

CLASSIC TAN ECO
REVENUE CHART PER MONTH FOR VARIOUS PERCENTAGES OF USE

PERCENTAGE USE OF CLASSIC TAN	5.00%	7.50%	10.00%	12.50%	15.00%	20.00%	25.00%	30.00%	35.00%	40.00%	45.00%	50.00%
EQUATES TO AVERAGE NUMBER OF CUSTOMERS PER DAY	2	3	4	5	6	8	10	12	14	16	18	20
CLASSIC TAN PULSE	£ 450	£ 675	£ 900	£ 1,125	£ 1,350	£ 1,800	£ 2,250	£ 2,700	£ 3,150	£ 3,600	£ 4,050	£ 4,500
TOTAL INCOME - PER MONTH	£ 450	£ 675	£ 900	£ 1,125	£ 1,350	£ 1,800	£ 2,250	£ 2,700	£ 3,150	£ 3,600	£ 4,050	£ 4,500
COST OF SALES												
Classic Tan Lotion	£ 90	£ 135	£ 180	£ 225	£ 270	£ 360	£ 450	£ 540	£ 630	£ 720	£ 810	£ 900
GROSS PROFIT - PER MONTH	£ 360	£ 540	£ 720	£ 900	£ 1,080	£ 1,440	£ 1,800	£ 2,160	£ 2,520	£ 2,880	£ 3,240	£ 3,600

For the above the following assumptions have been made.

Number of Classic Tan machines in the Salon	1
Maximum average sessions per shower per day is	40
The session charge for above is based on a charge of	£ 7.50
The average lotion cost for a treatment would be	£ 1.50