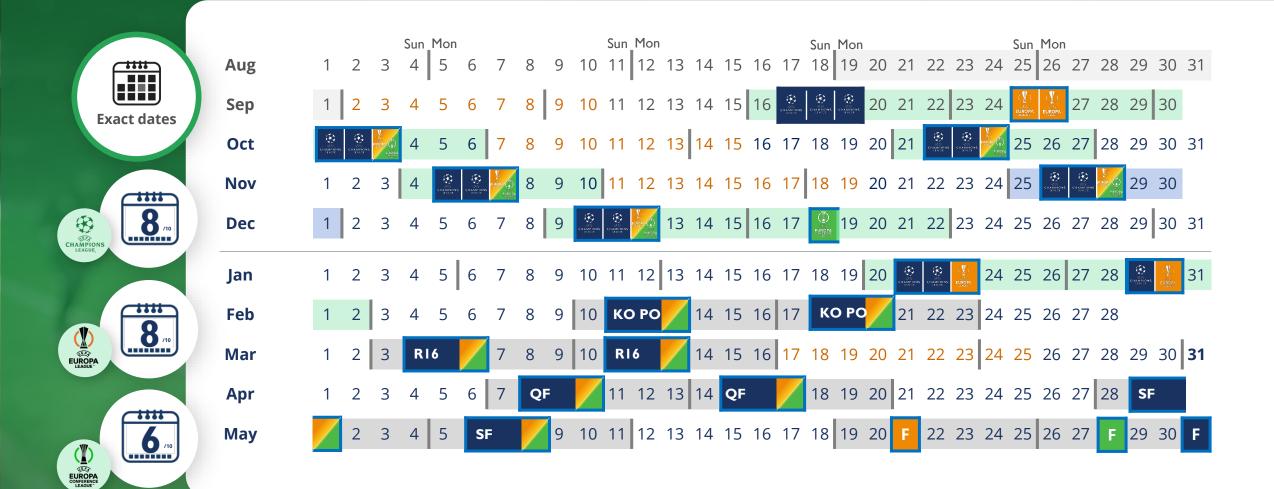


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EUROPA CONFERENCE LEAGUE 1 Exclusive match week for UCL, UEL and UECL

Calendar – Alternative (8 out of 10 – split UEL & UECL)

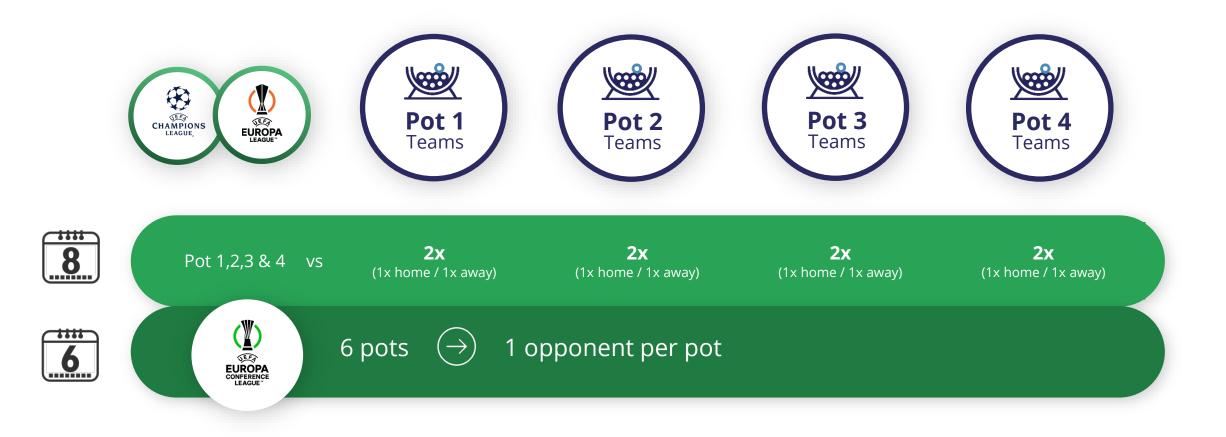




Pot allocation in different competitions



How would the draw procedure work?







