



PADEL
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CAPABILITY STATEMENT





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Capability Statement

Australia's Specialist Padel Development & Operations Group

Padel Queensland is an independent Australian padel development and operations company specialising in the planning, delivery, launch and management of commercially successful padel venues across Australia.

Founded by a leadership team with extensive experience across sports operations, venue management, construction, engineering, project delivery and commercial development, Padel Queensland combines real operational expertise with practical delivery capability to help clubs, investors, developers and venue operators successfully enter and grow within the rapidly expanding sport of padel.

Unlike traditional consultants or court suppliers, Padel Queensland has firsthand experience launching, operating and growing active padel venues within the Australian market. Our experience extends beyond construction into the day-to-day realities of venue utilisation, programming, memberships, coaching systems, staffing, customer acquisition, events and long-term operational sustainability.

As the Australian padel industry continues to evolve rapidly, Padel Queensland exists to bridge the gap between building courts and creating successful padel businesses.

We don't just build padel courts.

We help build successful padel venues.





OUR VISION

To shape the future of padel in Australia through the development and operation of premium, commercially successful and community-driven padel venues.

OUR PURPOSE

To shape the future of padel in Australia through the development and operation of premium, commercially successful and community-driven padel venues.

OUR MISSION

To design, develop, launch and support high-performing padel venues across Australia by combining operational expertise, project delivery capability and community-focused programming.



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THE AUSTRALIAN PADEL OPPORTUNITY

Padel is one of the fastest-growing sports globally, driven by its accessibility, strong social appeal and ability to engage players of all ages and skill levels. Australia is currently in the early stages of significant padel growth, with increasing interest from:

- Tennis and racquet clubs
- Property developers
- Golf clubs and entertainment precincts
- Councils and sporting organisations
- Schools and universities
- Private investors and operators

While demand for padel facilities is growing rapidly, the long-term success of a venue depends on far more than simply installing courts.

Successful venues require strong operational systems, programming, coaching pathways, memberships, competitions, community activation and commercial strategy.

Padel Queensland was established to provide the expertise required to successfully launch, operate and grow sustainable padel venues within the Australian market.



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Padel Queensland is not simply a consulting business.

We are operators first.

Our experience combines venue development, construction delivery and commercial operations with real-world experience operating racquet sport venues and growing active player communities.

Our leadership team understands the operational realities of:

- Venue utilisation and programming
- Coaching systems and pathways
- Staffing and team development
- Customer experience and retention
- Membership and competition structures
- Tournament and event activation
- Club culture and community engagement
- Commercial sustainability and long-term growth

Our independent supplier approach allows us to recommend solutions based on the specific needs of each project, rather than promoting a single court manufacturer or supplier.

Every project is approached individually, with tailored operational and commercial strategies based on site conditions, market maturity, demographic profile and long-term objectives.

WHAT WE DO

Padel Queensland provides end-to-end support across all stages of padel venue development and operations.

Phase 1 - Strategic Planning & Site Assessment

- Site feasibility and commercial review
- Site acquisition and strategic planning
- Stakeholder engagement with councils, clubs and landowners
- Lease negotiation support
- Court layout and operational flow planning
- Procurement strategy and supplier coordination
- Development planning and approvals support

Phase 2 - Project Delivery & Construction Management

- Turnkey project management
- Construction coordination and delivery
- Builder and contractor management
- Budget and timeline management
- Procurement and logistics coordination
- Site supervision and quality assurance
- Venue infrastructure planning

Phase 3 - Venue Launch & Operations

- Club launch and activation strategy
- Membership and pricing structures
- Coaching and competition programming
- Staff recruitment, onboarding and training
- Software and operational systems setup
- Customer acquisition and retention strategies
- Event and tournament planning
- Community engagement and culture development
- Financial systems and performance tracking



Phase 4 - Ongoing Operational Support

- Venue management advisory
- Operational mentoring and performance reviews
- White-label operational support
- Strategic growth planning
- Remote or onsite management solutions
- Long-term operational optimization



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INDUSTRY EXPERIENCE

The Padel Queensland leadership team combines decades of experience across:

- Sports venue operations
- Tennis and racquet sport management
- Commercial programming and customer growth
- Construction and project delivery
- Property and land development
- Coaching systems and player development
- Events and tournament operations
- Staffing, recruitment and training
- Retail and e-commerce operations
- Commercial business development

Our directors have collectively worked across Australia, Europe and the United States, delivering and operating sports facilities, coaching programs and commercial sporting venues at both grassroots and elite levels.

The team has also toured and studied more than 50 padel clubs internationally, gaining valuable insight into global best practice across venue operations, customer experience and facility development.

CURRENT & EMERGING PROJECTS

Padel Queensland and its associated operating businesses are actively involved in the development and operation of multiple padel projects across Australia.

Padel Brisbane - The Gap

Brisbane's first purpose-built outdoor padel club and one of Australia's busiest padel venues, currently operating at approximately 70% occupancy.

