



MATCHBALL.

THE MAGAZINE FOR EMPLOYEES

TABLE OF CONTENT

Page 3

PREFACE

Page 4

WELCOME TO THE TEAM

Page 8

BEHIND THE SCENES

Page 11

STOREMANAGERMEETING DACH

Page 12

NEWS FROM THE EMPLOYEE REPRESENTATIVES

Page 13

BECOME ONE TEAM

Page 15

A NEW STORE OPENING IN THE SPANISH CAPITAL

Page 17

CUPRA PADEL-POINT TOUR

Page 19

COMPETITION

Page 20

COMPETITION WINNERS

Page 22

ANNUAL INVENTORY AT THE MAIN STORE IN HERZEBROCK

Page 23

IMPRINT



Christian Miele

„A vision without a chance to become a reality must be a hallucination. “

This quote embellishes my office. There are a lot more quotes you sent me.

Every single one inspiring and unique. Every single quote function as a special motivation.

Doing a job that you deem extraordinary is a prerequisite for you to do an extraordinary job. One of my visions is for every employee to work with passion, as that will give them that positive attitude towards life, I wish for everybody.

Many moments let us doubt and set us back. Especially in times like these, it is not easy to find the motivation morning after morning to get out of bed. Yet, the passion for creating a better future with your team is a key to success and happiness.

Problems allow us to show what we are capable of. Therefore, we must find out how we want to shape the future. In the end, it does not matter how big Tennis-Point will grow one day. Success, satisfaction, and good numbers are the byproduct of us sticking together as a team to walk the walk every single day with a positive attitude so we can say:

Thanks to our collective efforts in **#teamyellow**, we have left footprints in sports on this planet we can all be proud of.

Dear #teamyellow,
What you invest into the company is your lifetime.
Time you are not going to get back.
With that in mind, I would like to say two things:
Thank you, I appreciate every single one of you tremendously.
Secondly: Merry Christmas!

Christian

E
C
A
F
E
R
P

WELCOME TO THE TEAM

Hernandez Sevilla, Belen	Sales Assistant / Floor Manager	Store Madrid	01.08.2022
Kouznetsova, Maria	Minijobberin Store	Store Wien	01.08.2022
Tomas Rico, Andrés	Sales Assistant	Store Barcelona	03.08.2022
Rentsch, Ludovico	Minijobber Store	Store Berlin	24.08.2022
Fischer, Christoph	Besaiter	Store Essen	01.09.2022
Gredig, Lara	Praktikantin Verkauf	Store Zürich	01.09.2022
Holmberg, Nils	Minijobber Store	Store Berlin Schlachtensee	01.09.2022
Kolkmann, Ann-Katrin	Operator	Logistics Inbound	01.09.2022
Münder, Vanessa	Accountant	Accounting	01.09.2022
Rau, Malin	Operator	Logistics Outbound	01.09.2022
Seiderer, Maximilian	Verkäufer	Store Salzburg	01.09.2022
Sorribes, Marc	Tennis Point Academy Coordinator	Retail Team	01.09.2022
Starzynska, Iwona	Operator	Logistics Outbound	01.09.2022
Starzynska, Julia	Operator	Logistics Outbound	01.09.2022
Thau, Dominik	Junior Buyer	Running	01.09.2022
Tiefenbacher, Regina Anita	Minijobberin Store	Store Salzburg	01.09.2022
Trzcinska, Natalia	Minijobberin Store	Store Hannover	01.09.2022
Tschiedel, Axel	Sales Dispatcher	EPM	01.09.2022
Turdean, Simona	Operator	Logistics Outbound	01.09.2022
Wolf, Delia	Webshop Managerin	Online Marketing	01.09.2022
Lück, Henri Martin	Minijobber Store	Store Köln	15.09.2022
Alshuth, Frank	Verkäufer	Store Berlin	01.10.2022
Ayvaci, Ülviye	Operator	Logistics Returns	01.10.2022
Bianchini, Fiammetta	Sales Assistant	Store Verona	01.10.2022
Bültmann, Sebastian	Manager Financial Controls Compliance (SOX)	Internal Controls	01.10.2022
Dutu, Maria	Operator	Logistics Returns	01.10.2022
Ehrhardt, Margit	Verkäuferin	Store Münster	01.10.2022
Engaus, David	Verkäufer	Store Hannover	01.10.2022
Klassek, Karl	Grassroots & Promotion Manager	Grassroot & Promotion AT	01.10.2022
Konrad, Laura	Praktikantin Marketing	Social Media	01.10.2022
Korte, Christian	Director Vendor Management & Private Label	Vendor Management & Private Label	01.10.2022
Meyer, Frauke	Minijobberin Store	Store Bielefeld	01.10.2022
Mix, Yannik	Verkäufer	Store Köln	01.10.2022
Murillo Lopez, Fernando	Sales Assistant	Store Madrid-Alcorcón	01.10.2022
Neumaier, Johannes	Senior Marketplace Manager	Running	01.10.2022
Salzer, Stefan	General Manager	Management	01.10.2022

