VisionLife&Wellness

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PADEL CENTER IN TICINO, SWISS

PADEL CENTER

The game of Padel originated in the 1970s in Mexico, when a well-known socialite decided to use the available space in his residence to build a tennis court. However, the available space was smaller than necessary and was further limited on some sides by masonry structures.

This resulted in a limited playing area, completely surrounded by a combination of concrete walls and wire mesh. This unique combination had the undeniable advantage of creating a playing area where the ball was constantly in motion.

Padel remained an elite game until the early 1980s, when some American tourists decided to export it to their country, where they built several courts. Gradually, the game began to become a full-fledged sport and spread to various countries: from Argentina to Spain—its adopted country with thousands of players—to France, the United States, and Brazil. Padel is a fun game that can be played by people of all ages, genders, and fitness levels. This significant component requires minimal expense, and for these reasons, it is rapidly growing in Italy and around the world.

EXECUTIVE SUMMARY

INVESTOR PITCH: PADEL CENTER IN TICINO — A SOLID AND GROWING OPPORTUNITY

1. Global Expansion of Padel: A Strongly Growing Market

• Worldwide, padel is played in approximately 130 countries, with 30 million players, over half of whom play regularly (at least once a week).
• In Europe, there are over 42,600 courts (approximately 70% of the global total), an increase of 240% in three years.
• The number of clubs in Europe has increased by 181% in the last 5 years, with an estimated investment of over 1 billion euros for the construction of new courts.

2. The Swiss context: sustained but still nascent growth

• In Switzerland, the number of padel centers has more than doubled from 150 to 300 in a short time; There are currently over 100 active locations
• In Central Switzerland alone, the number of courts has gone from 0 to 30 in three years, with the operator Padelta already having secured funding and attracting investors.
• The Swiss market is currently underdeveloped but has high potential, especially in urban centers such as Zurich, Geneva, Bern, and (obviously) Ticino.
• Nationwide, there are approximately 90,000 players in Switzerland.

3. Strategic factors in Ticino

• Ticino enjoys a large and diverse potential: local residents, over 100,000 people commute daily from the Canton of Ticino to Italy (Lombardy), and high spending power.
• The climate requires indoor/covered facilities, a competitive advantage for well-built centers.
• Current regional offerings are limited: opening a professional center can quickly gain leadership in both quality and quantity.

EXECUTIVE SUMMARY

4. Solid and diversified business model

• Diversified expected revenues: court rentals, individual/group lessons, tournaments, corporate events, sponsorships, complementary services (bar, shop, membership, etc.).
• The social aspect of padel fosters loyalty: doubles play, a convivial atmosphere, suitable for families, young people, and businesses.
• Consolidates operational risk through: detailed business plan, financial analysis, legality, insurance, and partnerships with schools, clubs, and federations.

5. Forecasts and potential economic return

• The global market is worth approximately 327-351 million USD (2022-2024), with Europe accounting for over 30% and forecasts for constant growth in the coming years.
• In Switzerland, strong regional development indicates that a well-located center in Ticino can achieve steady occupancy, especially if it is indoors and offers a full-service offering.

6. Why S'Antonino?

• Sant'Antonino represents a strategic location for the development of a padel center, thanks to its central location, accessibility, and potential catchment area from Bellinzona, Locarno, Lugano, and Italy.
• The objective of this business plan is to demonstrate the economic sustainability and investment opportunity of a modern, multifunctional padel center.

7. Conclusion

• The project for a Padel Center in Sant'Antonino presents strong strategic and financial appeal.
• Thanks to its central location, growing demand, and the potential for revenue diversification, the investment promises to be sustainable and profitable even in the initial years.
• With modern and attentive management, the center can become a sporting and social hub for central Ticino.

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ESTIMATE CONSTRUCTION COSTS FOR TEMPLUM PADEL_73

<u>Municipality of SANT'ANTONINO_BELLINZONA_TICINO_Plaza 1795 RFD</u>

Cost of Padel courts: slab, roofing on the 1st floor
TOTAL COST = CHF 400,000.00 (5 courts)

Cost of changing rooms: 1st floor
TOTAL COST = CHF 350,000.00 (men's and women's)

Cost of reception and shop: ground floor
TOTAL COST = CHF 250,000.00

Cost of bar: 1st floor
TOTAL COST = CHF 350,000.00

<u>Cost of structure:</u>
Approximately 1,916 m2 of surface area to be covered —> 700,000.00 (5 courts)
Heating and air conditioning —> 400,000.00 (complete structure)

<u>Central BLOCK cost:</u>
Living area for office and shop use —> 900,000.00

Total STRUCTURE cost: CHF 3,350,000.00
Total LAND cost: CHF 1,965,600.00
Total INVESTMENT: CHF 5,315,600.00 CHF

Maintenance costs for the facility, materials, bar supplies, electricity, water, insurance, fees, salaries, mortgages, etc.

- 6 people (2 at the Padel court - 1 reception - 1 accounting - 2 bars)

ANNUAL STAFF COST: CHF 300,000.- (salaries and cleaning company)
ANNUAL INSURANCE COST: CHF 50,000.- (insurance, utilities, water, electricity, etc.)
FACILITY ANNUAL INVESTMENT COST (BANK): CHF 100,000.- (excluding initial investment = required capital)
ANNUAL TAX COST: CHF 90,000.-

<u>TOTAL ANNUAL OUT-OF-PLAN COSTS: CHF 540,000.00</u>

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ESTIMATES OF TEMPLUMPADEL_73

5 heated and air-conditioned padel courts:
- 8 times a day for 1.5 hours
- 5 courts
- CHF 80.00 per hour and a half

Estimated daily earnings: CHF 3,200.00
Estimated monthly earnings: CHF 89,000.00 (28 days considered)
Estimated annual earnings: CHF 1,075,240.00
- 3% contingency: CHF 1,040,533.00

Padel Bar:
- 14 hours
- Drinks
- Food

Estimated daily earnings: CHF 500.00
Estimated monthly earnings: CHF 15,000.00
Estimated annual earnings: CHF 180,000.00
- 3% contingency: CHF 170,000.00

Office rental above reception:
- 4 offices

Estimated monthly earnings: CHF 6,000.00
Estimated annual earnings: CHF 72,000.00

Total gross annual turnover: CHF 1,282,533.00

ESTIMATED TOTAL MONTHLY NET INCOME: CHF 61,000.00

ESTIMATED TOTAL ANNUAL NET INCOME: CHF 740,000.00

Estimated % equivalent to 13%

Start of operation: March 2026
End of operation: March 2028 —> March 2028
Return on investment: September 2028