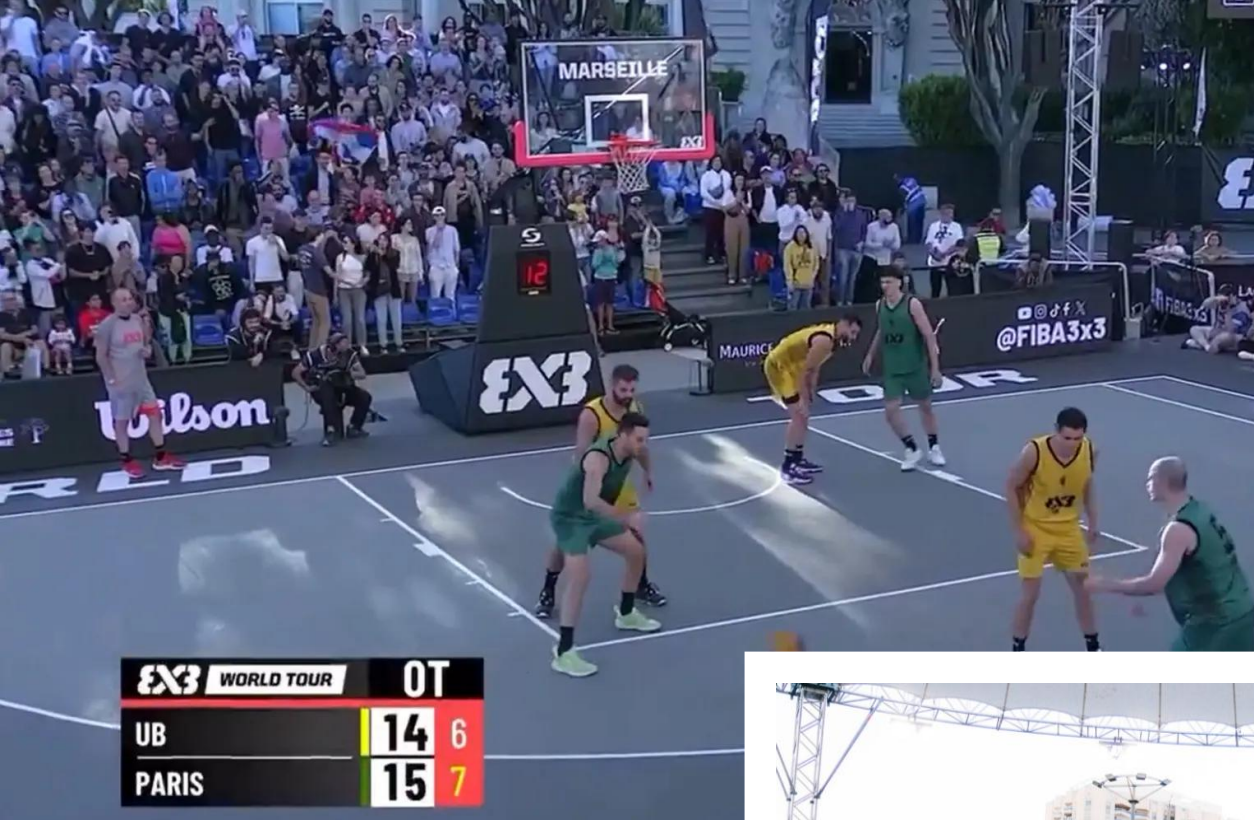


International Students

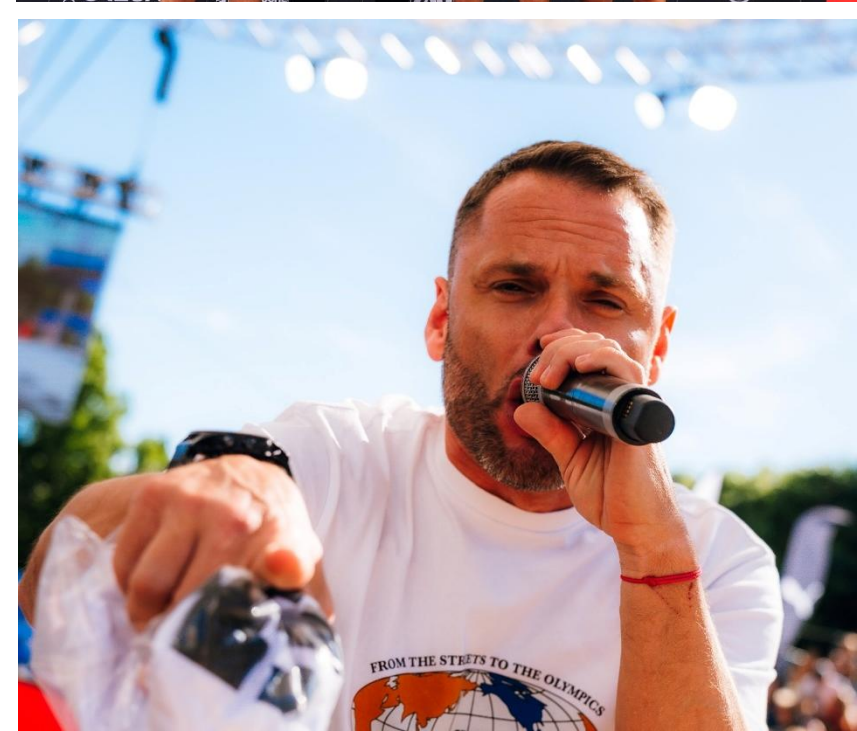
- Sport business consulting projects Lionel Maltese x Vincent Chaudel
- Economics and Finance of professional team sports: Lionel Maltese



