



BRILLIANTTAN™

PREMIUM SUNLESS TAN

START A BUSINESS

In-depth Spray Tanning profitability chart

Based on:	14 Tans Per 1L 70ml per spray tan	17 Tans Per 1L 60ml per spray tan	20 Tans Per 1L 50ml per spray tan
Cost per 1L solution	795	795	795
Cost per Spraytan	56,79	46,76	39,75
RSP per Spraytan	250	250	300
Working days per week	5	5	6
Working days / month	21	21	25

The first two charts below are calculated using a payment model of R250/tan, the 3rd chart is based on R300/tan.
 The average cost per spray tan application is R200-R400.
 You should get 14-20 Spray Tan per 1L Bottle Spray Tan Solution. You typically use 50-70ml of Spray Tan Solution per Spray Tan, depending on the size of your client.
 Working Time Per Spray tan: 5 Minutes to prepare your client, 5 minutes to tan, 5 minutes drying time

Tans per day	Minutes work / day	Tans / Month	Revenue	Solution Cost	Gross Profit
1	10	21	R 5 250,00	R 1 192,50	R 4 057,50
2	20	42	R 10 500,00	R 2 385,00	R 8 115,00
3	30	63	R 15 750,00	R 3 577,50	R 12 172,50
4	40	84	R 21 000,00	R 4 770,00	R 16 230,00
5	50	105	R 26 250,00	R 5 962,50	R 20 287,50
6	60	126	R 31 500,00	R 7 155,00	R 24 345,00
7	70	152	R 38 000,00	R 8 631,43	R 29 368,57
8	80	168	R 42 000,00	R 9 540,00	R 32 460,00
9	90	189	R 47 250,00	R 10 732,50	R 36 517,50
10	100	210	R 52 500,00	R 11 925,00	R 40 575,00

Tans / day	Minutes work / day	Tans / Month	Revenue	Solution Cost	Gross Profit
1	10	21	R 5 250,00	R 982,06	R 4 267,94
2	20	42	R 10 500,00	R 1 964,12	R 8 535,88
3	30	63	R 15 750,00	R 2 946,18	R 12 803,82
4	40	84	R 21 000,00	R 3 928,24	R 17 071,76
5	50	105	R 26 250,00	R 4 910,29	R 21 339,71
6	60	126	R 31 500,00	R 5 892,35	R 25 607,65
7	70	147	R 36 750,00	R 6 874,41	R 29 875,59
8	80	168	R 42 000,00	R 7 856,47	R 34 143,53
9	90	189	R 47 250,00	R 8 838,53	R 38 411,47
10	100	210	R 52 500,00	R 9 820,59	R 42 679,41

Tans / day	Minutes work / day	Tans / Month	Revenue	Solution Cost	Gross Profit
1	10	25	R 7 500,00	R 993,75	R 6 506,25
2	20	50	R 15 000,00	R 1 987,50	R 13 012,50
3	30	75	R 22 500,00	R 2 981,25	R 19 518,75
4	40	100	R 30 000,00	R 3 975,00	R 26 025,00
5	50	125	R 37 500,00	R 4 968,75	R 32 531,25
6	60	150	R 45 000,00	R 5 962,50	R 39 037,50
7	70	175	R 52 500,00	R 6 956,25	R 45 543,75
8	80	200	R 60 000,00	R 7 950,00	R 52 050,00
9	90	225	R 67 500,00	R 8 943,75	R 58 556,25
10	100	250	R 75 000,00	R 9 937,50	R 65 062,50

*Monthly Nett Profit before tax will vary depending on the overhead structure of your business and how much other products and services are sold

Tel: 022 300 0171 | info@brillianttan.co.za

www.brillianttan.co.za