



What is Sunday's?

a hard franchise organization in the Netherlands

- market leader; 63 stores
- 300,000 unique customers in 2015
- average of 5.4 visits a year per customer (6.7 in 2011)
- stands for safety, innovation and responsible tanning
- member of SVZ









How do we guarantee safety and responsible tanning?



- meeting up to EU legislation on 0.3 standard (excluding skintype 1 and < 18 year)
- mandatory training for all employees (own training facility)
- refresher training and e-learning every year
- serious customer intake with Skincheck followed by customized advice
- automatic software security when customer returns too often
- mystery shopper visit on regular basis
- hygienic tests on regular basis
- centralized control of operating hours sunbeds

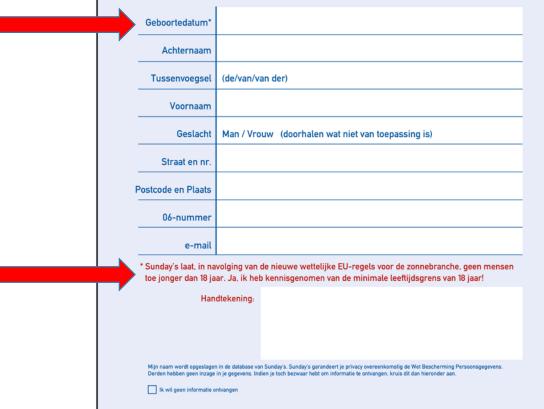
meeting up to EU legislation on 0.3 standard (skintype 1 and 18 years)



Hoogst persoonlijke klantenkaart

Deze gegevens zullen alleen worden gebruikt door Sunday's. Derden hebben geen inzage in jouw gegevens. Wat doen we er dan wel mee?

- In de eerste plaats gebruiken we je gegevens om een accurate zonhistorie op te kunnen bouwen zodat we je ten alle tijde gericht kunnen adviseren
- Verder ontvang je gemiddeld 5 keer per jaar een actie met een zonnig voordeel









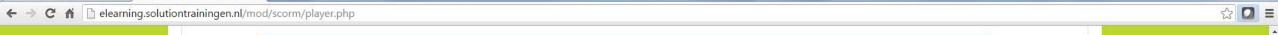


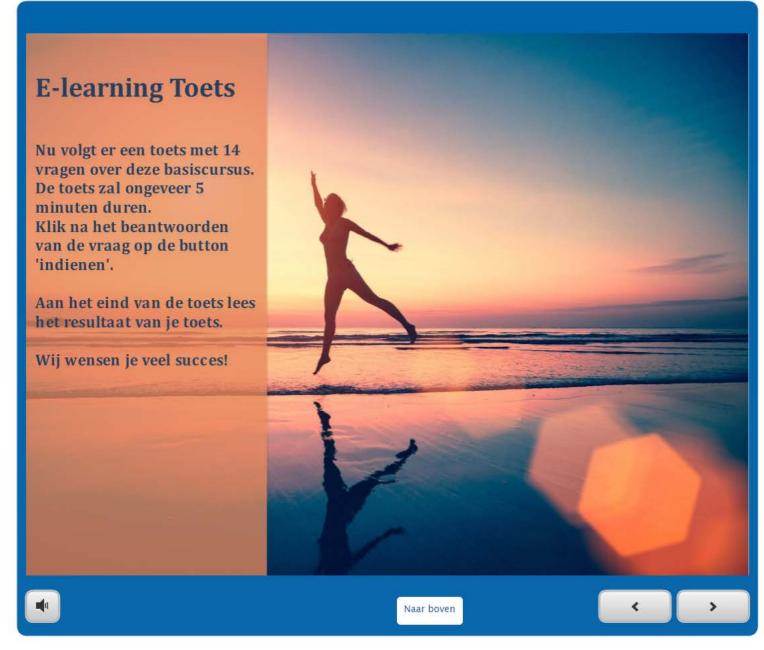
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- hygiene tests on regular basis
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Each year: 14 training days 160 employees get a certificate





