

The German Cosmetic, Toiletry,
Perfumery and Detergent Association

Annual Report 2018.2019



IKW 
BEAUTIFUL.LIFE.



The German Cosmetic, Toiletry, Perfumery and Detergent Association (IKW), with office in Frankfurt am Main, was set-up in 1968 and is today one of the highest-profile industry associations in Europe.

IKW supports, advises and represents the interests of more than 430 small, mid-sized and large companies from the fields of beauty and home care. The industry with approximately 500,000 associated jobs had a sales value of more than 18 billion EUR in the past year. The member companies cover about 95 percent of the market.

The products of the companies represented by IKW are used on an almost daily basis by every household. IKW satisfies the resulting need for information through its high readiness to engage in a dialogue with all stakeholders involved and hence strengthens the credibility of product-related communication concerning the use and safety of beauty and home care products.

The Association supports its members, amongst other things, through a comprehensive service at the implementation of regulations, agency services for foreign trade shows and the processing of market data. It advises within the framework of diverse trainings, seminars, events and workshops as well as through written position papers and represents the interests of member companies through a comprehensive package of PR and communication activities as well as a far-reaching network.



Dear Madam,
Dear Sir,

If there were a contest for the "word of the decade", "digital" would certainly have good chances to win a prize. Nothing has changed our life as much as the technical novelties following digitalisation. Consumers have today access to information, products and digital services anywhere and at any time – and they love these conveniences. As an industry which is particularly close to consumers, we have leveraged digital technologies at a very early stage to be able to fulfil customer wishes even better. This concerns online shopping, online communication and a variety of apps as digital service supplements to products.

An increasing number of articles "for daily use", including products for beauty care and home care, are no longer sold over the counter or cash desk, but through the hands of parcel carriers. Last year, the online sales revenues for this category of goods alone grew by an impressive 13%. At the same time communication with consumers has changed. From precision advertising to influencer marketing, contacts with customers are more diverse, individual, faster –i.e. more digital.

On the internet or in the store: consumers continue to like spending money. Last year already domestic demand proved to be a support for the general economic development, as is also reflected by our statistics. Beauty

and home care products generated sales revenues of EUR 18.6 billion in Germany and a growth of around 2% which was significantly above the general economic development of 1.5%. And for the current year, too, the economic framework conditions allow for the anticipation of an ongoing favourable consumption climate. This is, more particularly, underpinned by the very robust labour market with 45 million gainfully employed persons and increasing net incomes. Despite negative international influences such as Brexit and threatening trade conflicts, we remain optimistic for 2019: for our two sectors we expect a further increase in sales revenues of 2%.

The high consumer trust and confidence, which is also translated into a corresponding disposition to buy, is not self-evident. It must be gained every day anew by responsible acting. Example environmental protection: We took measures in our industry at an early stage to replace plastics particles in rinse-off products such as peelings or hand wash pastes by more environmentally friendly / alternative ingredients.

And this, although these products had compared to other sources, such as tyre abrasion, only a minimum share in the input into the environment. The initiative which was taken on a voluntary basis and is by now implemented to a large extent throughout the industry is the result of a direct dialogue with the German government and administration. And it clearly underlines our profile as a sustainably acting industry.

Pool the interests of the member companies and obtain good results in a dialogue with stakeholders – that's the central task of IKW. A focal point is the personal contact to public authorities, policy makers, scientists, associations and social influencer groups. The list of appointments for our expert team in Germany and abroad is long. However, the enormous commitment pays off: in particular, when there is a frequent public debate about biased or wrongly presented topics such as the safety of ingredients, IKW has secured an excellent reputation for itself through competent, objective and open communication. In this way it supports and relieves its member companies in their own stakeholder communication.

A major step forward in the digital consumer education about cosmetic products is the free of charge app COSMILE, which was published last year as a manufacturer-neutral and advertising-free knowledge portal. Consumers can use it to scan product barcodes and obtain reliable and neutral product information. As opposed to comparable apps on the market, consumers can rely on COSMILE having received the lists of ingredients from the manufacturers so that their up-to-dateness is ensured. The information on the ingredients is, moreover, based on scientifically founded data and permits a neutral assessment of the products. Moreover, the app facilitates product selection for consumers with intolerances to certain ingredients. Many IKW companies have already made available their product data for COSMILE. I consider this to be an enormously valuable contribution to consumer education, consumer protection and transparency.

As far as washing, cleaning and caring are concerned, product safety is likewise permanently in the focus of the IKW activities. The fact that consumers can rely on the extremely high safety standards of our industry is convincingly proven by current statistics: during the period from 2006 to 2017 manufacturers were merely informed of two medically confirmed cases of allergies and seven medically confirmed cases of skin and mucous membrane irritations for one billion of packages sold. A special focus of our Home Care Department is the educational work for parents to avoid accidents involving infants with detergents and cleaning agents, i.e. accidental ingestion. In co-operation with the German Confederation of Paediatricians and Young Adult Doctors as well as the Federal Working Group for More Safety for Children, IKW addresses the parents with targeted information and tips. In 2018, for instance, with a flyer in

paediatrician practices and with a brochure inserted into the magazine "Leben & erziehen".

50 years of IKW were also an occasion for us to look particularly far ahead into the future. Replies to the questions as to which trends will become particularly important for our industry and for our trade partners have been elaborated by social science researchers of the Frankfurt-based zukunftsinstitut and taken into account in the IKW Future Study. The most important finding: there will not be one single megatrend. The world will rather become increasingly multi-layered and will partly be strongly marked by contrasts.

Whatever the future will hold, there seems to be no doubt that it will happen online. The incentives for young people to stage themselves partly with a major effort on Instagram & Co has been researched for us within the framework of the in-depth psychological representative study "Selfies Undisguised". According to these findings, the appearance and the staging of mobile phone photos is particularly important for young people to enter into contact with themselves and with others in a controlled manner. Cosmetics help in this connection to pose skillfully in front of the camera and feel at ease. The study deepens central findings of the large-scale IKW youth study "Youth Undisguised" of 2016.

My personal "selfie" of the cosmetics, toiletry, perfumery and detergent industry 2019 shows an attractive, mature personality who looks much younger than she is. Curious, creative and excited about the digital opportunities. But still also personal, open and communicative. I am convinced that we will continue to strengthen our role as an effective and responsible companion of people every day during the 51st year of our existence, too.