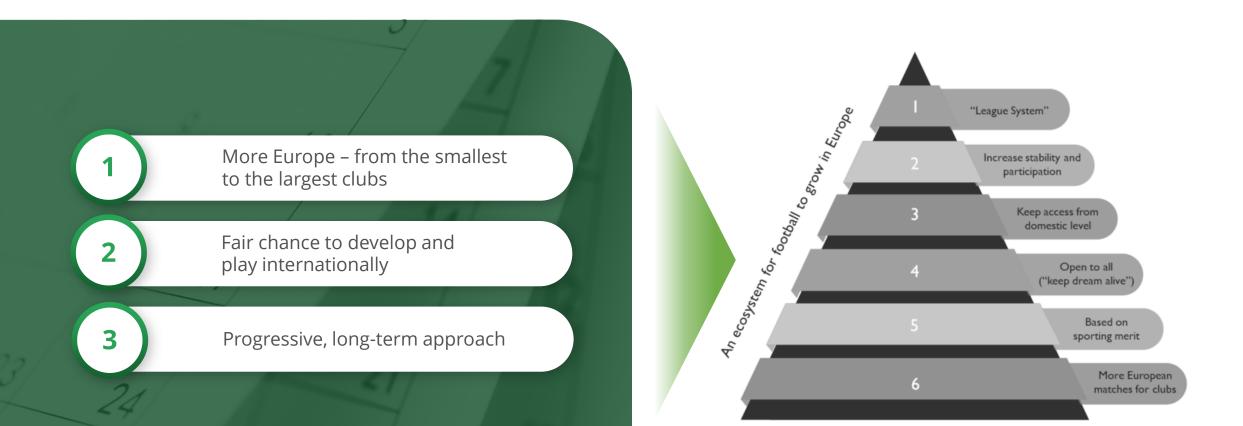


Post-2024 phase 2-3 timeline



Member feedback "Common Themes" delivered





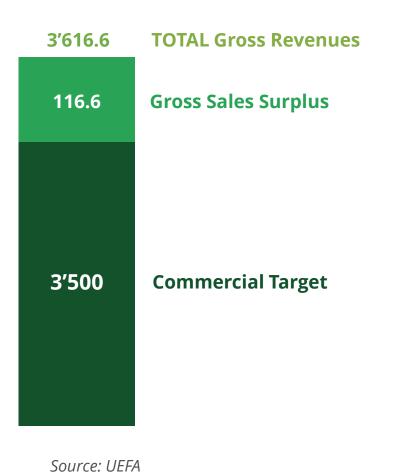
All boxes are ticked within a balanced, sustainable and inclusive competition concept



2. How revenues are distributed across the European landscape

Distribution 2021/22

€m – forecast as of June 2022



- Net surplus (94m) to be split as follows:
- 70% to participating clubs (offsetting COVID impact)
- 30% to boost solidarity (NPCs)

= COVID impact offset of around +83.5m* (out of -95m) to participating clubs

=> total net impact -14.1m (-0.5%) vs. -3.6% w/o surplus

Final numbers to be communicated in September

*includes FFP fines of €18m

The core 2021-24 model ("Global Split")



€m

Gross Revenue Target	3′500*	100%
Competition Costs	323	9.2%
Qualifying Rounds	105	3.0%
Solidarity to Non-Participating Clubs	140	4.0%
Investment in UWCL	10	0.3%
Net Revenues	2′922	83.5%
UEFA Share 6.5% of net revenues	190	5.5%
Participating Clubs (Group Stage onwards) 93.5% of net revenues	2'732	78%

100% costs managed by UEFA. JV to manage all non sporting costs post 2024

- 7% total solidarity

10m fixed amount proposed by ECA and agreed by UEFA

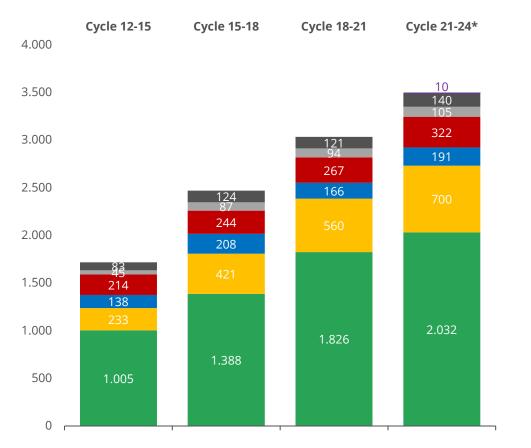
By Competition

	€m	of total	of PC amount	ratio
UCL	2'031.9	58%	74%	2.9
UEL	465.0	13% 20%	17% 26%	1
UECL	235.0	7%	20%	0.5

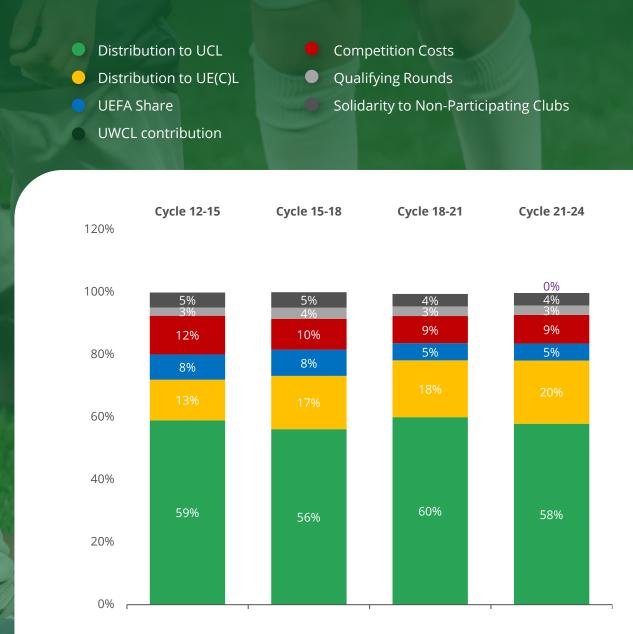
€700m proposed by ECA Board; approved by CCC / ExCo

Distribution Model – Evolution

Overall in %

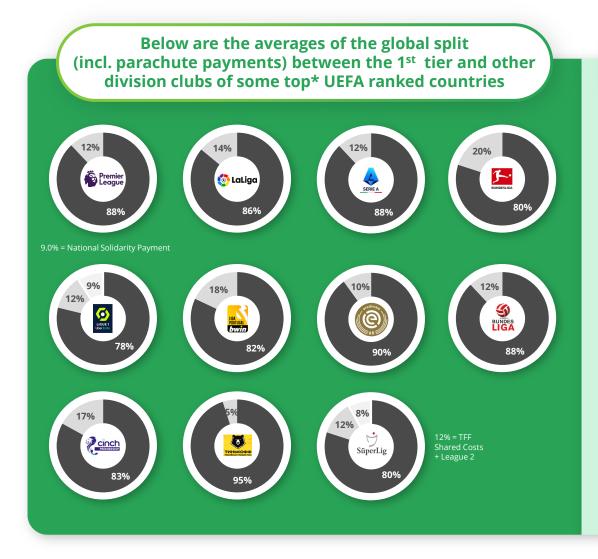


*Based on €3.5b annual gross sales – does not include any surplus or COVID-19 impact