Suckow, Svenja Lena	HR Business Partner	Human Resources	01.10.2022
Tellmann, Hendrik	Operator	Logistics Outbound	01.10.2022
Cano Tejedor, Hector	Sales Assistant	Store Madrid-Alcorcón	03.10.2022
Díaz Muñoz, Esteban	Sales Assistant	Store Madrid	03.10.2022
Ferrer Esteo, Sergio	Sales Assistant	Store Madrid-Alcorcón	03.10.2022
Gavilan Pernia, Begoña	Sales Assistant	Store Madrid	03.10.2022
Hernandez Martinez-Quintanilla, Irene	Sales Assistant	Store Madrid-Alcorcón	03.10.2022
Lopez Collado, Alba	Sales Assistant	Store Madrid-Alcorcón	03.10.2022
Lopez Peña, Victor	Sales Assistant	Store Madrid-Alcorcón	03.10.2022
Medina Parra, Enrique	Sales Assistant	Store Madrid-Alcorcón	03.10.2022
Rivero Marquez, Yoed Alejandro	Sales Assistant	Store Madrid	03.10.2022
Rodriguez Rodriguez, Yashira	Sales Assistant	Store Madrid-Alcorcón	03.10.2022
Romanillos Rodriguez-Ajuria, Borja	Sales Assistant	Store Madrid-Alcorcón	03.10.2022
Ruiz Fernandez-Davila, Victor Alejandro	Sales Assistant	Store Madrid	03.10.2022
Salazar Velasquez, Carlos Bernardo	Sales Assistant	Store Madrid-Alcorcón	03.10.2022
Vicente Ruiz, Diego	Sales Assistant	Store Madrid	03.10.2022
Plaz, Florian	Minijobber Store	Store Salzburg	05.10.2022
Dallmann Gonzalez, Erik	Sales Assistant	Store Barcelona	10.10.2022
Delgado Vives, Pol	Sales Assistant	Store Barcelona	10.10.2022
Diez Hernandez, Oscar	Sales Assistant	Store Madrid-Alcorcón	10.10.2022
Rasch, Laura Sophie	Minijobberin Store	Store Kassel	15.10.2022

**WELCOME
TO #TEAM-
YELLOW**

10 YEARS



Carsten Krüger, Store Zürich

Rasch, Laura Sophie	Minijobberin Store	Store Kassel	15.10.2022
Szurawitzki, Juho Henryk Max	Besaiter	Store Essen	15.10.2022
Franzoso, Simone	Sales Assistant	Store Milan	17.10.2022
Herraiz Lopez, Arnau	Praktikant Marketing	Marketing	21.10.2022
Schwarz, Ruben	Verkäufer	Store Karlsruhe	21.10.2022
Díaz Reeve, Sarah	Sales Assistant	Store Barcelona	24.10.2022
Tola Niemes, Nuria Irene	Sales Assistant	Store Barcelona	24.10.2022
Badila, Ioan-Paul	Minijobber VAS	Logistics VAS	01.11.2022
Brinkrolf, Jonas	Purchasing Manager Tennis Apparel	Purchase Apparel & Footwear	01.11.2022
Felsner, Ramona	Senior Graphic Designerin	Running	01.11.2022
Gueriani, Achraf	Minijobber Store	Store Hannover	01.11.2022