Yours sincerely



Georg Held
President
The German Cosmetic, Toiletry,
Perfumery and Detergent Association



Contents

Situation p04




 Economic Development p08

- ↳ Beauty Care Product Market and Home Care Product Market
- ↳ Market Conditions
- ↳ Outlook

 Beauty Care p24

- ↳ Cosmetics Legislation
- ↳ Product Safety
- ↳ Cooperation
- ↳ 20 Years of Safety Assessor Courses
- ↳ The IKW Youth Studies

 Europe p36

- ↳ "Quo Vadis, Europe?"
- ↳ Reception at the European Parliament
- ↳ Our Activities in Europe




 Interdisciplinary Activities p14


- ↳ Medium-sized Businesses
- ↳ International Business
- ↳ Press & Press Feedback
- ↳ Further Activities
- ↳ Packaging
- ↳ Anniversary
- ↳ Future Study

 Home Care p30

- ↳ Accident Prevention
- ↳ Product Safety
- ↳ Sustainability
- ↳ Technical Topics
- ↳ Public Relations
- ↳ Legal Regulations

 List of Members p40

- ↳ Members
- ↳ Corresponding Members
- ↳ Memberships / Cooperations

 Office p48

- ↳ Management and Administration
- ↳ Beauty Care Department
- ↳ Home Care Department
- ↳ Law and Packaging Department

Imprint p49





Economic Development

Beauty, wellbeing and desire for a neat home constitute the fundamental needs of consumers.

The member companies of the German Cosmetic, Toiletry, Perfumery and Detergent Association have placed these needs centre stage in view of their activities and satisfy them with high-quality and responsibly manufactured products. Beauty care products help contribute towards remaining well groomed and healthy. Home care products support cleaning and care e. g. at home, for clothes, shoes and cars and not only help to preserve their value but also create an atmosphere in which people feel at ease and healthy. And in addition beauty care and home care products fulfill dreams and ensure recognition and self-confidence, as confirmed by market research.

The high acceptance of products amongst consumers results in permanently rising consumption spending and turns the products of the beauty care and home care industry into an important pillar of private consumption in Germany. During the past years sales revenues were significantly rising to more than EUR 18 billion.¹

The two product segments beauty and home care were again major drivers of domestic demand. Every eighth euro is currently spent on beauty and home care in the German food retail trade.

This means that the German market is by far the largest in Europe for these products.

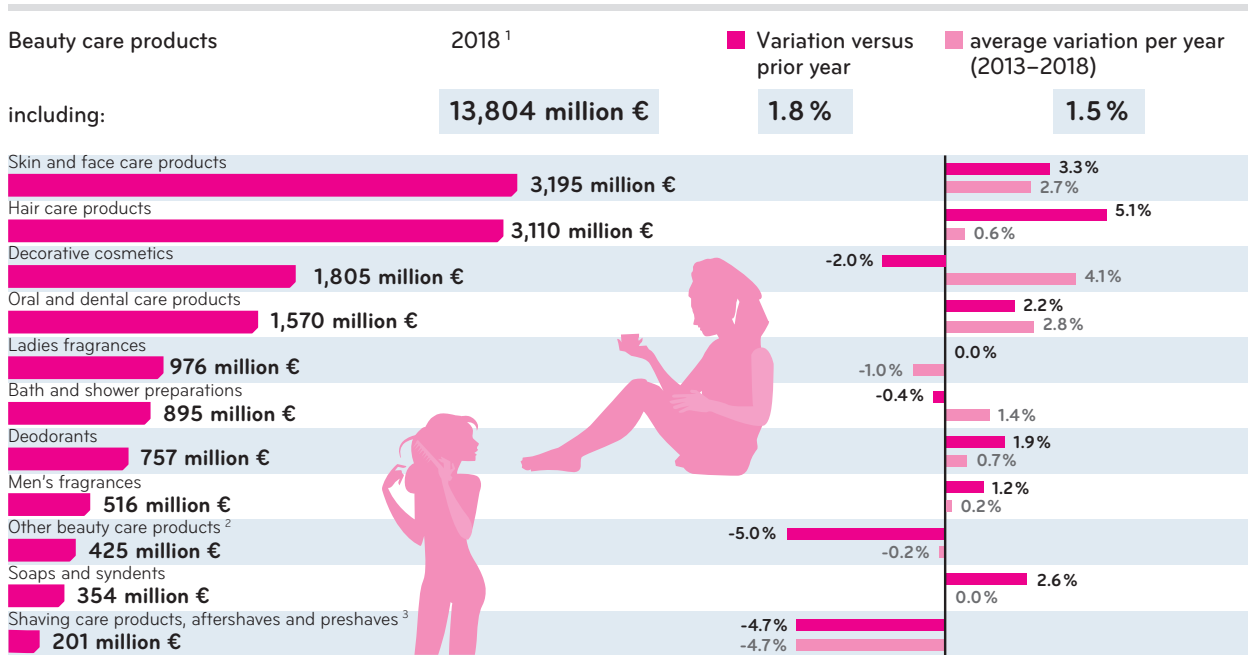
“The German market for beauty and home care products is the largest in Europe. Despite difficult framework conditions, the companies are optimistic that the existing growth rate of about 2% can be continued in 2019 due to the high innovative strength.”

Thomas Keiser, IKW Director General



¹The 2018 market figures are based on a projection of IKW based on data of IRI Information Resources GmbH

