



## BUSINESS · PADEL

# Opening a padel club in Indonesia: what courts cost, when a club pays back, and when a stake makes more sense

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A padel court in Indonesia costs Rp 450–800 million as a kit, before anyone pours a slab or puts up a roof. That's the easy part of the budget. Land, rain cover and a full booking calendar decide whether the club makes money.

Read online: <https://riserealbali.com/guides/padel-club-business-cost/>

## IN SHORT

Budget Rp 450–800 million per court kit and Rp 6–12 bn or more for a three-court commercial club in Jakarta, per a supplier-based analysis published by Neverlater in August 2026. Payback ranges from about 15 months to never, depending on occupancy. Bali has Indonesia's highest court rate, averaging Rp 430,875 an hour in 2025.

**Rp 450–800 m**

one court kit, excluding civil works (Neverlater citing Datra, August 2026)

**Rp 6–12 bn+**

three-court commercial club in Jakarta

**Rp 430,875**

average court hour in Bali, 2025 (Indonesia Padel Report)

**947**

padel courts in Indonesia in 2025, up from 15 in 2021

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# What does a padel court cost in Indonesia?

A padel court ships as a kit: a steel frame, tempered glass walls, mesh panels, artificial turf filled with silica sand, and floodlights. The installer bolts it onto a finished concrete slab. Everything under and over that kit is a separate job.

Neverlater, an Indonesian business research firm, cites supplier Datra at Rp 450–800 million per court kit for Indonesia (August 2026). The spread comes from glass thickness, the frame profile, and whether you pick a panoramic court without corner posts. Local contractors quoted Rp 300–400 million for a standard court in 2025, and Rp 0.9–1.8 bn per court once a roof is included.

On Bali the roof isn't optional. The wet season runs roughly November through March, and an open court loses its evening bookings on rainy nights. Put the canopy and drainage in the base budget, not in the upgrades column.

## What the court kit price covers

| BUDGET LINE                   | IN THE KIT PRICE? | HOW IT'S PRICED                                       |
|-------------------------------|-------------------|-------------------------------------------------------|
| Frame, glass and mesh         | Yes               | Rp 450–800 m per court, all kit items together        |
| Turf and sand infill          | Yes               | Included                                              |
| Floodlights                   | Yes               | Included                                              |
| Slab, foundation and drainage | No                | Quoted per site                                       |
| Roof or canopy                | No                | Quoted per site; roofed courts run Rp 0.9–1.8 bn each |
| Clubhouse, parking, land      | No                | Separate budget                                       |

Source: Neverlater, "Planning to Build a Padel Court in Indonesia?", August 9, 2026, citing Datra; Indonesian court contractors' 2025 price lists (Wirasport, Demix)

## How much does it cost to open a whole padel club?

Players come back for more than the courts. A club needs changing rooms, a front desk, a lounge and parking, and most add a cafe and a racket shop. Three or four courts is the smallest format that works, because one court can't carry a league schedule or an academy.

Neverlater puts a commercial three-court club in Jakarta at Rp 6–12 bn or more. That figure covers courts, civil works and the clubhouse. It doesn't include land.

The playing area under international rules is 10 by 20 meters, 200 m<sup>2</sup> (≈ 2,150 sq ft). With run-off space, walkways and plant, venue planners work with about 300–336 m<sup>2</sup> per court. On Bali, land for a club usually comes on a long lease, and the lease can cost more than the courts sitting on it.

|                                           |                                     |                                                  |
|-------------------------------------------|-------------------------------------|--------------------------------------------------|
| <b>200 m<sup>2</sup></b>                  | <b>300–336 m<sup>2</sup></b>        | <b>≈ 6 months</b>                                |
| playing area of one court (≈ 2,150 sq ft) | site area per court with clearances | build time for a Jungle Padel club, company data |

Source: Neverlater, August 9, 2026; International Padel Federation court dimensions; venue planning guides (Sports Venue Calculator, Turf & Courts); Jungle Padel company materials, 2025

## What can a three-court club earn in Bali?

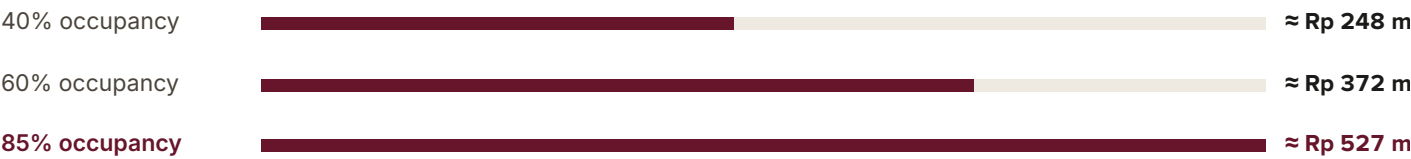
Court revenue is plain arithmetic: hours times rate times occupancy. An hour on court in Bali averaged Rp 430,875 in 2025, the highest of any province, according to Core & Court and Growell's 2025 padel market report. Jakarta came in just below at Rp 423,354.