European league distribution models





UCC Distribution (evolution) **Distribution of Net Adjusted Revenues**** 100% 8% 8% 9% 8% 10% Other 17% 80% 22% 21% 16% (ℤ) 60% EUROPA 40% 74% 69% 70% 68% CHAMPIONS 20% 0% Cycle 12-15 Cycle 15-18 Cycle 18-21 Cycle 21-24 ■ UCL ■ UEL ■ UECL ■ Solidarity (7% of gross)

- UCL share has declined over time
- UCC split is more favourable to UEL/UECL than the split in domestic leagues between the 1st and the other tier divisions
- In other words, "Solidarity" towards lower tier competitions is more pronounced at UCC level than at domestic level

* Austria, England, France, Germany, Italy, Netherlands, Portugal, Russia, Scotland, Spain, Turkey. NUMBERS ARE DRAFT / NOT FINAL

UCCs Post-24

Key Changes

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New system, more games and top line growth

- League phase
- Higher number of games
 - UCL: 189 (new) vs. 125 (current)
 - UEL: 189 (new) vs. 141 (current)
 - UECL: 153 (new) vs. 141 (current)
- Gross revenues to increase from EUR 3.5bn to EUR 4.75-5bn

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More participating teams

- A total of 12 teams will be added as follows:
 - UCL: +4 teams
 - UEL: +4 teams
 - UECL: +4 teams
- 108 teams in group stage (96 in 21-24; 80 in 18-21)

Qualifiers

- Slight increase in guaranteed associations represented in group stage (from 34 to 37)
- Additional team from associations 6-12 in UEL qualification phase (currently in UECL qualification phase)
- Increased number of associations represented in UEL qualification path
- Rebalancing more in favour of individual club coefficient (rather than association ranking)

Commercial Management under control of JV

Evolving to a more sustainable long-term model



Current Principles

Model designed and validated for a 3 year cycle

Main categories :

- Solidarity to non participating clubs (NPCs)
- Distribution to participating teams after solidarity, costs and UEFA share
- Solidarity to clubs eliminated in qualifying phase
- Competition costs
- UEFA share ("contribution to European Football")

100% of the available revenues are distributed

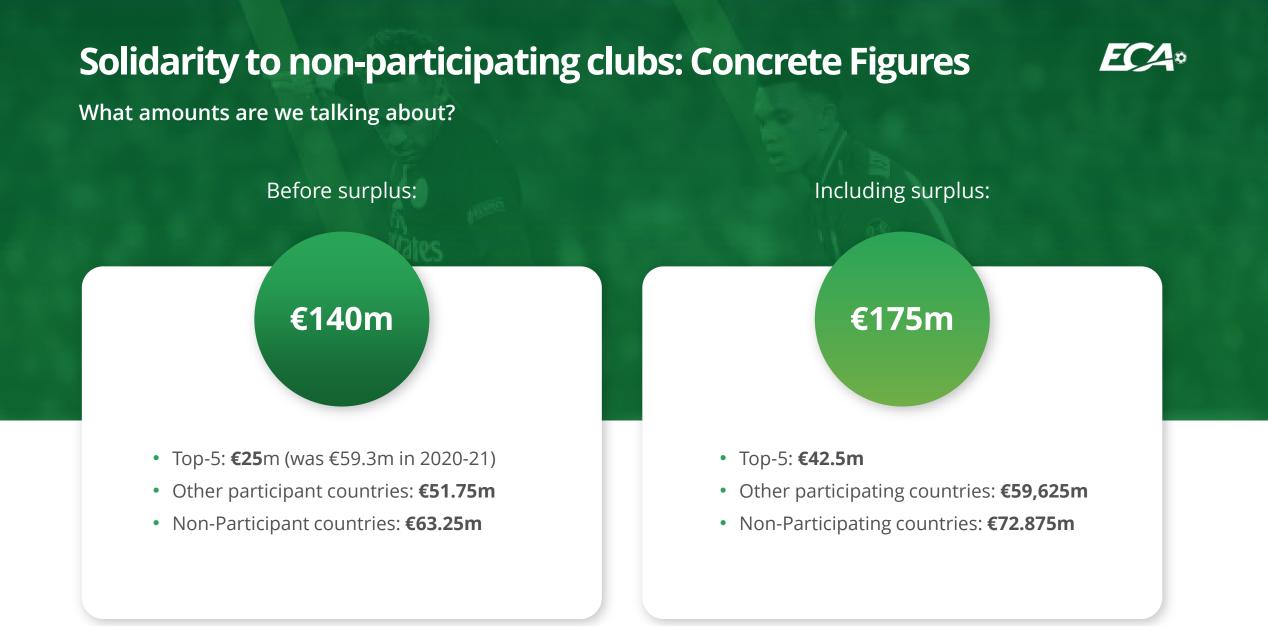
Evolutions for Consideration

Model envisioned over a longer period of time, with required check points

Main categories potential evolutions :