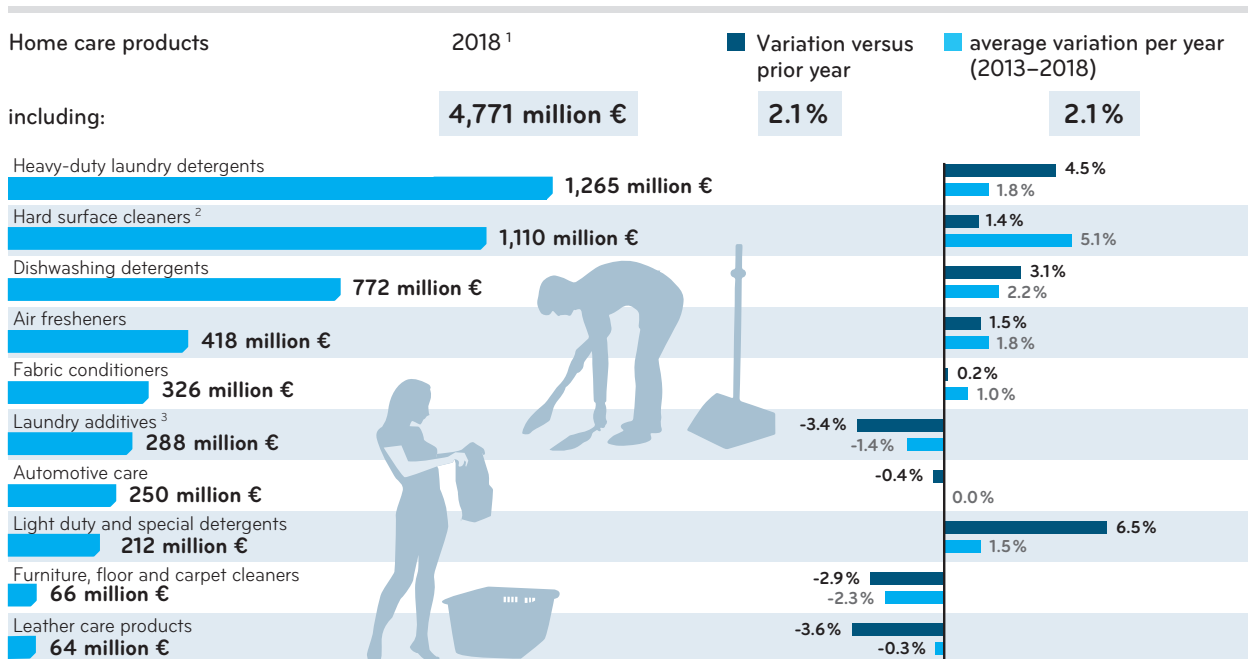
BEAUTY CARE PRODUCT MARKET GROWS CONTINUOUSLY



Market figures beauty care: Status 6 December 2018

¹ Projection of IKW based on IRI data Jan – Sept 2018 and member information; ² Foot care products; Depilatories; Baby care products excl. shampoo / bath & shower / soaps; ³ Ladies and Gents © IKW

HOME CARE PRODUCT MARKET WITH SIGNIFICANT GROWTH



Market figures home care: Status 6 December 2018

¹ Projection of IKW based on IRI data Jan – Sept 2018 and member information; ² Bathroom, sanitary, glass, window, household cleaning agents; drain cleaning agents, special cleaning agents (oven, limescale, metal); ³ Stain removers, waterproofing products, pre-wash additives, soaking agents, bleaches, starches, ironing aids, textile dyes and dye removers; WC cleaning agents and stones; © IKW



Beauty Care and Home Care Product Market Germany

The sales revenues from beauty care products increased again in 2018, this time by EUR 240 million to a total of EUR 13.8 billion and hence by 1.8%.

The positive development is based, amongst other things, on high-quality launches to cover new consumer needs.

The largest category, skin and face care, has grown by 3.3%, mainly triggered by the demand for face masks. The highest growth rate is recorded with 5.1% by hair care, supported by new, more valuable product variants and an extension of the distribution of individual brands.

Like in the previous year, mouth and tooth care has grown its sales revenues through new toothpaste premium products. The growth for beauty care products was primarily achieved in the trade channels drugstores, pharmacies and discounters.

The largest sales channel remains the drugstore market with little less than half of the sales revenues which outperformed the overall market with a growth rate of 2.1% and was able to further extend its market position. Pharmacies, too, had again a positive development with +2.8%.

The total sales revenues of detergents, cleaning and care products for private households rose in Germany by 2.1% or EUR 100 million to EUR 4.8 billion in 2018. Brands developed better across all categories than the private labels.

The most important category Detergents has grown in sales revenues by 4.5%. Apart from liquid detergent concentrates, premium fabric conditioners as well as detergent (fragrance) pearls or granulates contribute to the positive development, amongst others.

Cleaning agents, including the segments WC cleaning agents, household cleaning agents, bath cleaning agents and also dishwashing agents, show positive sales revenue impulses. All essential distribution channels, except brand discounters, were able to report a positive development.



Market Conditions



Despite political risks, the consumer enthusiasm of the Germans “continues to be unbroken” according to the GfK market researchers.



**“Beauty and home care products grow in the high-street stores and online. Around 15% of the consumers in Germany buy care products already today online.”
(IRI Shopper Survey)**

Christoph Knoke, Managing Director,
IRI Information Resources

Private consumption made an essential contribution towards the good economic development.

The IKW member companies secured with high investments into the development of innovations and competition activities once more a stable market growth in beauty and home care.

On the market for beauty care products, drugstores remain by far the most important and increasing sales channel. But also brand discounters are significantly growing. By contrast, the traditional food retail trade and classical discounters are partly losing significantly in importance.



Outlook

In 2018 the markets of beauty and home care products grew again by 1.9% in Germany.

The innovative products which are indispensable in daily use from the industries represented by IKW as well as the stable consumption climate were the underlying drivers. "It was not easy because it was genuinely difficult!" This quote by the German ski racer Josef "Pepi" Ferstl after his first victory on the famous Streif in Kitzbühel in January 2019 is nonetheless suitable to describe the complex market situation for beauty and home care.

In 2019 the business community and policy makers are again facing major challenges. Both the domestic and the foreign trade must assert themselves in an increasingly turbulent environment. International protectionist tendencies and higher demands on environmental protection are also burdening the economic development. The IMF is lowering its growth forecast for the world economy because the economists have identified various risks for the general economic development. They believe that Germany will be particularly hit in this connection. The trade conflict between the USA and China, the new diesel emission standards, the nervousness on the financial markets and the unclear political situation in the UK, Italy and Turkey are,

according to some economists, economic brake pads. The domestic demand continues, however, to generate a lot of hope. The foreseeable constantly low interest level and the high consumption tendency of the consumers lead at present to the anticipation of an albeit slightly weakened but nonetheless altogether still positive development – at least for the fast-moving consumer goods.

IKW expects competition amongst its member companies to continue to become more intensive in 2019 as well. This will certainly also lead again to innovations with a relevant added value for consumers. According to the IKW sector survey conducted in December 2018, 46% of the participating member companies plan major investments and 74% expect a good to very good market development for 2019. Consequently, IKW expects for 2019 a market value growth by approximately 2%.

Nonetheless, the companies face essential challenges. The preservation of margins is identified as the most important challenge for the coming year, and approximately one-third of the companies are concerned about complicated regulations and a scarcity of skilled labour. Bloomberg Business Week wrote about the situation in Germany: "It seems as if Germany experienced the last days of an era. There is change in the air for which nobody seems to be prepared."

IKW FORECAST 2019: THE BEAUTY AND HOME CARE INDUSTRY CONTINUES TO MAKE AN ESSENTIAL CONTRIBUTION TO A STABLE ECONOMIC DEVELOPMENT¹

MARKET DEVELOPMENT

74% of the surveyed companies assess the market development as "good / very good"



INVESTMENTS

46% of the surveyed companies expect larger investments



IMPORTANT CHANNELS

- E-commerce
- Drugstores
- Discounters
- Supermarkets



CHALLENGES (IN %)



¹ Source: IKW Industry Trend 11/2018



Interdisciplinary Activities



Medium-sized Businesses

Medium-sized businesses have traditionally had a particularly high standing within IKW. The conferences for medium-sized businesses, which are staged twice a year, play a central role for the Association's activities in this field. These conferences deal intensely with the focal issues, which are relevant for medium-sized businesses.