WELCOME TO THE TEAM

Mennewisch, Celina	Minijobberin Outlet	Outlet Herzebrock	01.11.2022
Rasch, Fynn	Minijobber Logistics	Logistics Outbound	01.11.2022
Schwab, Angele	Verkäuferin	Store Lausanne	01.11.2022
Sprna, Jan	Besaiter	Store Stuttgart	01.11.2022
Stegkemper, Sophie	Marketing Managerin	Online Marketing	01.11.2022
Perez Tarazona, Vincente	Storemanager	Store Valencia	02.11.2022
Tchakarov, Lubomir	Verkäufer	Store Salzburg	02.11.2022
Staatsmann Pedron, Virginia	Sales Assistant	Store Valencia	04.11.2022
Peniza Mariño, Daniel	Stringing Manager	Store Valencia-Alfafar	18.11.2022
Zamora Garcia, Eusebio	Storemanager	Store Valencia-Alfafar	24.11.2022
Arendt, Marc	Junior Project Manager	PMO-Business Development	01.12.2022
Haase, Astrid	Minijobberin Store	Store Essen	01.12.2022
Heienbrok, Sophie	Werkstudentin Customer Care	Customer Care	01.12.2022
Lang, Alexander	Assistant Store Manager	Store Karlsruhe	01.12.2022
Marin, Maria-Cristina	Operator	Logistics Inbound	01.12.2022
Phillips, Huw	Grassroots & Promotion Manager UK	Grassroots & Promotions UK	01.12.2022
Seydler, Maya-Sophie	Minijobberin Store	Store Berlin Schlachtensee	01.12.2022
Slabenko, Anastasia	Werkstudentin Customer Care	Customer Care	01.12.2022
Sohrabi Karyani, Afsane	Operator	Logistics Outbound	01.12.2022
Virat, Tiziano	Praktikant Verkauf	Store Zürich	01.12.2022
Kutyniok, Michael	Operator	Logistics Inbound	13.12.2022
Lingner, Angelique	Operator	Logistics Outbound	13.12.2022
Franzoso, Simone	Sales Assistant	Store Milan	17.10.2022
Herraiz Lopez, Arnau	Praktikant Marketing	Marketing	21.10.2022
Schwarz, Ruben	Verkäufer	Store Karlsruhe	21.10.2022
Díaz Reeve, Sarah	Sales Assistant	Store Barcelona	24.10.2022
Tola Niemes, Nuria Irene	Sales Assistant	Store Barcelona	24.10.2022
Badila, Ioan-Paul	Minijobber VAS	Logistics VAS	01.11.2022
Brinkrolf, Jonas	Purchasing Manager Tennis Apparel	Purchase Apparel & Footwear	01.11.2022
Felsner, Ramona	Senior Graphic Designerin	Running	01.11.2022
Gueriani, Achraf	Minijobber Store	Store Hannover	01.11.2022
Mamajev, Denis	Besaiter	Store Hannover	01.11.2022
Mannefeld, Julia	Operator	Logistics Returns	01.11.2022

INTRODUCTION NEW MANAGING DIRECTOR - STEFAN SALZER



You have been part of Team Yellow for six weeks now... how do those first six weeks compare to your expectations?

I feel like I have arrived astonishingly well— (as expected) colleagues are generally incredibly kind and spent the first weeks patiently explaining Tennis-Point-specific matters to me. And even more patiently, things that are self-evident for those who play tennis but are entirely new to me...

There are probably a lot of things you set out to do. How would you describe yourself? Which characteristics do you want to reach those goals

with?

My determination helps me formulate a specific goal. My planning ability then aids me in setting a path to success before I use my curiosity, energy, and openness to move along that way as fast as possible and take along everyone. Once things do not work out as planned, my flexibility and a pronounced stubbornness wrestle over me, either accepting reality or trying to run head-first through the wall to implement the initial plan :)

During the process and once we have achieved our goal, I use my sense of humor to keep the spirits as high as possible.

Speaking of goals: we hear you have already played a tennis match against Christian. How did it go, and which goals do you have regarding the sport?

I probably would not call it a „match“, to be honest. We did some basic practice for 90 minutes. In the end, I was drenched; Christian probably had one welding bead on his forehead, while my wrist hurt for three full days. Hence, for 2023 I have set out the goal to

make up for my being totally talent-free (I can identify quite well with the Tennis-Point ad) through hard work and regular matches with my wife and other patient tennis partners. I'm also glad to keep training Christian to improve his ball-pick-up skills.