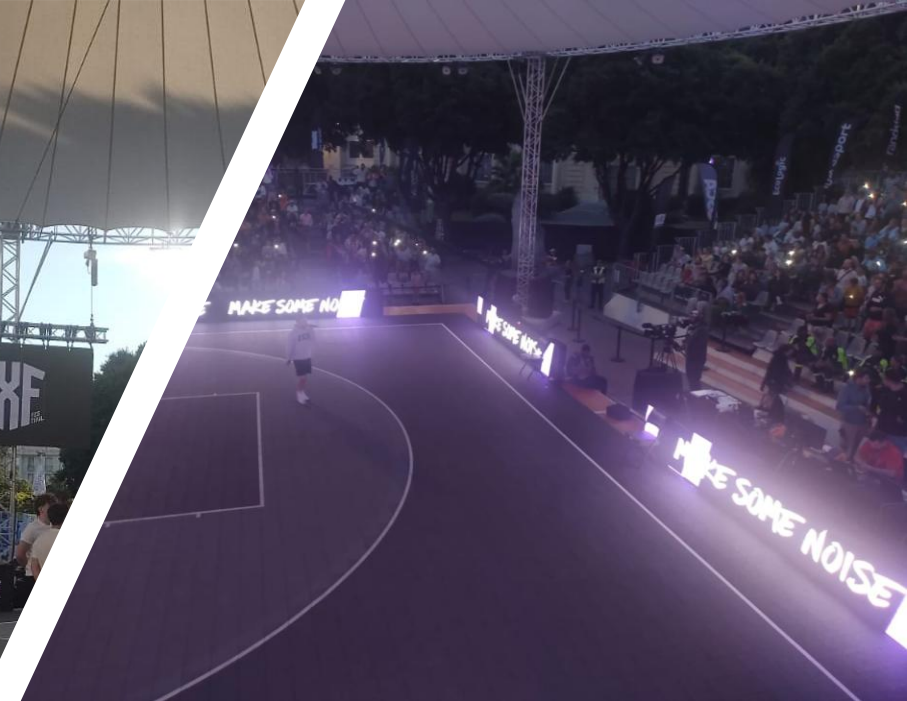