During the conferences interesting speakers present important findings on current business issues. Exciting insights were, for instance, provided recently by Christian Lindner (FDP – Free Democrats), Christoph Werner (dm), Raoul Roßmann (Dirk Rossmann GmbH), Christian Wulff (Former Federal President) or Sascha Lobo (Blogger). Beyond the meetings, IKW offers workshops such as on Category Management and supports members in their foreign business.

“Associations are mediators – between industry, politics, authorities and the public. They therefore make an important contribution to society.”

Christian Lindner, Federal Chairman of the Free Democrats and Chairman of the FDP Faction in the German Bundestag



“IKW is especially for us entrepreneurs the most important association. The strength of IKW is also reflected by the fact that high-profile politicians and tradingpartners give lectures at the conferences and discuss with the medium-sized business. The meanwhile always more than 100 participants show the high interest in IKW.”

Heinrich Beckmann, Chairman of the IKW Medium-sized Business Committee, delta pronatura Dr Krauss & Dr Beckmann KG





International Business

IKW has been promoting the international commitment of its member companies through the application for and implementation of foreign trade fairs since the mid 90s. These support, more particularly, the medium-sized businesses in generating growth outside the German boundaries. IKW applies, for instance, for support of the Federal Ministry for Economic Affairs in view of the foreign trade fair attendance of medium-sized member companies outside the European Union. These "German Pavilions" enable the companies to present themselves and their products on individual company stands. The exhibiting companies are integrated into the infrastructure of a German community stand and can promote themselves under the still recognised quality promise "Made in Germany". Furthermore, they benefit from extensive assistance and guidance and a joint information and service point on site. In addition there is a broad portfolio of supporting measures such as press conferences, incentive events for fair goers, audio-visual advertising material, customer

introduction and visits of official German representatives at the trade fair stands. Moreover, online appearances tailored to the respective trade fair are offered for preparation and processing purposes. Exhibitors, journalists and interested professional visitors can continue their exchange under www.german-pavilion.de.

IKW is currently active at the following trade fairs: Beautyworld Middle East in Dubai, China Beauty Expo in Shanghai, Cosmoprof North America in Las Vegas, Belleza y Salud in Bogota, InterCHARM in Moscow as well as Cosmoprof Asia in Hongkong.

In addition to the trade fair activities, IKW initiates market development measures for prioritised export regions such as Chile, Taiwan or Australia in co-operation with the Federal Ministry for Economic Affairs. Furthermore, IKW issues the free sales certificates for the export business.



China Beauty Expo Shanghai, 22–24 May 2018



Press & Press Feedback



IKW business press conference, 6 December 2018, Frankfurt am Main

The industry represented by IKW is one of the few sectors which publishes an estimate about sales revenues and the market development for the full year during the current year.

These forecasts are supplemented in quantitative and qualitative terms by data of the market research institutes IRI Information Resources and the Gesellschaft für Konsumforschung GfK. During the business press conference taking place at the end of each year IKW presents these industry forecasts to the public.

Media as mediators of society are an important partner. Apart from the business press conference, IKW offers the press many occasions and impulses on beauty and home care such as round table discussions and workshops on future trends. Since 2018 IKW has been enhancing its online presence with the twitter channel [@IKW_org](https://twitter.com/IKW_org).

Moreover, the competence partners Beauty Care and Home Care within IKW answer questions on skin and

hair care, beauty and self-confidence as well as hygiene and cleaning. With publications in print and online media as well as radio and TV features, IKW generates a significantly broad impact with several hundred millions of contacts per year.

“IKW speaks for an industry with products which accompany people very closely in their everyday life. IKW stands in particular for transparency and readiness to enter into a dialogue. It always argues on the basis of facts. This creates trust.”

Gabriele Hässig, IKW Vice President,
Procter & Gamble Service GmbH





← 20 years continued education for safety assessors – a success story, DGK / IKW Scientific Symposium, 11 April 2018, Frankfurt am Main



↑ Trade fair China Beauty Expo, Award presentation, 22 May 2018, Shanghai



↑ European Commission, Joint Research Centre, 22 June 2018, Ispra

IKW Seminar Kosmetik und Recht (Cosmetic and Law), 08 November 2018, Munich; Speakers



→ Cosmetics Europe AAM Meeting, 12 September 2018, Berlin



→ IKW ALB Workshop 11 February 2019, Frankfurt am Main; Speakers



↑ Visit of a delegation from Botswana and Namibia on "Extension of the Domestic Value Creation Chain", 10 April 2019, Berlin



← Business initiation trip to India, Ministry of Health, March 2019, Delhi



↑ VCI Parliamentarian Evening, 03 April 2019, Berlin; Nicole Beer, MP and Secretary General FDP (Free Democrats), Thomas Keiser, IKW





← Indonesian Business Forum Cosmetics & Cleaning, 08 November 2018, Jakarta, Indonesia; Katarina Büssgen, BMWi (Federal Ministry of Economic Affairs and Energy) Market Development Programme, Jan Bietendorf, BMWi South East Asia, Thomas Keiser, IKW



→ A.I.S.E. COMMSNET Meeting, 12 December 2018, Frankfurt am Main

→ VhU Business talk "Digitalisation", 01 April 2019, Frankfurt am Main; Thomas Keiser, IKW, Dr Helge Braun, Federal Minister for Special Tasks and Head of the Federal Chancellery



← Annual meeting of the Society for Clinical Toxicology, 16 November 2018, Vienna; Dr Bernd Glassl, IKW



← Round table talk Statistics to be Challenged – without Mathematics, 19 February 2019, Hamburg

→ IKW Board meeting, 06 March 2019, Frankfurt am Main



→ Brexit Working Group, Hessian Ministry of Economic Affairs, 21 February 2019, Wiesbaden; Axel Henkel, Department Head, Dr Philipp Nimmermann, Secretary of State, Thomas Keiser, IKW



→ VCI Information event Registration of Formulations; 11 September 2018, Frankfurt am Main



← IKW Council of Elders, IKW General Assembly, 03 May 2018, Frankfurt am Main



Further Activities

Beyond meetings and international trade fairs, IKW offers its members a broad range of additional services. These include, amongst other things, scientific-technical information events and workshops as well as a comprehensive collection of technical information on the IKW extranet.

Furthermore, IKW is an appreciated contact and interface between public authorities, consumers, media and industry.

All this leads to a high satisfaction of the member companies within IKW.

Packaging

In early 2018 the European Commission submitted a "European Plastics Strategy" according to which all plastics packages on the EU market are to be recyclable by 2030. At the same time, the Commission called for commitments concerning the increased use of recycled plastics materials. This strategy is supported, amongst others, by a voluntary initiative of the international detergent, care and cleaning association A.I.S.E. which was presented in late 2018 to the public. Within the framework of this initiative, the member companies from the field of Home Care undertake to improve the recyclability and use of recycle in their plastic packages.

