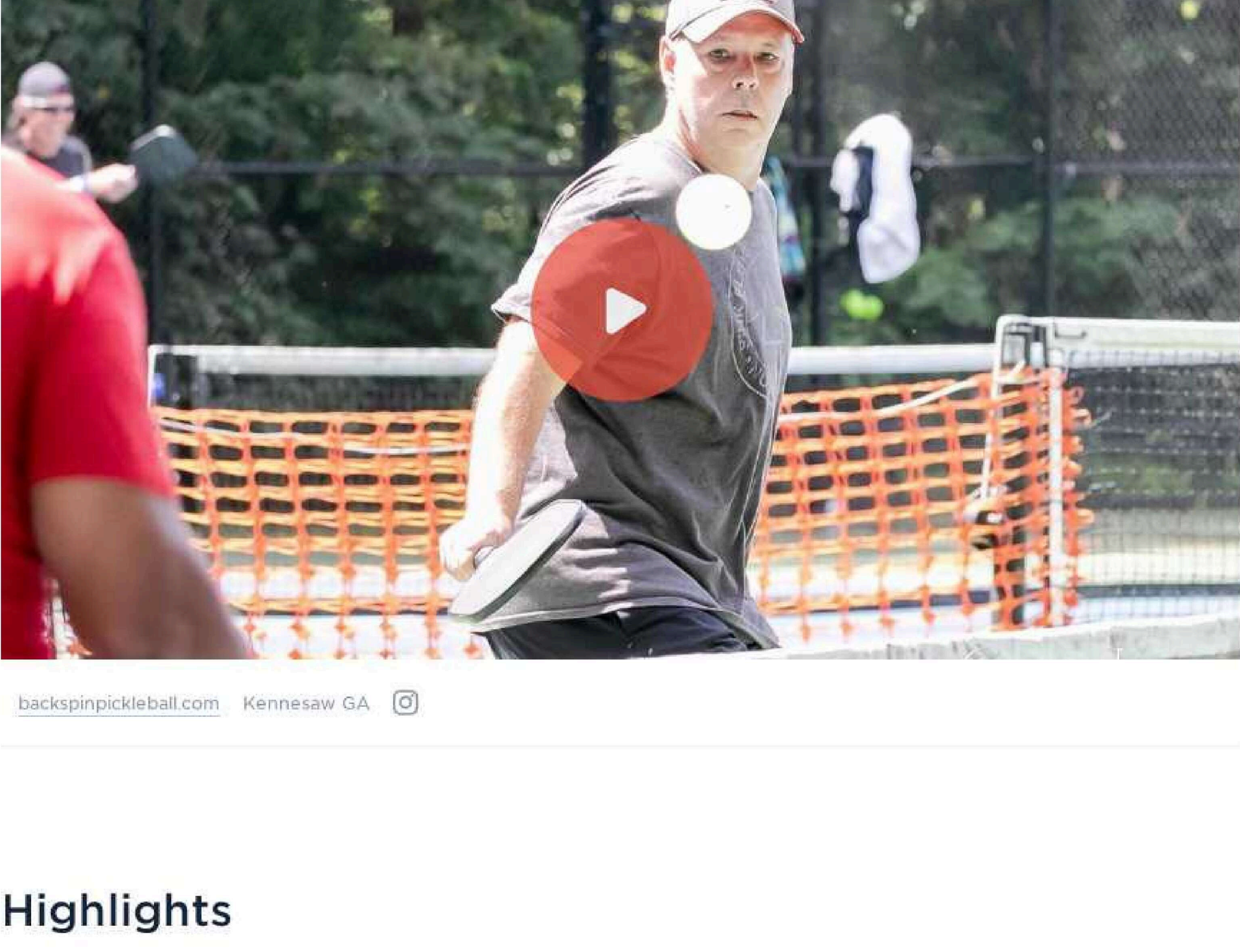


The future of pickleball clubs...ten years early



backspinpickleball.com Kennesaw GA

Highlights

- 1 **ROI: Earn 1.75-3X your investment** and participate in the national expansion of pickleball**
- 2 **Invest in a founding team that has already successfully scaled sports/fitness businesses**
- 3 **CONTRIBUTION: Positively impact people's health and wellness**
- 4 **UNDERDOG: Help us do the impossible! No big banks for us, we want a club by the players, for the players!!**
- 5 **PIONEER: be a pioneer in the indoor pickleball sports club industry!**