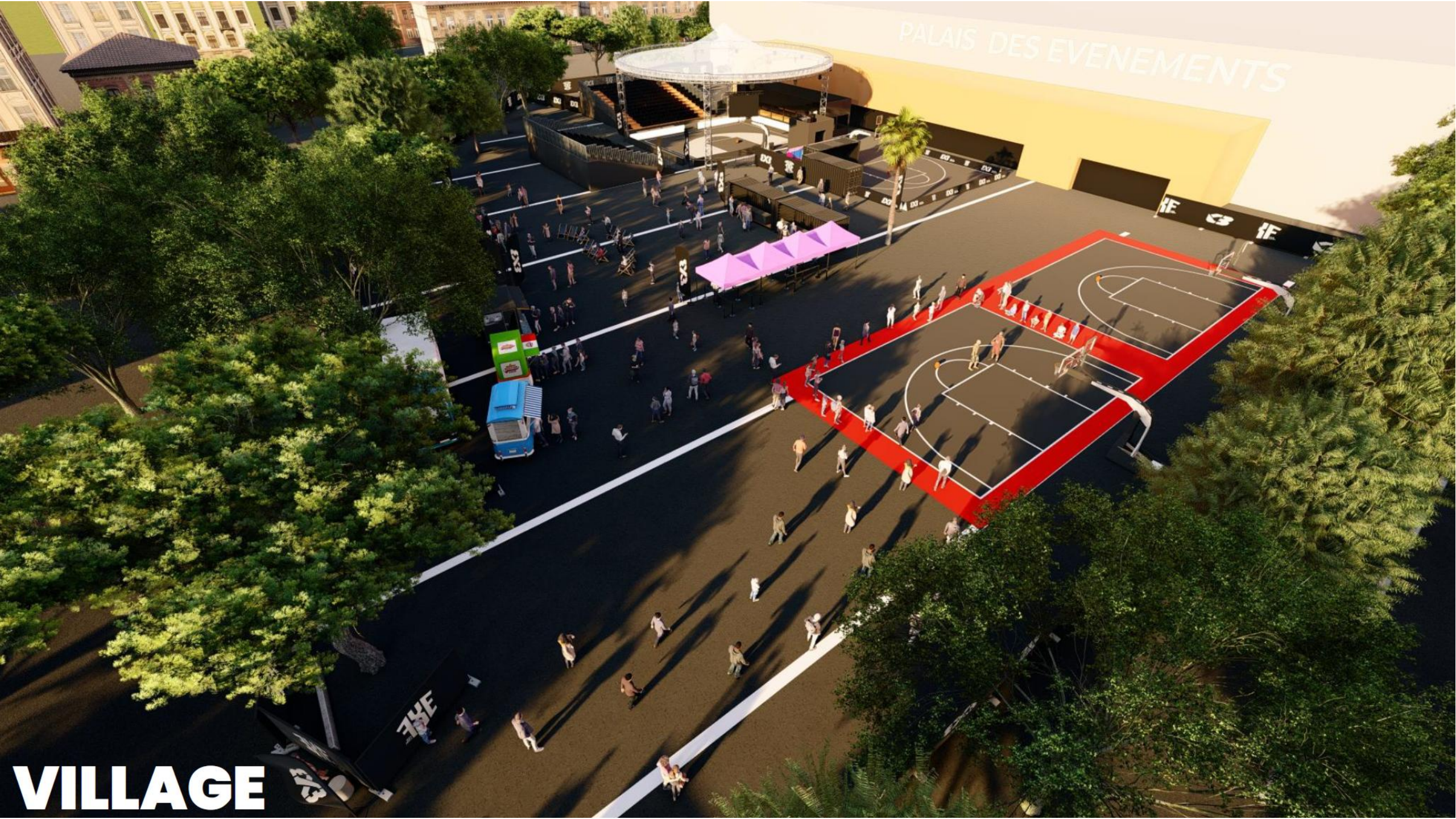








ENTREE PRINCIPALE (CHANOT)