So, instead, probably a race against Christian in the new year?

We at least need to do a few laps around the court.

You have already been able to meet a lot of colleagues. How do you get along with the welcoming mentality of East-Westphalians?

I really enjoy the honesty and dry sense of humor. Despite having lived in Rhineland for 18 years except for my three-year break in South Africa, I am a „Hesse in Exile“, I find the mentality here quite similar to the one in my original home near Frankfurt.

Thank you very much.



FIRST AIDER TRAINING

After we had already trained first aiders at our site in Herzebrock in June, we followed that up in November, when we trained company fire protection assistants.

We did the training in collaboration with the ASZ ("Arbeitsmedizinisches und Sicherheitstechnisches Zentrum") at our site in Herzebrock.

We want to take this opportunity to thank everyone who volunteered to do the training.

Here, you will find a list of fire protection assistants for Herzebrock and Oelde.

Name	Ort	Telefon
Herzebrock-Clarholz		
David Hanschur	Logistics	3613
Vanessa Meyer	Logistics	3621
Anna Mormann	Logistics	3630
Tomislav Friscic	Logistics	3618
Irina, Vogt	Logistics	3625
Heike Voß	Logistics	3612
Lucas Roß	Logistics	3617
Timor Schwarz	Logistics	3149
Andrea Jambor	Logistics	3625
Markus Voß	Logistics	3618
Mario Mahnke	Logistics	3618
Marco Albrecht	Logistics	3625
Ingo Blockhaus	Logistics	3621
Sarah Biermeier	Administration	3654
Thomas Niehaus	Administration	3102
Frank Ungerechts	Administration	3515
Angelina Schiebe	Administration	3428
Kilian Brand	Administration	3232
Oelde		
Cassandra Korth	Villa	3726



STOREMANAGER MEETING DACH

On November 8th and 9th, Oelde hosted the store manager meeting.

An introductory round by the retail team and the respective store managers from Germany, Austria and Switzerland was followed by numerous insights into the plans for the upcoming fiscal year.

Touching on different topics, such as the social media campaign and the marketing strategy for the coming year, attendants also had an exciting first peek at the new Quiet Please Collection. Additionally, Wilson introduced new shoe and racket models.

Alongside numerous insights into different departments, there was also a logistics tour.



NEWS FROM **THE EMPLOYEE REPRESENTATIVE**

After two deputies dropped out, the employee representative reassembled at the beginning of the year. Cassandra and Dirk took on the challenging task.

In addition to monthly consultation hours where employees can address concerns and problems, the employee representative gets involved in topics that concern you and us. Despite more significant projects being postponed in times of crisis, we were able to get results in many aspects.

We could increase the fruit supply significantly. We negotiated an extra holiday, accompanied many processes, and kept „bothering“ those in charge to avoid a standstill. For example, regarding the pressing issue of ACP, the hiring process of new employees, free tickets for events and numerous concerns regarding workplace security and Covid conditions.

We will keep discussing e-mobility, a topic we received a lot of positive feedback and proposals from you, with management over the next year.

We hope to keep receiving ideas and suggestions from you!
Happy holidays and a happy new year 2023!

your employee representation



Cassandra



Dirk



David

JOINT BREAKFAST

New manager—proven tradition.

We are happy to announce that the joint breakfast will return after a short break starting with the new year. While enjoying coffee and rolls together, Christian and/or Stefan will be at your disposal to talk about issues that concern you.

If you are interested in participating in the joint breakfast, please do not hesitate to contact Elke or your head of department.

GRAND SLAM COMPETITION—JUMP IN!

This year, we again held our Grand-Slam competition where you could bet on every match and Grand-Slam winner of the Australian Open, French Open, Wimbledon and US Open. Now, we have four new additions to the „Wall of Fame“ with all betting-game winners. For the first time, with Kai Peters and Mijo Miskic, we had two „international“ winners from the UK and AT. Personified consistency: Nils Johannahörster scored the best results in 2022 and now tops the all-time leaderboard. Once again, congratulations, everyone!

With the Australian Open just around the corner, we want to keep the game going in the upcoming year. If you would like to participate or have suggestions for improvement..., please do not hesitate to contact Marius Grewe. We want to take the opportunity and say thank you for the outstanding organization year after year.