- "Sustainability Investments" with more strategic and measurable criteria
- Ensure growth in number of participating teams is accounted for
- Continue to fund and reward qualifiers as part of competitions
- Rationalise and optimise competition costs
- Maintain and articulate alongside all other contributions / investments that form part of the model

Potential creation of reserves



Solidarity non-participating clubs – cycle 2021/24



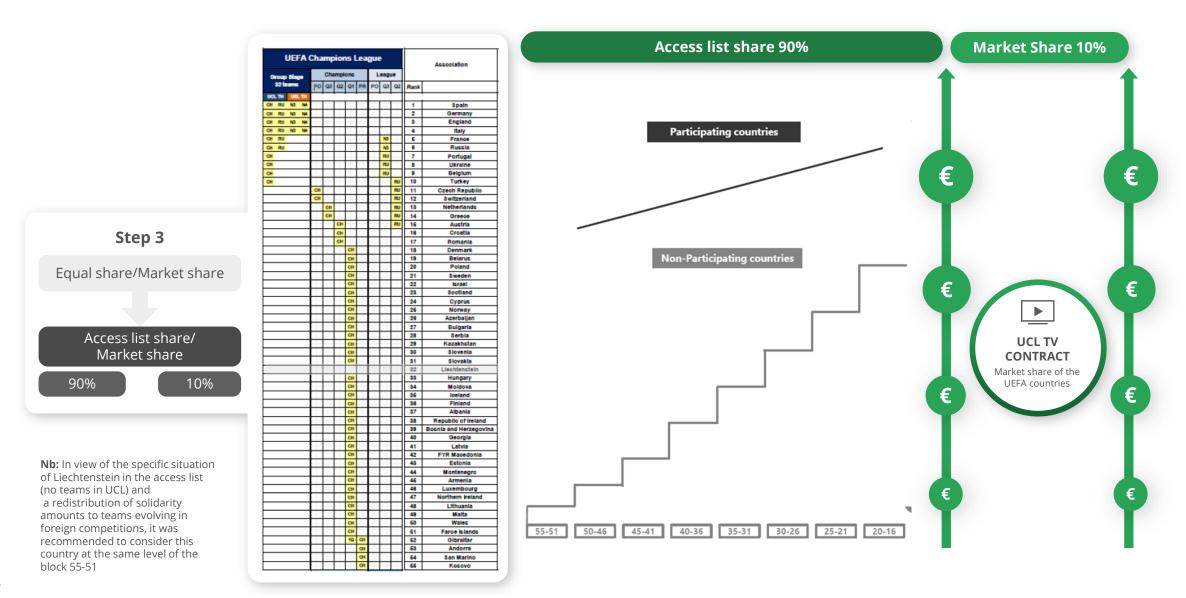




Source: UEFA

Access list vs Market share







3. Benefits for Clubs from ECA's agreements with UEFA and FIFA

- Calendar and Collaboration Charter
- Club Benefits Programme

Distribution of Club Benefits Programme money



As per ECA and UEFA agreement



Payment of 2020/21 UNL: summer 2022

Open point: EURO 2024 Final tournament distribution (use of FIFA training categories)

2022 Women's EURO



First ever Women's EURO Club Benefits Programme

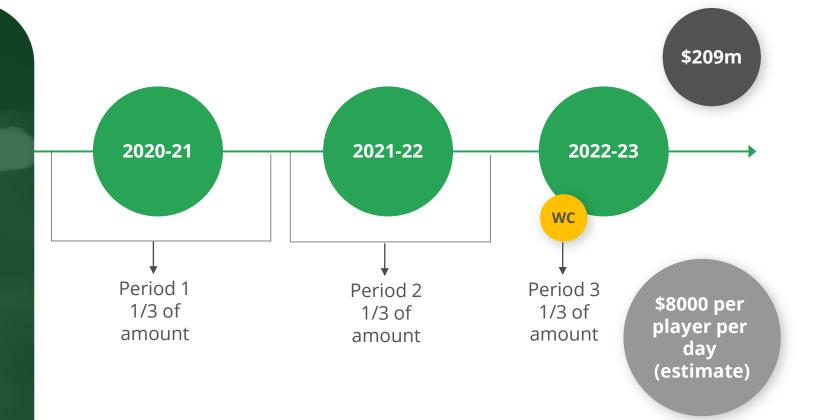


FIFA 2022 World Cup Club Benefits Programme



Update

- Adjustment of concept due to WC autumn schedule
- Period July November 2022 not taken into account for compensation (no WC qualifiers during that period anyway)
- Period 3 (during WC): FIFA idea (unconfirmed): as from 7 days before start of competition
- Payment date still unknown (end of 2022/23 season?)



All boxes are ticked within a balanced, sustainable and inclusive competition concept



4. Securing additional stability, sustainability and success through a Commercial Joint Venture with UEFA

Objectives



Aligning governance with legitimate commercial objectives. Enhancing the stability, sustainability and success of the European Club Competitions with a partnership focused on the commercial and business aspects of the competitions.



