# ATTIRANCE natural cosmetics

# Company



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Attirance is experienced manufacturer of natural cosmetics from Latvia (EU). Established in 2003, the company has developed more than 400 unique products with charming design and wonderful selection of fragrances. Inspired by the beauty of nature, our goal was to create natural cosmetics that combine expression of feeling beautiful and harmonious.

# Goal and vision

# Become one of the leading natural cosmetic manufacturers worldwide by 2020.

Attirance features one of the most attractive cosmetic stores and SPA salons opportunities available today.We build on long-term relationship with our partners by maximizing return of investments. Attirance has the know-how, the experience and the manpower to support franchisees in ways where others are limited.

## Presence

Present in: 49 countries.

Franchise stores: 15 countries. Master Franchises: 6 countries, 2 cities. Exclusive distributors: 3 countries.

# Testimonial

"I have been a franchisee with Attirance since 2011. I started with one store in China and am now working on my ninth store. Attirance is very dedicated to their franchisees. They work as hard for us as they do for the company stores. Their commitment to high quality cosmetic products starts at factory and continues with satisfied customers."

# Jin Lee, proud Attirance Franchisee

# Why choose us?

#### Quality

Taking advantage of nature as the main source of beauty together with innovations, we have reached the top quality of products and provided physical and emotional comfort of body care. We only select the highest quality plants, butters, flower extracts and essential oils which faithfully reflect the beauty of Attirance products.

#### Experience

Attirance is experienced manufacturer of natural cosmetics, since beginning, Attirance professional team has developed more than 400 unique products with charming design and wonderful selection of fragrances.

#### Passion

Nature inspires us with its uniqueness. We are fascinated by the diversity of shapes, colors and fragrances. We strive to see, touch and feel the magic of nature.

#### Individuality

Every customer is an individual, and we offer personal service in finding the best suited cosmetic products, inspired by the charm of nature. We aspire that each of our products is created to complement the customer and the environment, as well as to make believe that beauty has no age - it is as eternal as we create it.



# Cooperation opportunities

#### **Master Franchise**

Master Franchise means exclusive rights to develop a store and distribution network in a territory. It allows to attract business partners for Franchise store network creation in a designated territory. It is an opportunity to profit as an intermediary between: Single store Franchises; Specially selected cosmetics store chains; Cosmetics and SPA saloons; Pharmacies; Hotels.

### Franchise

We offer you the opportunity to create an Attirance store and SPA chain in your preferred location as a franchisee.

### Distribution

Become an Attirance distribution partner and sell our products to stores, Cosmetics and SPA salons, Pharmacies and Hotels.

### Wholesale

As the trade is still one of the most demanded cooperation forms in the global market today, Attirance is offering various wholesale business opportunities for the interested partners.

# Body care products

#### Body Butter, Butter Cream, Body Scrubs, Body Yoghurt, Body Lotion

Attirance body products contain the best natural ingredients to offer your skin premium care. These products are designed to nourish, hydrate and regenerate the skin, leaving it soft, silky smooth, feeling younger and more radiant.

#### Hand Cream & Foot Care Balm

The silky creams contain plant oils, butters and extracts. Thanks to these highly valuable ingredients, the creams contain a whole bunch of the vitamins and antioxidant complex you need to complete care for and protect your hand and foot skin.

#### Massage Oils

Attirance massage oils are complemented with the valuable natural essential oils for even more sensual and best massaging result.



# Bath & Shower products

## Soap, Liquid Soap

Attirance gentle soaps not only cleanses the skin, but also transforms your bathroom into a fragrant meadow, a walk by the sea or a tropical garden, a plethora of exotic aromas and colors.

## Bath Foam, Bath Milk, Bath Salt, Bubblebombs

Attirance aromatic bath bubblebombs, bath foams, milks and salts will make an ordinary bath into something special.

## Shower Oil & Gel

Carefully created selection of ingredients combined with natural oils gives your skin all the necessary nutrition and makes it look vibrant and glowing.



# Face Care products

## Eye Cream, Face Serum,

#### **Face Cream**

Attirance products blend together the most carefully selected ingredients that nature gives us. Choose Attirance face care products that suits your skin type to give your skin the best care.