IKW had already supported within the framework of the consultations on the German Packaging Act the promotion of the use of recyclates to produce new

packages. On the basis of this new law, an ecological design of the participation fees for the dual systems also favours packages which can be particularly easily recycled. In order to define a uniform framework for the measurement of this recyclability the Packaging Act provides for the annual publication of minimum standards by the Central Office for the Packaging Register. With an "orientation aid" published at the end of 2018, first criteria for the measurement of the recyclability of packages were defined. A presentation made within the framework of the IKW event "Kosmetik und Recht" (Cosmetics and Law) in November 2018 showed with illustrative examples the possible improvement of recyclability of cosmetic packages. This presentation was received with a high interest by representatives of our member companies.



Anniversary

2018 was the year of the 50th anniversary of IKW. Under the motto **BEAUTIFUL.LIFE.** many guests celebrated in a grand setting the professional association work with numerous association activities and topics during the past five decades.

The declaration of foundation of 1968 stated already: "The association considers one of its main tasks to be

the creation of the best possible prerequisites for its member companies to seize their opportunities on the large European market."

The successful development of the association and the high satisfaction of its members speak for themselves: the number of 106 member companies in the foundation year 1968 has been increased by the quadruple until today – at present there are more than 430 members who have joined IKW, and the development continues to be positive. Today IKW is a highly estimated contact for the main stakeholders.

Figures, Data, Facts – IKW in 2018



37
IKW events

+33

events with IKW participation



a total of

1000
participants



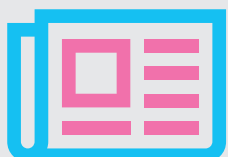
in **14** countries
around the world



200⁺
media enquiries
answered



member news on
scientific, legal and
economic topics



Mention in more than
14.000
articles



Reach of
944 Mio
Contacts



EUR 50 B
advertising value



On the occasion of the 50th anniversary of IKW the Frankfurt-based zukunftsInstitut conducted a study on the question: "Which mega-trends influence beauty care and home care?"

Megatrends are the cornerstones of trend and future studies and describe

epochal changes that extensively affect our society, economy and culture. Taking care of one's body and feeling beautiful is a natural need. And Home Care is part and parcel of our everyday life. Will this change in future?

What will products look like with which we will take care of ourselves and our homes in future and what trends will persist over the next years? The zukunftsInstitut researched on behalf of IKW the change which will apply to our needs, lifestyles and ambitions and the impact this will have on the future of beauty and home care.





The new beautiful

The trend study shows that beauty care will be exposed to two strong and contrasting trends in future. Whether the trend to increasing perfection will be strengthened or whether individuality and authenticity will make their way, is investigated by the study in the same way as the role of digitalisation and demographic change. All changes are placed into a context with the major megatrends of our times and show the direction in which cosmetics will develop during the next 50 years.

The new clean

The trend study identifies potentials of future changes in the household and provides an outlook on how the reach of technology in everyday life and the change in gender roles will mark this development. What is the relevance of smart homes, apps and machines? What will in future also be a "man's affair"? What does this mean for the products around home care? The study provides surprising answers to these questions and redefines the significance of homecare as part of the quality of living.

The study is published under www.ikw-zukunftsstudie.org
English translations of the summaries are available.





Beauty Care



Cosmetics Legislation

The legal background

Cosmetic products are EU-wide regulated in the EC Cosmetics Regulation. This law contains a lot of requirements for cosmetic products sold in the European Union. The competence partner beauty care within IKW is very much involved in activities on the cosmetics legislation.

The EC Cosmetics Regulation consists of different requirements which have to be fulfilled by each cosmetic product marketed in Germany. Only products which are in conformity with the definition of cosmetic products described here can be assessed and marketed as such. Furthermore the legislation contains an obligation that all cosmetic products available on the market which, when used under normal or reasonable foreseeable conditions of use, are safe for human health.

Responsible person

For each cosmetic product placed on the market, a responsible person established within the EU must be designated. This company must be disclosed on the packaging of the products and is responsible for ensuring that only products which are safe for human health are

placed on the market. There is no mandatory approval.

Compliance with the legal provisions by the responsible person is subject to verification by the competent surveillance authorities.

In the event of contract manufacturing or imports from countries outside the EU the responsible person indicated on the packaging is responsible for the product vis a vis the legislator and more particularly for the presentation and composition as well as compliance with duties of notification. In the event of imports from third countries it is also necessary to ensure the availability of labelling elements which are relevant for safety on the

“The cosmetics companies represented within IKW manufacture safe and effective products for consumers – regardless of whether they are natural cosmetics or conventional cosmetics.”

Birgit Huber, Head of Department
Beauty Care within IKW





Cosmetics GMP

Furthermore cosmetics-GMP is requested for manufacturing cosmetic products.

Labelling in German language

Besides these requirements the EC Cosmetics Regulation contains a lot of other regulations such as for nano-materials, CMR substances, notification to the Cosmetic

Products notification Portal (CPNP), reporting of the very rare cases of serious undesirable effects, claim substantiation of cosmetic products, positive lists and banned substances and many more. It is of importance to know that the labelling requirements for products sold in Germany have to be in German language. IKW has published an information for producers and distributors of cosmetic products on its website under the following link: www.ikw.org/ikw-english/beauty-care-topics/detail/general-information-for-manufacturers-and-distributors-of-cosmetic-products-in-germany-overview-of/

Product Safety

Cosmetic products have a high level of safety and compatibility. Nevertheless even under correct use, individual intolerances such as minor skin irritations or allergic re-

actions, can occur. According to a survey done by IKW since 1976, there are only 1,3 cases of health-related intolerances per 1 million sold cosmetic product packages.

Cooperation

IKW is also active in collaboration with other institutions in Germany, like dermatologists, pediatricians, consumer associations, hair dressers, beauticians and many more.

In regular meetings IKW tries to identify common interests and publish a common position. IKW has commonly published a leaflet on internet sales of cosmetic products.

20 Years of Safety Assessor Courses



A success story

How do safety assessors ensure that cosmetic products are safe in terms of health? How are the methods for the scientific assessment of contact allergies to be classified? And – which alternative methods to animal experiments are available for the safety assessment of cosmetic products? These are only a few of the highly complex issues which were presented by renowned experts from Germany and abroad at the scientific symposium “20 years of education for safety assessors”, to which IKW and DGK invited. More than 130 safety assessors accepted the offer to have an interdisciplinary, intense exchange on current issues in the field of safety assessment.