Progressive Governance – a genuine partnership between UEFA and the Clubs

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A clearer focus between the roles of Regulator, Event Organiser and Commercial Rights Holder

Evolving current structure (UCC SA) with decision-making responsibility for all business/commercial matters for UCCs

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The interlink – MOU/JV/Commitments





The MoU is the overall framework agreement and tool for "sporting / regulatory matters"

The Joint Venture is UEFA's main new contribution – the tool for "business matters"

Commitments are Clubs'/ECA's main new contribution – stability of system

Club Commitments: Importance and Rationale



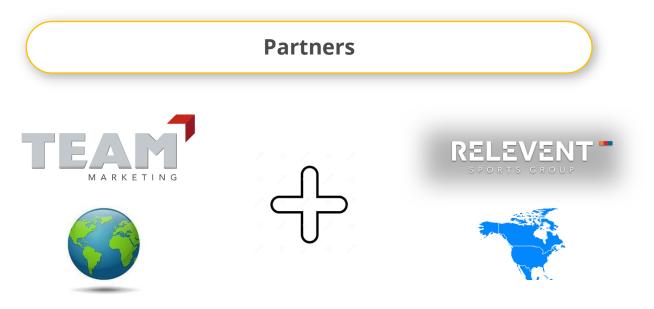
JV – Tender Outcome



- 3 year term
- Global mandate with US carve media rights out
- UCCSA Management and Operations Transition
 <u>starts now</u>

Financial

- Target revenues up >30%
- Agency costs down 20%



UCC Commercial Concept 24 - 27

ECA»

Media, Sponsorship & Licensing Rights

Media Rights

- **Packaging** evolution, not revolution. Process to be flexible to examine e.g. 6-year deals
- **Timing** is key Significant revenue uplifts in certain markets if concluded before summer

Sponsorship & Licensing

- Flexibility to increase number of Global Sponsor Packages
- Evolve Regional Market Approach
- Introduce 'Super Licensee' tier
- Selective Rights Enhancements & New Assets

All overseen by UCCSA/JV Board, UEFA and ECA Management plus ECA Club Rights Task Force

UCC Commercial Concept 24 - 27



Sponsorship & Licensing Package Structure



UCC Commercial Concept 24 - 27



Club Rights Enhancements (conceptually agreed, final execution rules under discussion with CRTF)



Social media holdbacks

- Holdbacks brought forward to midnight local time
- Aligned with utilization on club-owned platforms
- Local time restriction must be respected with geotargeted posts

Shirt sleeve sponsorships

- Increased flexibility to utilize Shirt Sleeve Asset
- Clubs can award sleeve asset to a wider range of premium club partners

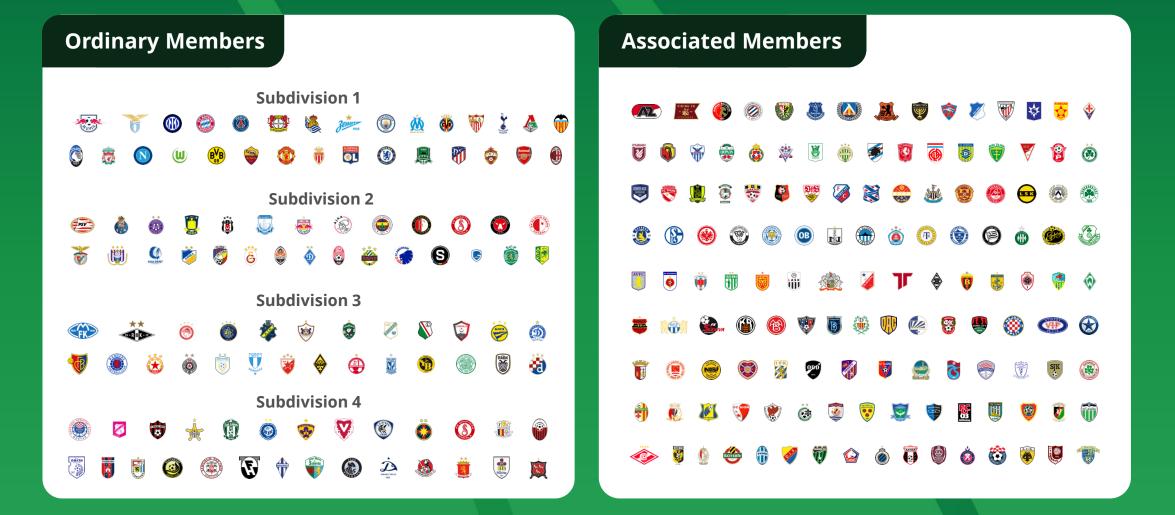


6. ECA Membership Evolution

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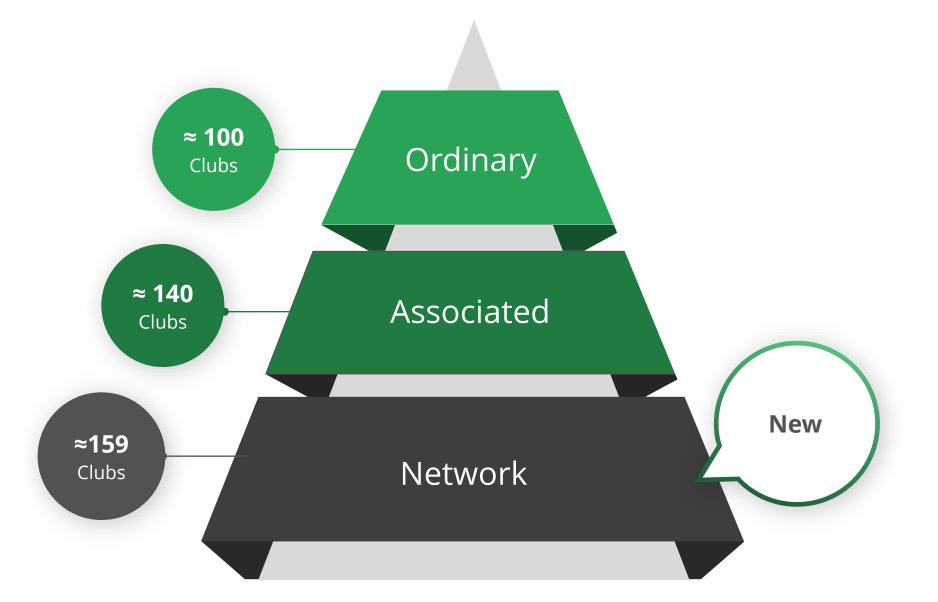
ECA Ordinary and Associated Members