W A L L O F F A M E



2021
2022

Kai Rump
Sven Gießen

Benjamin Fila
Axel Seemann

Jens Wöhrmann
Kai Peters

Frederik Bretz
Mijo Miskic

BECOME ONE TEAM

LAVER CUP & US OPEN X TENNIS-POINT

This year, Tennis-Point again showed up at the planet's most important tournaments, such as the Laver Cup in London. Together with HEAD, Tennis-Point set up two booths, one at the O2 Arena and one at the fan zone. In addition to typical products, we also sold special Laver Cup Edition „Paint the town“ rackets and bags.

At the US Open, Tennis-Point featured for the first time and did so with a special booth. Alongside those on-site, fans at home were able to take note of Tennis-Point in front of the screen, thanks to a self-shot NikeCourt spot reflecting the busy city life around New York City.

You missed the spot? Watch it right here



www.youtube.com/watch?v=dQOVd2T5DLg

ATP-TURNIER IN VIENNA – WITH TENNIS-POINT ON-SITE

Between October 22nd and 30th, Vienna's ATP 500 tournament took place. Hosting over 70.000 people, the "Erste Bank Open" in the Wiener Stadthalle are a yearly highlight in Austria's sports calendar – and Tennis-Point was on-site. We set up a 200 square-metre store in the Wiener Stadthalle and had a 70 square-metre outlet and a Tennis-Point store at the Heumarkt right in the city centre at the Platz des Wiener Eislauf-Vereins. A Tennis-Point lounge in the Stadthalle functioned as the icing on the cake.

Additionally, Tennis-Point offered an official stringing service at both tournament venues. At the end of the week, we had strung 109 customer-and 498 (!) player rackets. Quite an accomplishment! The 14-people strong team on-site used the week to sell and consult diligently. Again, thank you so much to everyone involved!

A NEW STORE OPENING IN THE SPANISH CAPITAL

On October 15th, we opened a new store in Madrid-Alcorcón. It is the 6th store in Spain, the second in the capital.

Covering more than 600 square metres, the store offers a wide range of tennis equipment and a vast selection of padel items, including all significant brands and products. A real store for racket lovers! Customers can rent test rackets, get new strings or tune their racket. In addition to the large racket wall, there is also a Babolat Stringing Area where professional stringers advise customers to find the perfect stringing for their game. Moreover, tennis friends will find a Test Zone to try every racket before they buy it.

On opening day, we held a special event with the world's best padel players: Pablo Lima, Lucas Campagnolo of Drop Shot, Javi Leal of Bullpadel, and Coki Nieto of Starvie were on-site. Nacho Palencia, TV host for the World Padel Tour, hosted the event while more tennis-and padel players like Garbiñe Muguruza, Juan Lebrón (Babolat Padel) and Alex Ruiz (Adidas Padel) sent greetings and congratulated to the store opening in Madrid. Customers could participate in all sorts of activities, as well as in special competitions where they could win signed rackets. What a great opening day!

We are excited about a great time at our new location in Madrid-Alcorcón and every customer.

Store Opening Valencia

Additionally, we will be opening another store in Spain this year. Starting December 3rd, there will be a 700 square-metre store in Valencia. In the centre, we will set up a mini tennis court—there has never been anything like it. Additionally, there will be a stringing area by Wilson. We cannot wait and wish for a successful start in Valencia!



COUNTRY MANAGER MEETING IN PARIS

In September, the Tennis-Point country managers met again, this time in the prestigious „Les Pyramides“ club in Paris. Some of Babolat's country managers also joined the group to work out some common goals. Additionally, everyone visited the Paris flagship store and the Cupra Padel-Point Tour finals. The latter took place over the whole weekend.



THE CUPRA PADEL-POINT TOUR CREATES A BUZZ IN FRANCE – LIKELY RETURN IN 2023

Following more than ten stops all over the country, the **Cupra Padel-Point Tour** held its season finale on September 17th in France's capital Paris. 72 female and male players met to compete for the title in their respective categories (P100 and P500 men and women). Among them were some of France's best padel athletes, for example, Bastien Blanqué, the French number 6, Jérôme Inzerillo, the number 7, Adrien Maigret and Yann Auradou. Over 700 fans cheered the athletes and enjoyed the successful supporting program. Additionally, they had the chance to meet the players in person, and every participating player received a welcome package from Padel-Point.