In order for consumers within the EU to be able to rely on cosmetic products being safe, the work of the safety assessors is indispensable. They are the experts who are in charge of safeguarding that cosmetics comply with all demands imposed by legislation. A demanding mission which requires knowledge from different disciplines such as chemistry, toxicology, dermatology and cosmetics law. Regular continuing education which keeps the safety assessor always on the most recent state of science and legislation is a must.

This work has been performed for 20 years for DGK and IKW with their offering of continuing education courses which are regularly attended by many safety assessors



Speakers at the safety assessor symposium*

and are completed with a certificate. Birgit Huber, Head of the Competence Partner Beauty Care within IKW: “We are pleased that the offer of the different course modules has been accepted so well by the safety assessors during the past 20 years, because continuing education in this field is very important. We will continue to work in future on the courses taking place on a very high level and representing a genuine support for the safety assessors.”

“The safety assessor courses provide the indispensable basic knowledge for the competent assessment of the safety of cosmetic products.”

Prof. Dr Gerhard Eisenbrand, University of Kaiserslautern, Senior Research Professor (retired) and Chairman of the Cosmetics Commission at BfR



*Front row (from left to right):
Dr Gerd Mildau, Chemical and Veterinary Surveillance Authority, Karlsruhe; **Dr Andreas Butschke**, Federal Office of Consumer Protection and Food Safety (BVL), Braunschweig; **Prof. Dr Johannes Geier**, Information Network of Departments of Dermatology (IVDK), University Medical Center, Göttingen; **Prof. Dr Vera Rogiers**, In vitro Toxicology and Dermato-Cosmetology (IVTD), Vrije Universiteit Brussels; **Dr Hartmut Schmidt-Lewerkühne**, President DGK e. V., Thannhausen; **Dr Anke Meisner**, Federal Ministry of Food and Agriculture (BMEL), Berlin; **Britta Klebon**, DGK e. V., Thannhausen; **Dr Rob Taalman**, Cosmetics Europe, Brussels

Top row (from left to right):
Prof. Dr Gerhard Eisenbrand, Senior Research Professor (Retired) Food Chemistry & Toxicology; **Prof. Dr Lothar Motischke (retired)**; **Birgit Huber**, Deputy Director General IKW e. V., Frankfurt am Main; **Dr Annegret Blume**, The German Federal Institute for Risk Assessment (BfR), Berlin; **Prof. Dr Walter Sterzel**, University Duisburg-Essen; **Dr Bart A. Heldreth**, Cosmetic Ingredient Review (CIR), Washington, D.C.

IKW and DGK attach a particularly high value to the selection of speakers and ensure that experts from universities, public authorities and industry pass on their expert knowledge to the safety assessors. Concerning the offer of continuing education, it is, moreover, ensured that the contents are practice-oriented and imparted in an intuitively accessible manner. This helps the safety assessors at the implementation in their everyday work. And public authorities appreciate the continuing education events in the same way, since this allows them to judge the work of the safety assessors even better and engage in further education themselves. Another benefit of the events is the direct personal exchange with other colleagues and experts who can help in dealing with issues.

For some time already, the continuing education programme has also been available in English. This means that safety assessors from outside Germany can likewise benefit from the continuing education offering of DGK and IKW. The training is now offered as webinars.

The IKW Youth Studies

Young people are currently struggling with uncertainties – not only due to their unusual mood swings and burgeoning sexuality. On a social and familial level, they likewise experience sort of a loss of control. To counter this uncertain basic feeling, young people try to strengthen their self-confidence and regain control over their own life. To this effect, they develop their very own strategies, which have been decoded by Lönneker & Imdahl rheingold salon on behalf of IKW in two in-depth psychological-representative studies.

Youth undisguised

A study on the development of self-esteem in adolescents and young adults aged between 14 and 21 years. What role is played by a neat appearance for adolescents and young adults? What influence does taking care of their appearance have on the self-esteem of young people? And in how far can cosmetics and beauty products support young people in their self-discovery? The first in-depth psychological-representative study on the transition to adulthood provides answers to these exciting questions.

Some highlights of the results (read the full study under www.ikw-youthstudy.org)



- Young people prefer to let their appearance "talk": 73% of the polled young people consider body and beauty care to be "very important" in their life.
- They hope for a more stable life, and at least their appearance should not suggest that their life has had a chaotic course.
- An astonishing insight: According to the study, there is no marked middle range. The young people either experience a lot of uncertainty or a lot of over-protectedness.
- The young people today experience the loss of control on at least two different levels:
 - On the personal level: As a result of puberty itself – and partly as a result of their personal family circumstances.
 - On a cultural and social level – not only insecure political situations, but also too many degrees of social freedom create uncertainties.
- Young people invest much more in their appearance than in the past. Creating an attractive appearance is a good method to get in or take back control.
- The internet is the primary source for advice on the use of cosmetic products.
- For young people cosmetic products are self-chosen companions in the development of their self-esteem. Products which help to get to grips with the imponderable and uncontrollable are particularly relevant for their self-esteem.



Selfies undisguised

A study which deals with the phenomenon of selfies and asks why young people take selfies and why a whole generation defines itself through selfies. Why are young people on the one hand embarrassed by selfies and why do they make an enormous effort, on the other hand, for the perfect picture to be created at the end of the day? What is the role played by recognition?

Some highlights of the results (read the full study under www.ikw-youthstudy.org)

- 85% of the young people take selfies. However, only 27% admit that selfies have a central significance for them. The in-depth psychological survey brings the whole truth to light: for most of them, selfie making is first embarrassing. Therefore they reinterpret the pictures by stating "I do not take selfies, these are portraits."
- A selfie records a moment for later – one wants to remember the alleged experience. Many young people no longer dare to deal with the immediate happenings. 66% appreciate in particular that through the subsequent viewing of their selfies they actually realise what they experienced. When looking at the selfies, one does not remember the actual experience but what one would have liked to experience. Young people can define through selfies what they want to experience and how they want to be.
- Before a selfie is posted, it must be perfect. Nothing is left to chance. It is paradoxical to observe that naturalness is desired by boys and girls – but is first constructed in a sophisticated process by styling and makeup.

Insta Undisguised

The third in-depth psychological-representative study by Lönneker & Imdahl rheingold salon on behalf of IKW deals with the relationship of Generation Z with Instagram. What is so fascinating for young people about this social media platform that they can hardly imagine a life without Instagram? What role do the perfectly structured posts and the application of cosmetic products play for the



self-finding of the young people? Within the framework of the in-depth psychological-representative study these questions were examined in detail.