Network Membership – Proposed Structure





Network Membership – Objectives & Rights





Network Membership - Simulation



	Sub 1	Sub 2	Sub 3	Sub 4
Allocation	5 per country	4 per country	3 per country	2 per country
	(30 in total)	(36 in total)	(39 in total)	(54 in total)

159 in Total

Who Will Be Invited?



Route 1 "Next 50"

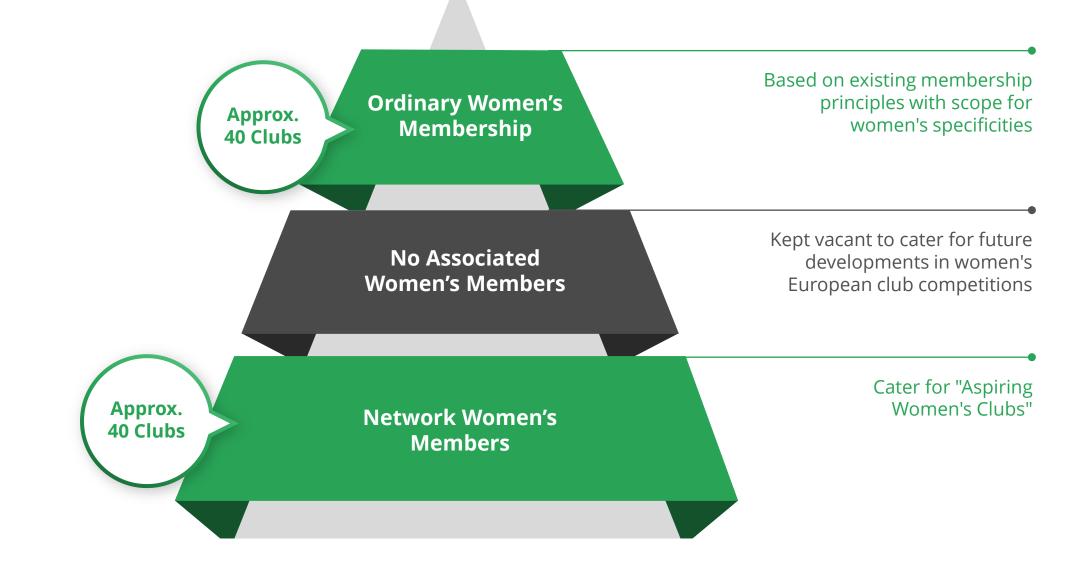
- Objective: Include more clubs playing European football <u>infrequently</u>
- Process: Include the <u>next 50</u> <u>ranked Clubs</u> on UEFA Club Coefficient who are not otherwise members

Route 2 "Domestic Coefficient"

- Objective: Include <u>strong clubs</u> who do not compete in Europe
- Process: Bespoke domestic coefficient based solely on domestic league sporting performance over 4-year period

Women's Membership – Proposed Structure







7. 2022 ECA Events and Services Calendar

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ECA Club Services



Our fast-growing club services portfolio



To be launched over this Summer

ECA Campus

Our new home for Knowledge, Education, Research and Insights

ECA Campus offers a home hosting content online of services related to:

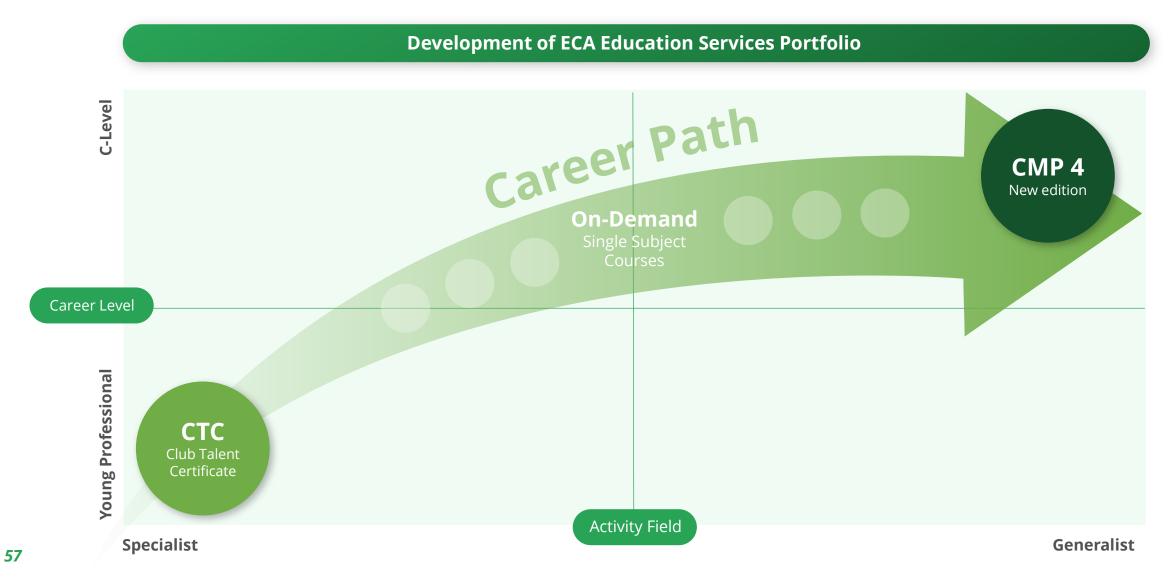
- **Education:** Various Programmes and CMG in the future
- **Knowledge Sharing:** Webinars and Workshops
- **Research:** Reports & Publications