PALAIS DES EVENEMENTS

VILLAGE



TERRAIN OFFICIEL







SPORTS × EVENTS × IMPACT

FIBA 3×3 WORLD TOUR Marseille by Oreca Events

CONSULTING CHALLENGE

Charles Rougier — Project Director × Lionel Maltese — Consulting



VIP Experience & Business Model

Catering activation with CFA — BUT GEA IUT Marseille



CRM B2B / B2C & Promotion



Venue Marketing & Management

PEOPLE DRIVEN EVENTS

////// SPORT BUILDS OPPORTUNITIES





ALL IN PADEL LANCE UNE NOUVELLE BOUTIQUE EN LIGNE

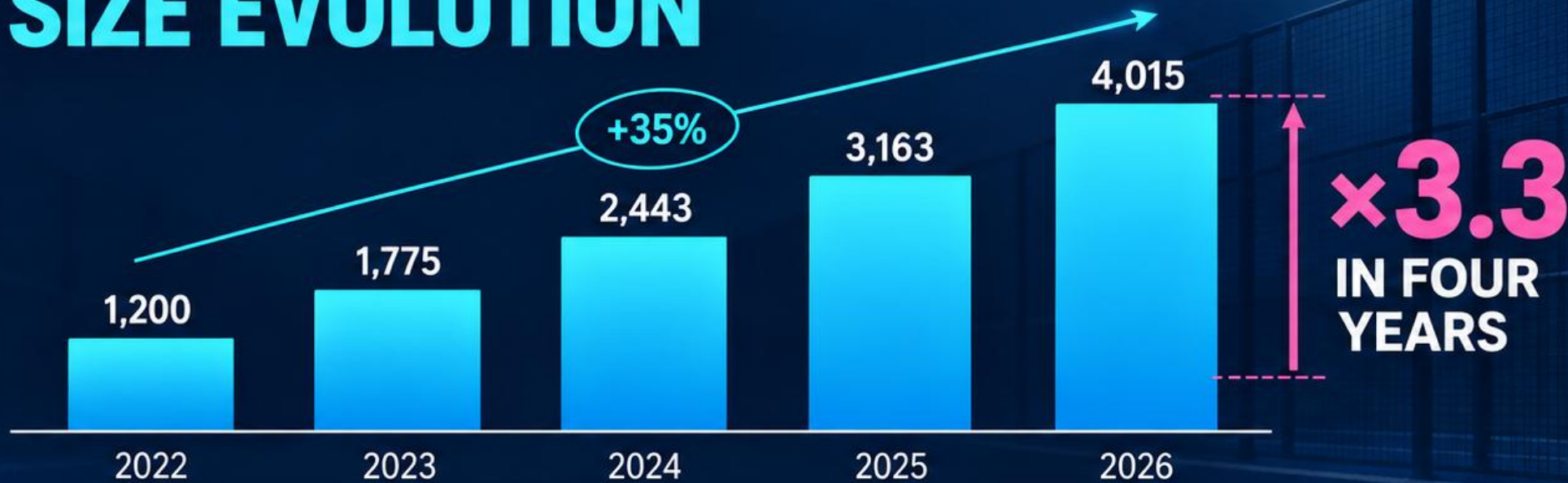


ENTREPRE



PADEL CLUB OPERATORS MARKET SIZE EVOLUTION

€ million



	2022	2023	2024	2025	2026
# PADEL COURTS ¹	37,432	47,000	58,100	70,600	84,250
% IN COMMERCIAL VENUES	73%	77%	80%	83%	85%
PRICE / HOUR (€)	25	28	30	31	32
OCCUPANCY RATE	40%	40%	40%	40%	40%



THE CLUB OPERATIONS MARKET WILL **MORE THAN TRIPLE** IN FOUR YEARS

¹ Not all padel courts are included in the club operations market size, as some are located in residential or municipal venues.



POUR PARIS 2024
NOUS PORTONS LA FLAMME



VINCENT CHAUDEL

Economics & Sport Business Expert

Communication • Marketing • Sport Business



Padel Consulting



Production for Investors

SPORT BUSINESS FOR A BRIGHTER TOMORROW

EXPERIENCE



Chroniqueur indépendant — Since 2012

Figaro, Sur Radio, Sport 24, Weekend Sports, France Football, Echo des Arènes, Atlantic Radio (Maroc) ...



Global Marketing Director — Wavestone

Jul 2016 - Dec 2018
Paris La Défense, Île-de-France, France



Vice-President — Sport & Citoyenneté

Mar 2009 - Mar 2018
Brussels Metropolitan Area



Kurt Salmon — Sport Management & Communication

Sep 2010 - Jun 2016
Director Communication Europe / Afrique

Oct 2003 - Aug 2010
Senior Manager

CHALLENGE PADEL ECONOMICS

with Lionel Maltese

01



PADEL CLUB BUSINESS MODEL

Select a padel club and analyse its business model

02



MARKET DYNAMICS

Analyse market trends, consumer behaviour and future growth

03



COOPETITION

Explore cooperation and competition with tennis clubs

04



BRANDS & VENTURES

Invest in padel brands, business development or new ventures