Take three courts open 16 hours a day, which gives you 1,440 court-hours in a 30-day month. At 60% occupancy, court hire alone brings in about Rp 372 million a month, and at 85% it's about Rp 527 million.

Coaching, leagues, racket rental and the bar add to that. Jungle Padel reports monthly revenue from Rp 708 million per club at 85% average occupancy across its network. Those are the company's figures, not our forecast.

Bali's seasons hit a club less than a villa. Tourists arrive all year, and residents and expats fill the 5 to 10 p.m. slots after work. Build the model on both groups, not on tourist arrivals alone.

### Monthly court-hire revenue, three courts in Bali



Our estimate: 3 courts × 16 hours × 30 days × Rp 430,875. Court hire only, no coaching, events or bar.

Source: Core & Court and Growell, Indonesia Padel Report 2025, average hourly rate by province; Jungle Padel company materials, 2025; Rise Real Bali calculation

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### When does a padel club pay back?

Occupancy decides payback, far more than the price of the court. Neverlater's Jakarta simulation reaches payback in about 15 months at 90% occupancy and Rp 500,000 an hour, which is what a market short of courts looks like.

Change the inputs and the club stops working. In the same analysis, a club running at 50% occupancy and Rp 225,000 an hour has negative operating profit. At Rp 200,000 an hour it needs 87% occupancy just to break even.

That's why the chart above shows three scenarios, not one. A club worth building should cover its costs in the middle case, before any help from events or the bar.

#### Payback under different market conditions, Jakarta simulation

| SCENARIO               | OCCUPANCY AND HOURLY RATE | RESULT                           |
|------------------------|---------------------------|----------------------------------|
| Short supply of courts | 90% at Rp 500,000         | Payback in ≈ 15 months           |
| Crowded market         | 50% at Rp 225,000         | Negative operating profit        |
| Cheap court hours      | Rp 200,000 per hour       | Break - even needs 87% occupancy |

The biggest risk in padel isn't construction. It's the next club down the road. Indonesia went from about 240 courts to 947 in 2025, so check what's open and what's being built within five kilometers before you commit.

Source: Neverlater, payback simulation for Jakarta, August 9, 2026; Core & Court and Growell, Indonesia Padel Report 2025

## What licenses does a foreigner need to open a padel club?

Padel courts come under business code KBLI 93114, sports field facilities, the same code that covers tennis and badminton courts. Law firm SSEK describes it as low risk. Hukumonline's legal clinic classes it as medium-low, which adds a self-declared standards certificate to the business identification number (NIB). In practice the NIB alone isn't enough.

The site needs its own approvals: spatial clearance (KKPR), environmental approval, a building approval (PBG) and a certificate of occupancy (SLF). In Jakarta, SSEK notes a noise analysis and an 8 p.m. cutoff for courts in residential zones. Check the regency rules for your plot before you sign the land lease.

A foreign owner runs the club through a foreign-owned company (PT PMA). Since October 2025 the company needs Rp 2.5 bn in paid-up capital, and it must commit to more than Rp 10 bn of investment for each activity code at each site, not counting land or buildings. Our PT PMA guide covers setup and running costs.

- ✓ Business code KBLI 93114 and an NIB through the OSS system
- ✓ Standards and health certificates
- ✓ KKPR spatial clearance and environmental approval for the plot, both before construction starts
- ✓ PBG before building, SLF before opening
- ✓ A land lease long enough to recover the build cost, with room to renew
- ✓ Noise and hours limits near homes
- ✓ PT PMA with Rp 2.5 bn paid-up capital

Source: SSEK Law Firm, legal framework for a padel court business in Jakarta, September 2025, via Mondaq and Lexology; Hukumonline Klinik, September 30, 2025; BKPM Regulation 5/2025, via BP Lawyers and SW Indonesia, October 2025

## Your own club, a franchise or a stake?

Building your own club gives you full control and the full risk: land, construction, hiring, and about six months before the first paying player. It suits someone who already has a site and wants to run a sports business.

A franchise gets you the brand and the playbook, usually with a booking system attached. You still build and run the club yourself. Government Regulation 35/2024, in force since September 2024, requires the franchisor to have run the business for at least three consecutive years with audited profits. Both sides need a franchise registration certificate (STPW), and you get the prospectus at least 14 days before signing.

A stake in an operating network skips the build. Your money goes into clubs that already have a booking history. In the Jungle Padel network, which we sold under an exclusive mandate, a half-percent package in the holding company sold for Rp 1.37 bn, and a full percent for Rp 2.74 bn.