Our Founder

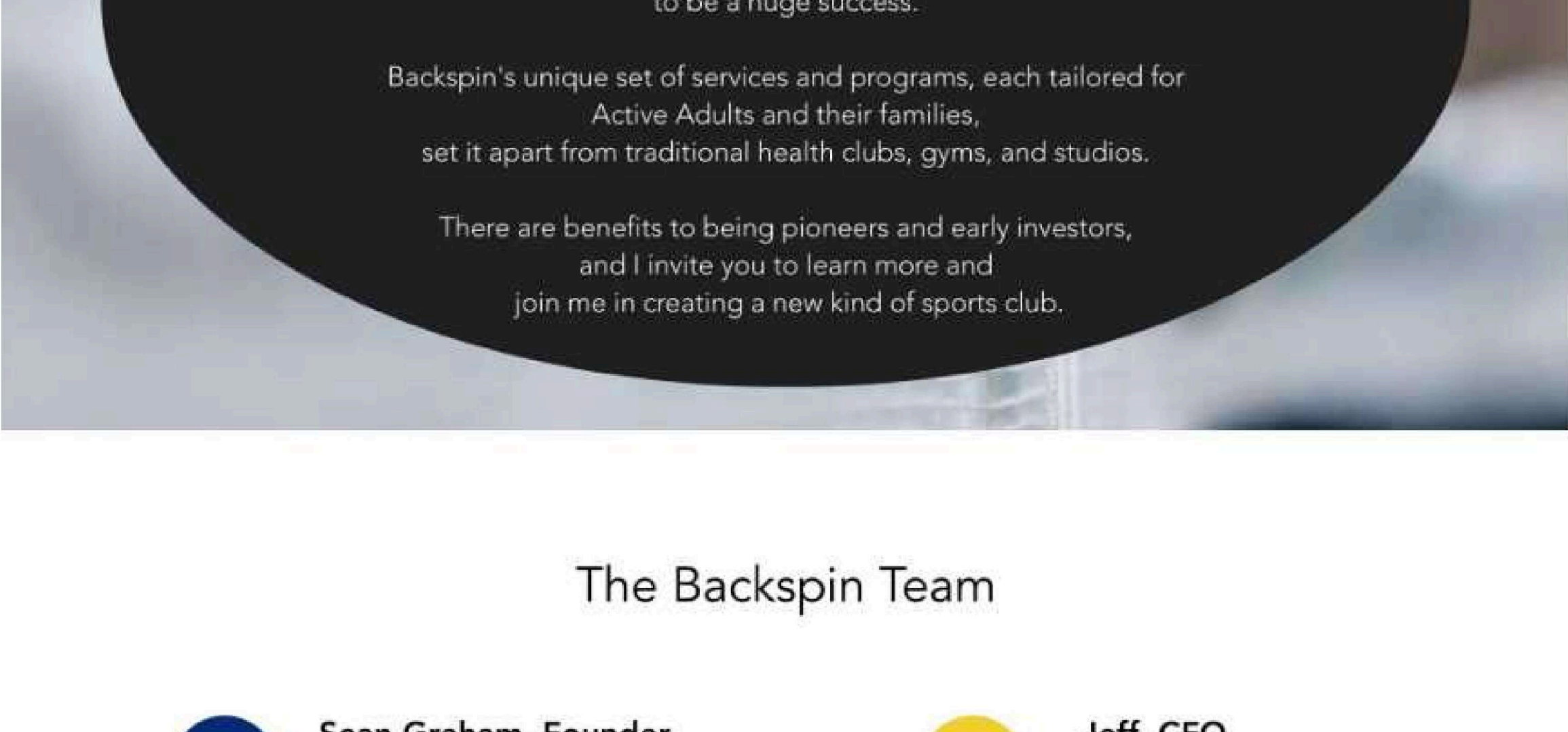


Sean Graham Founder

34 years in the racquet-sports club industry, pro level racquetball, 2021 County Substitute TOTY, married WAY up, coach youth baseball, started several businesses, ran 20 clubs and \$20 million revenue through my consulting practice. More info in deck

From the age of 16 I have wanted to be a pioneer in business, and my lifelong background in racquet sports and fitness has made pioneering the pickleball sports club industry an obvious path for me. All of my life's work has prepared me for this moment and I am ready to do whatever it takes to make it happen.