Some highlights of the results (read the full study under www.ikw-youthstudy.org)

- On Instagram the young people stage an ideal world which allows an escape from the negative and evil of reality. Instagram is the most harmonious platform on the internet. Everything is to be #beautiful and #inspiring. The evil world events stay outside.
- In addition to fundamental narcissistic tendencies, young people today like to show what they have. On Instagram there is a clear desire for showing and looking. In particular, female exhibitionism, which anyway was always more accepted by society than the male one, can be acted out on Instagram.
- Despite their "admission of addiction", inspiration by Instagram is a central topic. Without Instagram young people feel less alive (Latin inspirare = breathe life into) – for some it might even seem like a death penalty. Many young people only find their identity through Instagram. Their self and self-esteem is digital.

FACTS ABOUT THE STUDY:

Within the framework of the qualitative surveys, group discussions and individual in-depth interviews were conducted with altogether 100 adolescents and young adults aged between 14 and 21 years. For the representative quantitative surveys 3,060 adolescents and young adults aged between 14 and 21 years were interviewed.



Home Care



Accident Prevention

IKW has prepared a flyer together with the Federal Working Group (BAG) More Safety for Children which provides parents of infants with important tips to prevent accidents with detergents and cleaning agents, such as accidental ingestion. The Confederation for Paediatricians and Youth Doctors (bvkj) informs paediatricians about the information sheet made available free of charge by BAG. The flyers can be passed on through the paediatric practices to the right target group at the right time. This is carried out as a rule within the framework of the preventive examination U5 in Germany for infants aged approximately half a year before they can explore their environment through crawling or standing up.

Moreover, BAG and IKW elaborated in 2018 a small booklet on accident prevention in the household in co-operation with the magazine "Leben & erziehen". The magazine addresses more particularly parents of children up to the age of six and is hence read by the relevant target group. Under the title "Our Home: Safe and Clean" the booklet has been distributed as an insert to the September issue 2018.

"Through its membership and its much more extensive commitment IKW has supported the work of the Federal Working Group More Safety for Children already for a long time. Within the framework of numerous joint activities we have succeeded in informing about the safe use of detergents and cleaning agents and hence in reducing the accident risks for children."

Andreas Kalbitz, Managing Director of the Federal Working Group (BAG) More Safety for Children





Booklet on accident prevention in the household "Our Home: Safe and Clean" in cooperation with the magazine "Leben & erziehen"

Product Safety

The Home Care department of IKW has been conducting surveys since 2007, asking its member companies (selling detergents and maintenance products to private consumers in Germany) about registered intolerances. 19,6 billion packages were sold in the period from 2006 to 2017. The case data was registered as shown

in the chart below. The numbers reflect the high safety level of detergents, care and cleaning agents for private consumers. An average of only two medically confirmed cases of allergies per one billion sold packages could be determined during the time period from 2006 and 2017.

allergies	total number of cases from 2006 to 2017	number of cases per 1 billion sold packages
Inquiries by Doctors	55	3
Medically confirmed	29	2

skin irritations	total number of cases from 2006 to 2016	number of cases per 1 billion sold packages
Described plausibly by the consumer	5.447	278
Medically confirmed	136	7

Sustainability

FORUM WASCHEN

The dialogue platform FORUM WASCHEN (Forum Washing) has originated from a sustainability initiative of IKW, taken in 2001.

FORUM WASCHEN has a total of 39 stakeholders including public authorities and ministries, professional organisations, industry, environmental and consumer associations, universities, institutes and schools from Germany, see www.forum-waschen.de. The IKW Home Care department acts as a co-ordination office for FORUM WASCHEN.

FORUM WASCHEN has organised an annual action day on sustainable washing(up) on 10 May since 2004. Every year up to 200 activities are deployed throughout Germany. The goal of the action day is to motivate consumers and pupils through opinion leaders to support more sustainability in washing(up).

For this year we have been able to convince the President of the Federal Working Group (BAG) More Safety for Children, Associate Professor Dr Stefanie Märzheuser, to act as chairwoman. She writes in her complimentary message, amongst others:

"The household is a surprisingly dangerous environment for children. Every year 1.7 million children are medically treated after an accident, around 200,000 must go to hospital. This also includes approximately 3,000 poisonings with non-medical substances including detergents and cleaning agents. Most of these accidents occur at home. Young children below the age of five are particularly jeopardised."

The chairman for the action day 2018, Professor Dr Günther Bachmann, Secretary General of the German Council for Sustainable Development, stated that dialogue platforms such as FORUM WASCHEN are indispensable for critical exchange and mutual learning.

[waschtipps.de](http://www.waschtipps.de)

The platform www.waschtipps.de initiated in 2016 for teenagers and young adults. Between December 2018 and January 2019 an online contest on dark laundry was carried out. In order to further increase the awareness of the platform, short videos were produced within the framework of a semester project of the University of Fulda on "Washing", "Rinsing" and "Cleaning". These inspiring surprising videos are available, amongst other things, on www.waschtipps.de.

Since 2005, the Home Care Department has published reports on the sustainability of the Detergents and Maintenance Products industry in Germany. The meanwhile ninth report gives comprehensive information about social, ecological and economic indicators of an entire industry: www.ikw.org/fileadmin/ikw/downloads/Haushaltspflege/2019_Nachhaltigkeitsbericht_interaktiv.pdf



Ass. Professor Dr Stefanie Märzheuser, President of the Federal Working Group (BAG) More Safety for Children e.V.



Professor Dr Günther Bachmann, Secretary General of the German Council for Sustainable Development



Technical Topics

IKW Recommendations for the Quality Assessment of Detergents and Maintenance Products

Already since 1998 the IKW recommendations on quality assessment (EQ) are used by test institutes and manufacturers of detergents and maintenance products as well as their raw materials to test this product performance in line with practice and in a differentiable manner in order to obtain reproducible results. The following EQ are available on www.haushaltspflege.org under "Themen" and "Prüfmethoden" and published also in English language:

- All purpose cleaners (2014)
- Oven cleaners (2005)
- Bath cleaners (2002)
- Glass ceramics cooking field cleaners (2004)
- Manual dishwashing agents (2002)
- Power fat cleaners (2017)
- Car paint care products (2018)
- Leather care products (2002)
- Machine dishwashing agents Part A (1998)
- Machine dishwashing agents Part B (2015)
- Cleaning agent resistance of footwear uppers (2015)
- Acid WC cleaning agents (1999)
- Instant polish emulsions (2000)
- Winter windscreen cleaners for car windscreen washer systems (2005)



"The working groups of IKW start where the official test methods are missing. By creating uniform and recognised assessment bases, they hence ensure clarity and transparency at the assessment of products."

Thilo Kunst, DEKRA Automobil GmbH

At present the working groups EQ Car Paint Care Products, EQ Glass Cleaners and EQ Manual Dishwashing Agents are active to newly elaborate these recommendations or update them. Moreover, a working group is working on an orientation aid on sustainability evaluation of detergent and maintenance products as a generally intelligible description which may be used after publication by trading companies or test institutes, amongst others.