The venue has become a leading example of successful padel programming, community engagement and commercial activation within the Australian market.



Padel Brisbane - Landers Pocket

A major new padel venue currently under development within a significant sport and lifestyle precinct. The project is positioned to become one of Brisbane's premier racquet sport destinations.



CURRENT & EMERGING PROJECTS

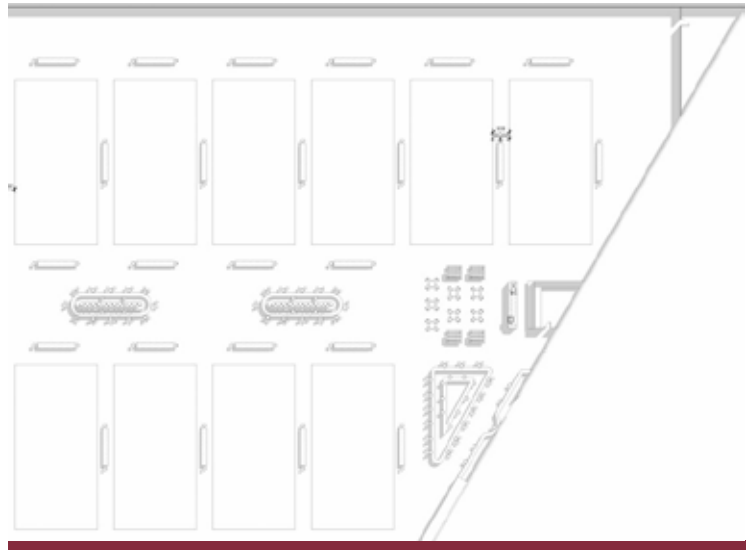
Padel Townsville

Currently progressing through development and construction planning as part of Padel Queensland's broader regional expansion strategy.



Melbourne Project

Currently in lease negotiation and strategic planning stages as part of future interstate growth opportunities.



LEADERSHIP TEAM



Craig Pickering

Director - Property & Commercial Strategy

Property developer and commercial strategist with extensive experience across land development, finance, capital structuring and construction coordination.

Craig brings strong expertise in commercial feasibility, stakeholder management, project delivery and development strategy, combined with more than a decade of experience in tennis coaching and club leadership.

- 16+ years in property development, investment strategy, and capital raising.
- Founder of multiple successful businesses across real estate, finance, and development.
- Specialist in site acquisition, lease negotiation, and financial structuring.
- Former tennis coach with 10+ years of coaching and club leadership experience.

LEADERSHIP TEAM



Dan Mollica

Director - Projects & Infrastructure

Project management and delivery specialist with a background in civil engineering, turnkey design, procurement and construction solutions.

Dan oversees project delivery, budgeting, procurement and construction coordination across all venue developments and brings extensive experience managing complex infrastructure projects.

- 20+ years in civil engineering, construction, and large-scale project delivery.
- Expertise in turnkey design, procurement, and stakeholder management.
- Holds a Bachelor of Engineering and Diploma of Project Management.
- Manages construction, budgeting, and delivery of all padel club builds.

LEADERSHIP TEAM



Gareth Keating

Director - Operations & Programs

Sports operations and venue management specialist with extensive experience operating racquet sport facilities across Australia and internationally.

Gareth has led large-scale coaching, programming and venue operations businesses, including one of Australia's most successful tennis coaching operations servicing more than 5,000 weekly participants.

He has extensive experience across staffing, customer engagement, retail operations, community activation, competitions, events and commercial growth within sporting venues.

Gareth has represented Australia in international padel competition and toured padel clubs globally to study best practice venue operations and player engagement.

- 15+ years in commercial sports facility management and retail.
- Built one of Australia's most successful tennis coaching businesses with over 5,000 weekly participants.
- Former ATP coach; led teams to multiple Grand Slam finals.
- Specialist in team recruitment, program development, customer experience, and revenue growth.
- Founder of a \$2M+ annual e-commerce sports business and operator of 6 retail stores.

OUR APPROACH

Every venue is different.

Padel Queensland does not believe in generic rollout models or one-size-fits-all solutions. Successful padel venues require tailored operational strategies that respond to location, demographic profile, market maturity and long-term commercial objectives.

Our approach combines practical project delivery with real operational understanding to create venues that are commercially viable, operationally sustainable and community focused.

WHO WE WORK WITH

Padel Queensland partners with:

- Tennis and racquet clubs
- Golf clubs and entertainment venues
- Councils and community facilities
- Property developers
- Schools and universities
- Private investors
- Regional sporting facilities
- Hospitality and lifestyle precincts

We offer flexible commercial structures including consulting, project management, joint venture partnerships, operational support and management agreements.

OUR COMMITMENT

Padel Queensland is committed to delivering premium padel environments, operational excellence and commercially sustainable venue outcomes.

Our focus is not simply on building courts, but on helping create active, successful and long-term sustainable padel businesses that contribute positively to communities, participation and the future growth of the sport in Australia.



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