## Face Exfoliator, Cleansing Foam, Face Tonic

Attirance products are full of true beauty remedies – vitamins, minerals and amino acids. Skin becomes soft, elastic, radiant and charming.

## **Aromatic Water**

Each drop of Attirance floral waters is full of the fresh dew and seem to be picked in blooming citrus gardens, lavender meadows or rose clusters.



# Hair Care products

## Shampoo

All ingredients contained in Attirance shampoos are carefully selected to cleanse, care for and treat the scalp, make hair scented, full of vitality and shiny.

## Conditioner

Attirance conditioners nourish hair, make hair easy to comb from roots to ends.

## Mask

Attirance hair masks will moisturize dry and damaged hair, give hair back the strength and leave it particularly light-feeling.

## Elixir

The hair elixir is a perfect blend of nourishing ingredients that penetrate deeply into dry or damaged hair fiber to smoothen and nourish from within.



# Men products

## Body & Hair Shower Gel

Let your natural radiance shine with our shower gel which gently cleans the skin and hairs. Unique formulation enriched with juniper fruit oil and juicy grape leaf extract gently cleanses skin and hair.

## After Shave Balm

The after-shave balm contains all the necessary ingredients for your skin care. It immediately soothes the skin, prevents irritation and tension after shaving.

## Face Cream

Moisturize, strengthen and protect your skin with the cream that contains special designed formula of natural ingredients to care for men's skin. At the same time it activates cell functions, repairs dry and sensitive skin.



# Baby Care products

## **Baby Cleansing Gel**

Specially created gel to gently cleanse your baby's delicate skin. It is made from natural foaming base which is rich in softening aloe and apple extracts.

## **Baby Butter**

Made with love form 100% natural herbal ingredients. The body butter is special product for tender loving care for your baby's skin. It soothes, nourishes and pampers your baby's sensitive skin.



# Fragrances

## Perfumes

Attirance natural perfume range for men and women has been created to celebrate the charm of nature's scents, and is made with essential oils.

## Candles

Candles — source of romantic light and warmth to create special atmosphere in any room. An element for relaxation, mediation and simply your well-being. Attirance candles give off pleasant fragrance to create the atmosphere you need.

## **Essential Oils**

Attirance essential oils have inspiring and relaxing effect on people. Their fragrances help restore emotional balance, calm down and reduce physical fatigue.



# Store



## SPA



# Investment levels

*12'000 – 20'000* €

# Franchise store (25–55 $m^2$ ): 40'000 – 75'000 €

# Franchise SPA salon (40–80m<sup>2</sup>): $30'000 - 70'000 \in$



# Cash flow\*

	1 year	2 year	3 year	4 year	5 year
Cash Inflow	2	-	2	-	-
Sales	€ 115 000.00	€ 161 000.00	€ 169 050.00	€ 174 121.50	€ 179 345.15
Total Inflow	€ 115 000.00	€ 161 000.00	€ 169 050.00	€ 174 121.50	€ 179 345.15
Cash Outflows					
Expenditure	€ 20 000.00	€ 0.00	€ 0.00	€ 0.00	€ 0.00
Indirect costs	€ 21 000.00	€ 21 210.00	€ 21 422.10	€ 21 636.32	€ 21 852.68
Direct costs	€ 67 000.00	€ 120 600.00	€ 126 630.00	€ 130 428.90	€ 134 341.77
Total outflow	€ 108 000.00	€ 141 810.00	€ 148 052.10	€ 152 065.22	€ 156 194.45
Gross profit	€ 7 000.00	€ 19 190.00	€ 20 997.90	€ 22 056.28	€ 23 150.69
Opening balance	€ 0.00	€7000.00	€ 26 190.00	€ 47 187.90	€ 69 244.18
Closing balance	€ 7 000.00	€ 26 190.00	€ 47 187.90	€ 69 244.18	€ 92 394.87

\* Approximated cash flow for a  $30 \text{ m}^2$  store

# Cash flow\*



\* Approximated cash flow for a 30  $\mathrm{m}^2$  store

# Attirance

# Use the opportunity to become a part of a global brand of luxury cosmetic products!

