

# Professional Sports in Western Europe: League Performance and Global Commercial Opportunities

November 2019

#### INTRODUCTION

Scope

Key findings

Western Europe's geography within sports

#### LANDSCAPE OF WESTERN EUROPEANLEAGUES

Football/ soccer dominates Western Europe's match day statistics

#### LANDSCAPE OF WESTERN EUROPEAN LEAGUES

Western Europe leagues according to the League Index (1)

Western Europe leagues according to the League Index (2)

Industrial breakdown of sports partnerships in Western Europe

Commercial opportunity evaluation methodology

Sponsorship opportunities review

## SPONSORSHIP OPPORTUNITIES IN CONTEXT: FRANCE - AIRLINES

France: country capsule

Sponsorship overview of French leagues Commercial opportunities in France

Case study: airlines in France

Airlines in France: industry landscape and impact on sport Airlines in France: main companies and sports sponsorships

Airlines in France : analysis of selected categories
Airlines in France : candidates for partnership

## SPONSORSHIP OPPORTUNITIES IN CONTEXT: GERMANY - CAR RENTAL

Germany: country capsule

Sponsorship overview of German leagues Commercial opportunities in Germany Case study: car rental in Germany

Car rental in Germany: industry landscape and impact on sport Car rental in Germany: main companies and sports sponsorships

Car rental in Germany: a nalysis of selected categories Car rental in Germany: candidates for partnership

## SPONSORSHIP OPPORTUNITIES IN CONTEXT: ITALY - ALCOHOLIC DRINKS

Italy: country capsule

Sponsorship overview of Italian leagues

Commercial opportunities in Italy
Case study: alcoholic drinks in Italy

Alcoholic drinks in Italy: industry landscape and impact on sport Alcoholic drinks in Italy: main companies and sports sponsorships

Alcoholic drinks in Italy: a nalysis of selected categories Alcoholic drinks in Italy: candidates for partnership

### SPONSORSHIP OPPORTUNITIES IN CONTEXT: SPAIN - CONSUMER ELECTRONICS

Spain: country capsule

Sponsorship overview of Spanish leagues

Commercial opportunities in Spain

Case study: consumer electronics in Spain

Consumer electronics in Spain: industry landscape and impact on sport Consumer electronics in Spain: main industry actors and sport sponsorships

Consumer electronics in Spain: analysis of selected categories

Consumer electronics in Spain: candidates for partnership

## SPONSORSHIP OPPORTUNITIES IN CONTEXT: UK - SOFT DRINKS

UK: country capsule

Sponsorship overview of UK leagues Commercial opportunities in the UK Case study: s oft drinks in the UK

Soft drinks in the UK: industry landscape and impact on sport Soft drinks in the UK: main industry actors and sport sponsorships

Soft drinks in the UK: analysis of selected categories Soft drinks in the UK: candidates for partnership

#### DIGITAL LANDSCAPE IN WESTERN EUROPE

Digitalisation in the region sees polarised values

Social media annual growth remains low

Western Europe's per capita consumer expenditure lower than in 2008

Consumer expenditure in Western Europe: country/city breakdown

## CONCLUSION

Western Europe key takeaways: time is ripe for expanding abroad

#### APPENDIX: METHODOLOGY - WESTERN EUROPEAN LEAGUE CODES

Methodology: Western European league codes

#### APPENDIX: METHODOLOGY - LEAGUE INDEX

Methodology for league index

## APPENDIX: METHODOLOGY - COMMERCIAL OPPORTUNITY EVALUATION

Commercial opportunity evaluation methodology (1)

Commercial opportunity evaluation methodology (2)

Commercial opportunity evaluation methodology (3)

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