Pitch



The Backspin Team

- Sean Graham, Founder**
Sports and fitness club professional, former racquetball professional, sales entrepreneur, K-12 teacher, coach, husband and father
- Jeff, CFO**
BA Babson College, MBA Duke, Fortune 50 business consultant, husband and father
- Bill, Director of Fitness**
Fitness club entrepreneur, recognized expert in the personal training business, equipment vendor, husband, father, and coach
- Sarah, Pickleball Ambassador**
Sports enthusiast, 5.0 ALTA tennis, 5.0 Pickleball, small business entrepreneur, wife and mother, highly active and respected in the Atlanta pickleball community
- Rich, Operations**
Thirty years relevant experience in luxury sports and fitness clubs, Active Adult wellness centers, multi-club operations, and scaling brands
- Advisory Board**
CEOs in golf facility management, tech/telecom, logistics, and racquet sports clubs

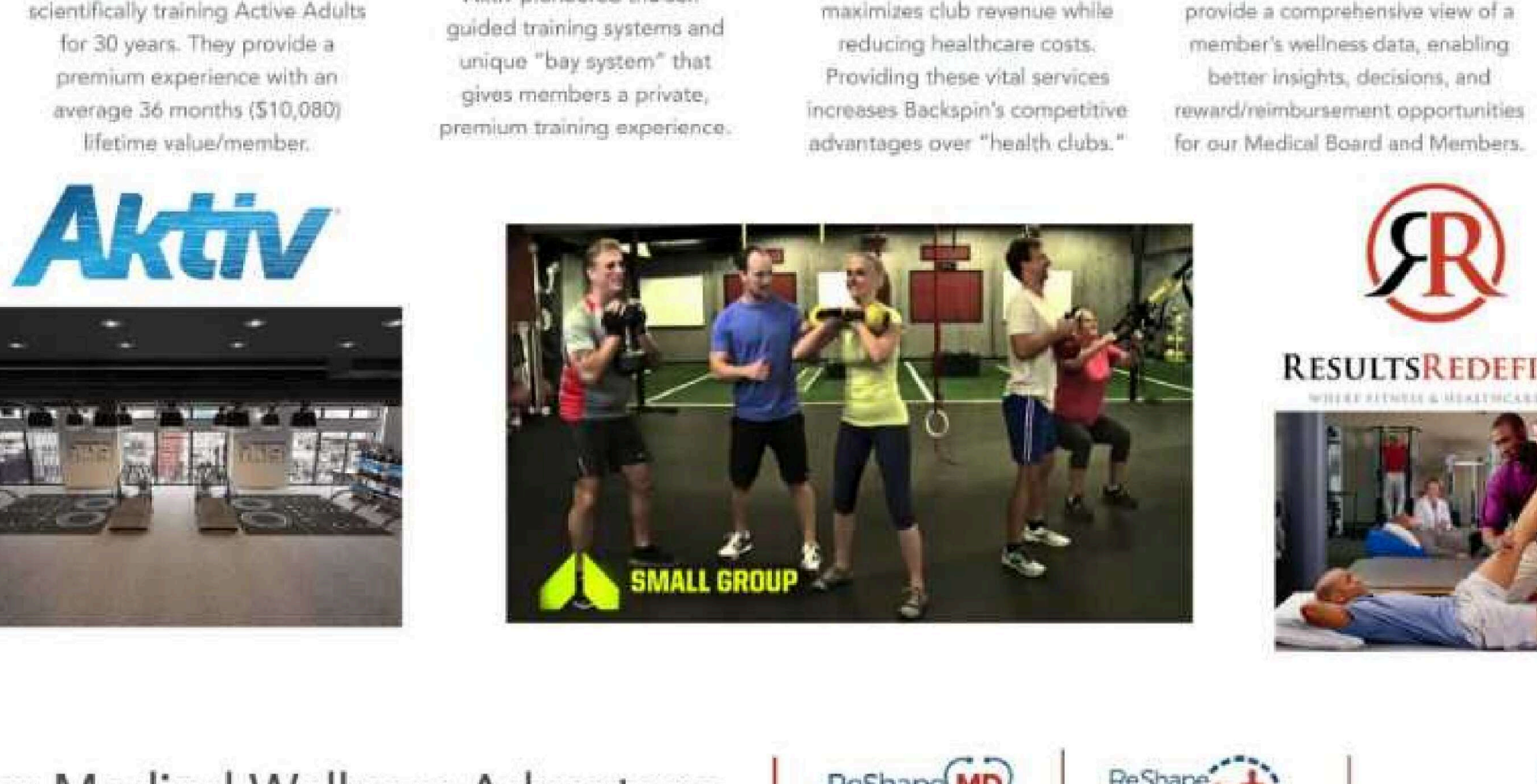
This is what we do

Backspin serves the Active Adult 50+ community and their families with the world's first private, dedicated pickleball and functional wellness clubs