Intake new customer: skincheck followed by customized advice





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- hygienic tests on regular basis



Three times per year: Mystery shopper Independent hygiene test







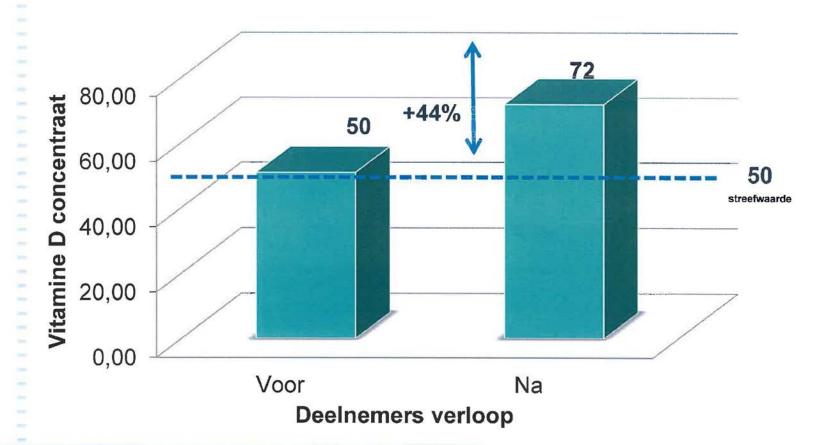
Research

- Research (2015) with MDCA (Medical Diagnostic Centre Amsterdam)
 - joint research on the effect of vitamin D levels after 5 visits at Sunday's



MEDISCH DIAGNOSTISCH CENTRUM

Gemiddelde Vitamine D concentraat voor en na de zonnebankkuur





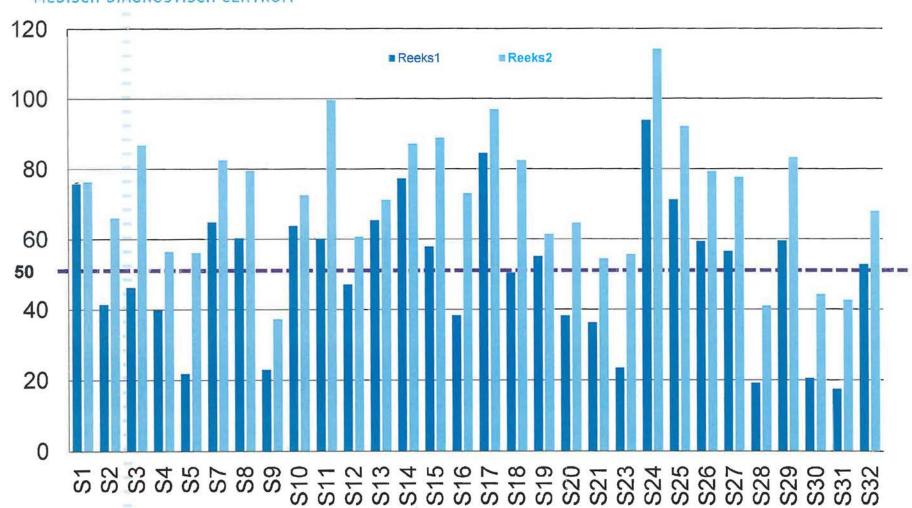


Vitamine D verloop per deelnemer

vitamine D, natuurlijk gezond

MDC = Amstelland

MEDISCH DIAGNOSTISCH CENTRUM







Research

Coming up:

- Research MS Research Netherlands, Dr. J. Smolder (C.W. Hospital Nijmegen)
 - effect UVB at low level vitamin D in relation to Multiple Sclerosis
- Research with kidney specialist Dr. M. Vervloet (VU university medical center Amsterdam)
 - is UVB an better alternative for high start doses vitamin D?

(needed for patients with kidney disease)



Point of view

 Practicing the 0.3 norm provides a safe environment for tanning (sunburn is no longer included) while it is still just enough for the natural production process of vitamin D

• We call for more enforcement rather than modifying the 0,3 standard