ECA Campus



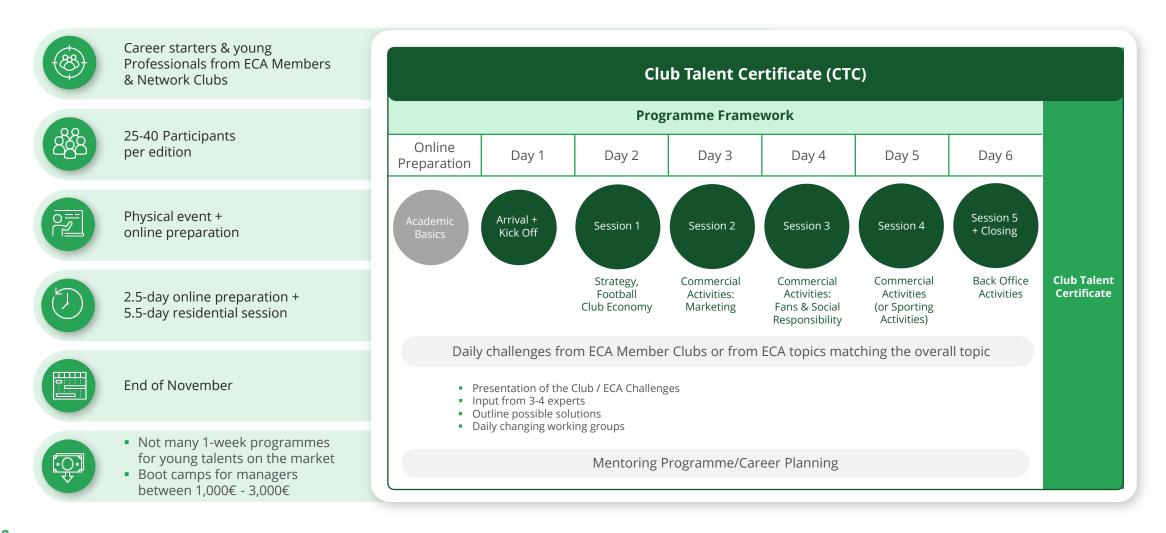
Our Career Path for Club Football



Club Talent Certificate – What



Supporting Club Talents to accelerate their career & sensitise them to the industry's current challenges



ECA Financial Sustainability Workshop



FOR YOUR FINANCE STAFF!

Date: November 2022 - *to be confirmed* **Location**: *to be confirmed*

Purpose:

- Provide all necessary detailed technical elements in relation to the new Club Licensing and Financial Sustainability regulations
- Discuss with UEFA Teams
- Update on other main ongoing financial topics (e.g. FIFA Agents / Transfers reforms...)
- For finance teams within ECA clubs

Day 1

12:00 to 13:30 – Welcome desk + informal lunch

14:00 to 15:15 – Plenary session – strategic presentation of the European Football Landscape

15:15 to 15:30 - Break

15:30 to 18:00 – Breakout sessions (3-4 rooms) – detailed presentations from UEFA and Q&A "meet the regulator". Clubs divided by size/country

19:00 – Apéro time

20:00 – Dinner (casual / friendly)

Day 2

9:00 to 11:30 – Plenary – Regulatory Matters

- FIFA Agent Reform presentation + Q&A
- FIFA Clearing House presentation + Q&A
- 11:30 12:00 : wrap up (guest?)

11:30 – buffet lunch / Coms session (interviews...)

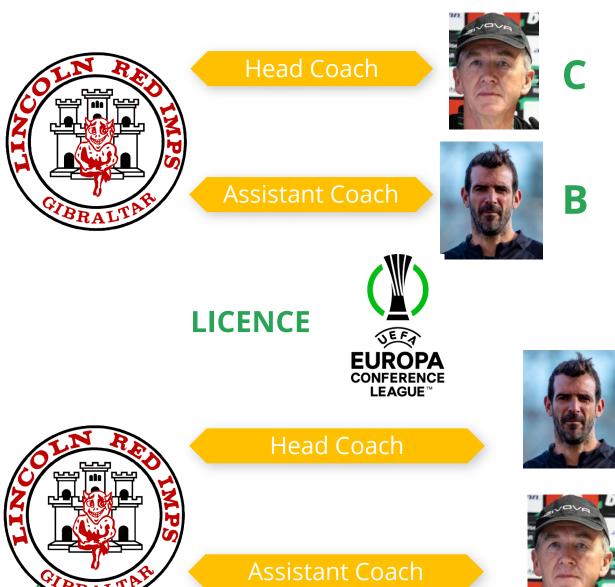
Draft agenda





CASE STUDY: LITIGATION AT FOOTBALL BODIES

UEFA 35210: Brief Facts







Particularly, the UEFA match delegate reported that "[t]he coach of the visiting team is not the one mentioned on the players list. The actual coach is Michael MacElwee, I asked him if he was the coach and he confirmed that he was the coach. On the game sheet the coach is Mr. Raul Castillo)."