How We Deliver a Unique Member Experience

FULL-SERVICE AND INTEGRATED FOR ACTIVE ADULTS



Strategic Partners

Each partner is the leading provider in their respective niche of the medical and wellness industry



Our Medical Wellness Advantage

Tapping into insurance reimbursements

- ✓ Backspin offers its members Medical Wellness Services and collects insurance reimbursements
- ✓ The Backspin Medical Board creates and monitors each Member's wellness program, ensuring they receive the education, instruction, and regular guidance to maximize their time and effort and experience improved outcomes
- ✓ Combining Medical + Wellness gives our members most/ all of the health and wellness services they currently utilize, in one convenient place
- ✓ Partnered with Results Redefined and Concierge Health to provide a seamless member experience while increasing revenue, lowering healthcare costs, and providing a better healthcare/wellness experience for members

Medical Clinic in Health Clubs	PT Clinic in Health Clubs	Diagnosis Through Blood Testing
- Insurance reimbursements - Overnight by MD - Services: - Physical - Medical History - Comprehensive Laboratory - Lab Referrals - Health Coaching & Registered Dietitians - Virtual Care - Virtual Care Care - Insurance - Wellness - Recovery - Recovery	- Insurance reimbursements - Overnight by MD or PT - Services: - Therapeutic exercise - Manual therapy - Soft tissue massage - Joint mobilization - Sports specific training - Recovery - Recovery - Recovery - Insurance - Wellness - Recovery - Recovery	- Lab test - Partners with digital laboratories - Deeply discounted tests - Individualized & member with health club memberships/programs - Insurance health conditions - Insurance - Recovery - Recovery

Pilot Statistics – 2 Locations/12k members/20k vft each

- 67% of referred patients purchased personal training and membership (10 patients/mo)
- PT agreements were 30% higher in value than those sold by the facility without a referral (\$35 vs \$50/mo)
- Blood Panels:
 - 20% of memberships sold included blood panels
 - 70% of blood panels purchased by members
 - 50% of blood panels covered some sort of health condition
- Health Club Revenue Impact

12 month projections	Revenue	Profit
Revenue system	\$ 300,000	\$ 250,000
Referral	\$ 100,000	\$ 60,000
Referral - PT/Membership	\$ 100,000	\$ 60,000
Referral - Services	\$ 100,000	\$ 60,000
Grand Total	\$ 600,000	\$ 430,000