The Cupra Padel-Point Tour ended up being more than just a padel tournament. It was a full-blown event for the whole family and friends. As Florent Manaudou puts it: *„Great fun! Being able to play with the pros is fantastic. Witnessing what is possible with a smile and a great, laid-back atmosphere is such a pleasure. A tournament like this is a blast!“* Following the Cupra Padel-Point Tour's remarkable success in 2022, planning for the coming year has already begun. Thank you so much once again to all sponsors and organizers of this unique event.

We are looking forward to next year!



KICKOFF FOR THE FIRST GÜTERSLOH PADEL CUP



September 10th 2022 finally saw the inaugural Gütersloh Padel Club take place. 32 competitors met on GTV's two padel courts, and despite the slight drizzle, the atmosphere was great among players, organizers and fans when the games started at 10 am.

Teams were split into four groups of four teams with doubles, of course, being part of the play. A time limit had been attached to the matches to facilitate planning, with each of the two sets played lasting 15 minutes and players swapping sites. Several exciting matches lead up to the showdown, the final, where, unfortunately, no Tennis-Point employee competed for the title. In the end, this was a successful first serve! Fans, in part, witnessed „great padel“, plus there was food and drinks. Additionally, all participants received a t-shirt, while the winners got a padel racket, -bag and -balls.

We are looking forward to the next one!



NEW COMPETITION

Recycling Balls Box--how many balls are in the box?

Guess the correct number and send us your answer until January 30th 2023, via dieredaktion@tennis-point.de

The best guess will be awarded with a great product from the new Quiet Please collection.

Good luck!





YOU ARE GREAT TEAMS!



#team
yellow



COMPETITION WINNERS

Thank you so much for sending us all those amazing team photos. We cannot wait to show all of them to you. Great job participating in our competition and coming up with so many creative ideas to introduce your #teamyellow! We love every single picture!

However, unfortunately, there could only be one winner. Hence, the lot had to decide, and lottery fairy Wibke, under the supervision of Sophia and the editorial team, drew the best picture. We are happy to announce the winner:

CONGRATULATIONS, **Team PCM!**

Your photo fits #teamyellow perfectly, and we hope you will have great fun at your team event!



ANNUAL INVENTORY AT THE MAIN STORE IN HERZEBROCK

Besides the permanent inventory of the AutoStore, doing the inventory of manual sections, such as picking storage and supplies, is among the largest obstacles at the end of the fiscal year.

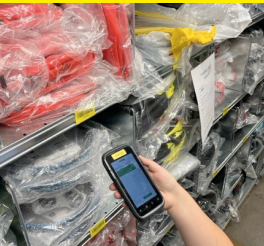
As in the stores, we need to account for every item individually. That means 75 employees took 1.5 days to clear out, count, account for and re-organize 10.155 storage compartments.

For the AutoStore, we do a permanent inventory. Hence, during the fiscal year 21/22, we drove up and inspected 110.546 compartments.

That inventory showed that, on 09/30/2022, we had 71.831 different items in stock—some in larger, others in smaller numbers. Everything adds up to 1.475.385 individual items. I think those are stock figures even Christian did not see in his wildest dreams of a tennis empire.

To give a rough overview, we evaluated a few inventory data so everyone can see how many articles we have in stock in which categories:

Clothing:	674.256 Stk.
Balls:	394.522 Stk.
Shoes:	110.532 Stk.
Accessories:	68.726 Stk.
Rackets:	65.948 Stk.
Grip tapes:	64.619 Stk.
Strings:	50.514 Stk.
Bags:	46.268 Stk.



T H E E D I T O R S

Unfortunately, Maïke is leaving our Tennis-Point editorial team. Maïke, we wish you all the best and thank you very much for your great support!

So how do we move on? Who wants to fill the gap in our editorial team?

If you are interested in joining, please do not hesitate to contact us: dieredaktion@tennis-point.de



Elke Tafelmeier



Cassandra Korth



Maïke Rabeneck



Frank Ungerechts



Lucas Roß

SUGGESTIONS OR QUERIES TO:
DIEREDAKTION@TENNIS-POINT.DE



#TEAMYELLOW CHRISTMAS PARTY

tennis-pointgmbh.pixieset.com/tennis-pointweihnachtsfeier



TENNIS POINT
Advantage You