UEFA CEDB RULES:

To ban Mr. Michael MacElwee from carrying out any function of a head coach, as well as of any coaching staff, at UEFA competition matches until he fulfills the criteria contemplated in Article 36 in conjunction with Article 40(1)(b) UEFA Club Licensing and Financial Fair Play Regulations. In particular, Mr. Michael MacElwee shall not seat in the technical area during UEFA competition matches until the above criteria are fulfilled.

To fine Lincoln Red Imps FC €50,000 for the violation of the general principles of conduct (i.e. for not playing 2021/22 UEFA Champions League, 2021/22 UEFA Europa League and 2021/22 UEFA Europa Conference League matches under the direction of a head coach who holds the minimum coaching qualification as defined in the UEFA Club Licensing and Financial Fair Play Regulations).

HOW DID THE ECA ASSIST LINCOLN FC (AND CAN ASSIST YOU IN THE FUTURE)



ECA's legal team has been involved in over 500 proceedings before sports bodies, having worked for FIFA, UEFA and the CAS.

APPEAL BEFORE THE UEFA APPEALS COMMITTEE

BEFORE THE UEFA APPEALS BODY 35210/mb1

LINCOLN RED IMPS FC

FIRST APPELLANT

AND

MR MICHAEL MCELWEE

SECOND APPELLANT

GROUNDS FOR APPEAL AGAINST THE DECISION RENDERED BY THE UEFA CONTROL, ETHICS AND DISCIPLINARY BODY ON 2 MARCH 2022

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ARGUMENTS OF THE APPEAL

Mr McElwee did meet (and continues to do so) the necessary requirements to be the Club's head coach pursuant to the relevant provisions of the CLFFPR and the Gibraltar Football Association's Club Licensing Regulations ("**GFA CLR**"). Therefore, there is no violation of Article 6.01(b) UCCR, let alone of Article 11 DR.

2

Subsidiarily, the fine imposed on the Club is disproportionate considering the specific circumstances of the matter at hand and the sanction on the Club must therefore be amended.

ARGUMENTS OF THE APPEAL

Mr McElwee started the UEFA B licence course in 2017 completing 5 modules, but he had to drop out due to personal reasons. Thereafter, he was unable to continue due to the COVID-19 Pandemic. But had been enrolled once again as of January 2021

Article 40 of the CLFFPR

<u>A holder of the required UEFA coaching licence within the meaning of Articles 36 to</u> <u>39 is considered a coach who</u>, in accordance with the UEFA implementation provisions of the UEFA Coaching Convention, has:

a) been issued a UEFA coaching licence by a UEFA member association; <u>or</u>
 b) <u>at least started the required UEFA coaching diploma course</u>. Simple registration for the required diploma course is not sufficient to meet this criterion (emphasis added).

The sanction is completely disproportionate

80% of the Club's entire expenses incurred in 2021 for all medical services;
100% of the Club's expenses in 2021 for security, stewards and police services; and
200% of the Club's entire expenses related to hospitality services.

APPEALS BODY DECISION



Chairman: Members:

Decision of o may 2022
rendered by the
APPEALS BODY
Sitting in the following composition:
Tomás Marqués Pedro (ESP) Francois Pierre (FRA)

Decision of 6 May 2022

represented by Mr. Dylan Viagas, President of Lincoln Red Imps FC

In the case

Mavromati Despina (GRE)

Lincoln Red Imps FC & Mr. Michael MacElwee

Appellants

Respondent

and

represented by Mr. Dimitris Davakis, UEFA Ethics and Disciplinary Inspector

The Appeals Body

decides

1. The appeal lodged by Lincoln Red Imps FC and Mr. Michael MacElwee is partially upheld. Consequently, the UEFA Control, Ethics and Disciplinary Body's decision of 2 March 2022 is amended as follows:

1. To close the disciplinary proceedings opened against Mr. Michael MacElwee. 2. Lincoln Red Imps FC ensures that Mr. Michael MacElwee is informed personally of this decision.

3. To warn Lincoln Red Imps FC for the violation of Article 11(1) of the UEFA Disciplinary Regulations, i.e. for having provided incorrect information to the UEFA administration.

2. The costs of the proceedings, totalling €1,000 (minus the appeal fee), are to be paid by Lincoln Red Imps FC.

Chairman

Pedro Tomás

cc. Gibraltar Football Federation

UEFA

RECENT CASES

- Successfully assisting a Northern Irish club to defend an appeal lodged against it before the Court of Arbitration of Sport.
- Successfully assisting a French club appealing a decision of the FIFA Disciplinary Committee before the FIFA Appeals Committee, which annulled a transfer ban imposed on such club.
- Successfully assisting an Albanian club in a claim against a former player before the FIFA DRC.
- Assisting a French club defending a claim for outstanding remuneration lodged against it before the FIFA DRC (ongoing).
- Assisting a Norwegian club defending a claim for compensation for breach of contract lodged against it before the FIFA DRC (**ongoing**).
- Assisting the same Norwegian club defending a claim for training compensation lodged against it before the FIFA DRC (ongoing).
- Assisting a Croatian club with an appeal before the Court of Arbitration for Sport (ongoing).
- Assisting a Cypriot club with the filing of a claim before the FIFA DRC related to the solidarity mechanism **(ongoing).**



8. Any Other Business

ECAO

ECH

Target Org Chart - Summer 2022