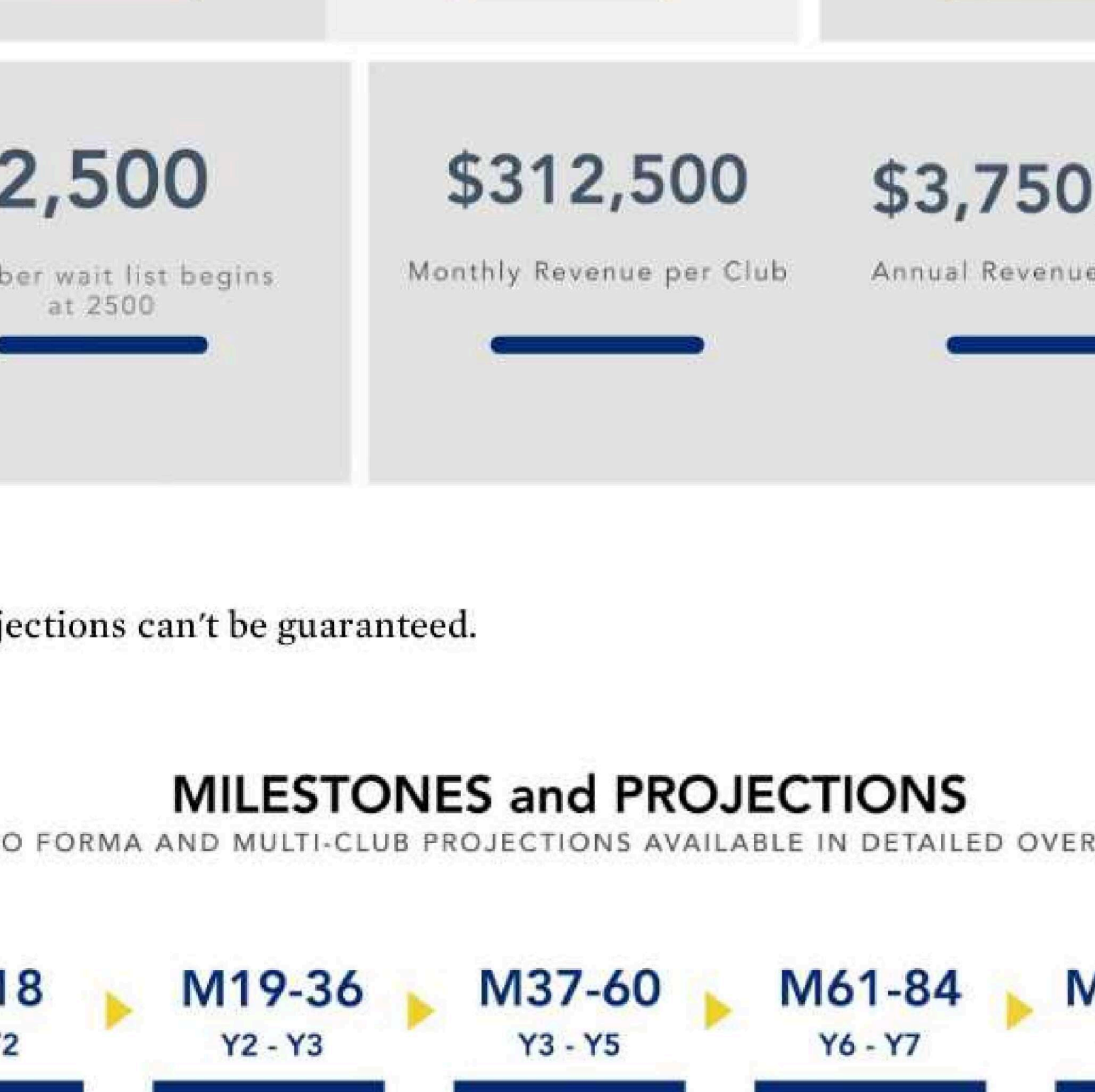


Growth Opportunities



Business Model and Pricing

Private club that accepts insurance



Cobb County, GA

and achieve profitability by month 18

capital to open clubs in Canton and Woodstock, revenue \$15.3 million

Raleigh, Charlotte, Greenville, \$30 million revenue by end of 2026

Nashville, Knoxville: \$39 million revenue and possible exit via sale to leisure sports company

remaining key SE cities including Jacksonville, Tampa, and \$100 Million

*Projections can't be guaranteed.

Y1

Y2

Y3

Y4

Y5

Y6

Y7

Clubs

1

2

3

4

5

6

7

Total Members

750

1,750

3,750

5,800

9,000

12,750

16,475

Club 1

Rev

\$811,104

\$2,040,347

\$2,710,203

\$2,938,053

\$3,799,734

\$2,432,714

\$2,591,891

Exp

\$800,203

\$1,754,234

\$2,482,022

\$2,191,442

\$2,305,454

\$2,344,555

\$2,531,851

Net

\$10,901

\$286,113

\$2,228,181

\$746,611

\$1,494,280

\$1,348,159

\$5,060,040

Club 2

Rev

\$811,104

\$2,040,347

\$2,710,203

\$2,938,053

\$3,799,734

\$2,432,714

\$2,591,891

Exp

\$800,203

\$1,754,234

\$2,482,022

\$2,191,442

\$2,305,454

\$2,344,555

\$2,531,851

Net

\$10,901

\$286,113

\$2,228,181

\$746,611

\$1,494,280

\$1,348,159

\$5,060,040

Club 3

Rev

\$811,104

\$2,040,347

\$2,710,203

\$2,938,053

\$3,799,734

\$2,432,714

\$2,591,891

Exp

\$800,203

\$1,754,234

\$2,482,022

\$2,191,442

\$2,305,454

\$2,344,555

\$2,531,851

Net

\$10,901

\$286,113

\$2,228,181

\$746,611

\$1,494,280

\$1,348,159

\$5,060,040

Club 4

Rev

\$811,104

\$2,040,347

\$2,710,203

\$2,938,053

\$3,799,734

\$2,432,714

\$2,591,891

Exp

\$800,203

\$1,754,234

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SAMPLE PROJECTIONS 7 CLUBS WITH SLOW GROWTH

MEMBER COUNT WITH TOP LINE REVENUE