Four ways into the padel business

| ROUTE              | WHAT YOU BUY                       | WHO RUNS IT          | WHEN INCOME STARTS                       |
|--------------------|------------------------------------|----------------------|------------------------------------------|
| Your own club      | Everything                         | You                  | After 6+ months of building              |
| Franchise          | Brand, methods, support            | You                  | After building and filling the courts    |
| Stake in one club  | Part of one venue                  | The club operator    | From the first month, if courts are busy |
| Stake in a network | Part of the company and every club | The network operator | From clubs already open                  |

Source: Government Regulation 35/2024 on franchising, via BPK and Ministry of Trade legal databases; Jungle Padel company materials, 2025; Rise Real Bali deal structures, 2025–2026

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What to check before you buy a franchise or a stake

Every occupancy and revenue figure in a pitch deck comes from the seller. Ask for monthly booking exports for each court over the past year. The wet season shows up in those numbers right away, and an average hides it.

With a franchise, ask how many of the franchisor's clubs opened more than two years ago and how many are still open. Read what the royalty covers and who pays for marketing. With a stake, find out which legal entity owns the clubs and how profit reaches shareholders.

Build your own club if

- You hold land on a lease of 20 years or more
- Few clubs nearby
- You can wait six months, maybe longer, before the first booking comes in
- A manager with sports experience is on board

Take a stake or franchise if

- You don't have a site
- You need income in year one from courts that are already open
- You live outside Indonesia
- Your budget is under Rp 6 bn

**01 Booking data**  
Monthly occupancy per court for the last 12 months, straight from the booking system.

**02 Company structure**  
Who owns the clubs, whether it's a PT PMA, how your stake is registered and how dividends are paid.

### 03 Competition

Courts opened and under construction within five kilometers over the past year.

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Source: Core & Court and Growell, Indonesia Padel Report 2025; Rise Real Bali deal practice

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## Where the land fits in

A club lives or dies on its location, and on Bali that means zoning. Our area pages cover zoning, demand and land costs in Canggu, Pererenan, Uluwatu and the rest of the island. If you'd rather own the property side of the deal, the property listings give each villa's lease length and our net yield estimate.

For the wider question of how foreigners do business in Indonesia, read our guide to investing in Indonesia beyond villas. Club stakes, turnkey builds and consulting are on our padel investment page.

## What this means for buyers

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- 01 The court kit is the most predictable line: Rp 450–800 million each. Land, roof and clubhouse cost more.
  - 02 Payback depends on occupancy. A Jakarta simulation pays back in 15 months at 90%, and loses money at 50% with cheap hours.
  - 03 Bali has the priciest court hour in Indonesia, and new courts open there every quarter.
  - 04 Without a site and a team on the ground, a stake in an operating network is the faster way in.
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## FAQ

### How much does a padel court cost in Indonesia?

A court kit costs Rp 450–800 million, according to supplier estimates cited by Neverlater in August 2026. That covers frame, glass, turf and lights. The slab, drainage and roof are extra, and local contractors quote Rp 0.9–1.8 bn per court with a roof.

### How much does it cost to open a padel club?

A commercial three-court club in Jakarta costs Rp 6–12 bn or more, excluding land. On Bali, add a long-term land lease. Plan about 300–336 m<sup>2</sup> of site per court, including run-off space and walkways.

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## How long does a padel club take to pay back?

About 15 months in a market short of courts, at 90% occupancy and Rp 500,000 an hour. In a crowded market at 50% occupancy and Rp 225,000 an hour, the same club runs at a loss. Occupancy matters more than build cost.

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## Can a foreigner open a padel club in Bali?

Yes, through a PT PMA with at least Rp 2.5 bn paid-up capital. Padel falls under KBLI 93114. You'll need an NIB with a standards certificate, plus KKPR, PBG and SLF for the site.

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## Is a padel franchise better than a stake in a club?

A franchise fits if you have land, a team and time to run the club. A stake fits if you want income from courts that are already open, without running them. In the Jungle Padel network, 0.5% cost Rp 1.37 bn.

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## How we know this

Court and club budgets come from Neverlater's August 2026 analysis citing supplier Datra, cross-checked against 2025 price lists from Indonesian court contractors. Hourly rates and court counts come from Core & Court and Growell's 2025 report on the Indonesian padel market. The Bali revenue chart is our calculation from the Bali average rate, court hire only. Licensing follows SSEK Law Firm and Hukumonline, which differ on the risk level, so confirm yours in OSS. Anything attributed to Jungle Padel is the company's own data. Treat this page as market research, not legal or tax advice.

- Neverlater, "Planning to Build a Padel Court in Indonesia?", August 9, 2026: court kit, club budget and payback simulation, citing Datra
  - Indonesian court contractors, 2025 price lists (Wirasport, Demix): standard and roofed courts
  - Core & Court and Growell, Indonesia Padel Report 2025: courts, clubs and hourly rates by province
  - SSEK Law Firm, legal framework for a padel court business in Jakarta, September 2025
  - Hukumonline Klinik, licensing for sports field facilities under KBLI 93114, September 30, 2025
  - Government Regulation No. 35 of 2024 on franchising
  - BKPM Regulation No. 5 of 2025, via BP Lawyers and SW Indonesia, October 2025
  - Jungle Padel company materials, 2025: packages, occupancy, revenue per club
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### Disclaimer

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