Public Relations

As an offer for journalists, the Home Care department drafts press releases and informs through annual visits to editorial offices and a regular newsletter about the proper application of detergents, care and cleaning products and about their ingredients. In 2018 the reach of the articles in printed media as well as the radio and television contributions referring to the IKW Home Care department amounted to 400 million contacts.

Legal Regulations



Submission of data of mixtures classified as hazardous

Formulations of mixtures which are classified as hazardous because of their health-related or physical properties and are intended for private uses, must be reported according to the current status no later than by 31 December 2019* to the national public authorities of the member states of the European Union (EU) in which these mixtures are marketed. The new Annex VIII of Regulation EC No. 1272/2008 on Classification, Labelling and Packaging published in March 2017 describes the data requirements. The cost benefit assessment for the new regulation was, however, carried out on the basis of a draft of 2015 which deviates essentially from the adopted regulation text. Nonetheless, the European Commission referred in the approved regulation to these outdated results. A narrow majority of the member states, including Germany, nonetheless adopted this draft. Since the actual effort for the reporting is significantly higher than originally expected in 2015, mainly for the manufacturers of detergents and cleaning agents but also for poison information centres, IKW presses for an amendment to the regulation. On behalf of the European Commission a study was started in June 2018 to test the practicability of the provisions in Annex VIII, amongst others, for detergents and cleaning agents. A.I.S.E., IKW and other associations in member states of the EU have shown that the current provisions would involve a huge reporting effort for the companies without resulting in actual benefits for the poison information centres. Nonetheless, those responsible on the level of the European Commission hesitated just as the representatives of the Federal Government to postpone the reporting deadlines. According to IKW, this postponement is necessary by all means to make the reporting procedure practicable and efficient and to have at least one year before the commencement of the reporting an electronic reporting format to which the companies can adjust.

Detergents Regulation (EC) No 648/2004

In legal documents of the European Union the term "detergents" is used for detergents, laundry fabric softeners, textile bleaching agents and cleaning agents for hard surfaces. The Detergents Regulation (EC) No. 648/2004 became effective in 2005 and has been amended five times in the meantime. Its targets are

- to achieve the free movement of detergents and surfactants for detergents in the internal market and
- ensuring a high degree of protection of the environment and human health

On behalf of the European Commission a public hearing was already conducted in 2017 to obtain findings as to whether the Detergents Regulation fulfils its goals or whether there is a need for amendment. A consulting company has evaluated the contributions to the consultation in early 2018. The Directorate General Enterprise of the European Commission has reported in August 2018 that due to the tense personnel situation, the evaluation of the Detergents Regulation can only be started in 2019. Within the framework of the evaluation it is to be established whether and – in the affirmative – what amendments are necessary.

For IKW the Detergents Regulation and its goals cannot be discarded but within the meaning of the project "Better Legislation" of the European Commission, improvements can be made.

On packages, for instance, mentions such as "amphoteric surfactants" or "polycarboxylate" should no longer be used since they are not understood by a large majority of the consumers and are therefore not very helpful. For the packages only information should be provided as prescribed which is important for the right dosage and the safe use and preservation of the products. Moreover, existing double provisions in other legal documents should no longer be applicable, e.g. for preservatives in the Biocide Products Regulation and the Regulation on Classification, Labelling and Packaging (EC) No. 1272/2008.

* This date will likely be postponed to 31 December 2020 (Status 1 August 2019)



Europe



“Quo Vadis, Europe?”

The IKW member companies are confronted in an increasingly globalised world with constantly stronger international turbulences. Europe is located in the centre of the worldwide trade flows. Everything is networked with everything else.

The challenges have been increasingly escalating during the past years: Separation tendencies in the USA and the UK, power politics in Russia and Turkey, nationalisation trends in Poland and other European countries, in ad-

dition to the challenges in respect of economic growth, refugee issues and terrorist threats.

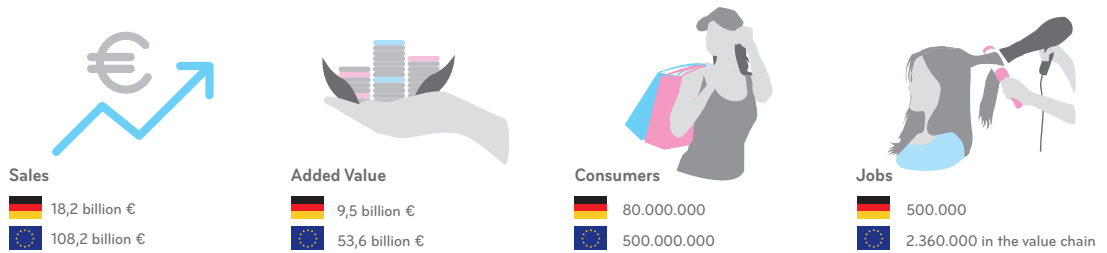
The decisive factors for a positive development will be the rapid solution of the major political crises and the consideration of the need for international co-operation. In this connection the important questions on economic framework conditions must be focused on and solved, and the extreme networking of the world economy must be taken into account.

INTERNATIONAL GROWTH OPPORTUNITIES

Export support of IKW for its member companies



BEAUTY AND HOME CARE MAKE A HIGH CONTRIBUTION TOWARDS PROSPERITY IN EUROPE



Sources: Market figures Germany: IRI Information Resources GmbH / IKW, 2017; Market figures Europe: Euromonitor, 2017; Figures on added value, jobs and consumers: Cosmetics Europe and A.I.S.E., 2016

With a market volume of more than EUR 100 billion the European Union is the world's largest market for beauty and home care products and hence has sales revenues which are approximately on the same level as the USA and China together. According to the most recent socio-economic studies, the beauty and home care industry in the European Union generates a gross added value – a contribution to prosperity – of **EUR 54 billion** per year.

In most countries it stands for sound growth, more than **5,000** production plants and approximately **2.4 million**

associated jobs and hence makes an enormous contribution to better living conditions for the Europeans. Within the European Union, Germany is by far the largest market, followed by the United Kingdom, France, Italy and Spain.

The acceptance by the consumers clearly reflects their trust in the products and results in high and growing per capita spending.

Justifying this trust and securing it on a European level will continue to be the remit of IKW.

Reception at the European Parliament



“Parliamentary receptions are important for us as politicians to understand how society works and how consumers change their purchasing behaviour. Politics must then create the appropriate framework conditions.”

Gesine Meißner, Member of the European Parliament

By invitation of Gesine Meißner, Member of the European Parliament, the IKW reception at the European Parliament took place on 20 February 2018 under the title “Beautiful & Clean”. It was attended by representatives of the European Parliament, the EU Commission as well as representatives of the Federal States, the IKW board and the IKW office. The experts of the Institute

Lönneker & Imdahl rheingold salon presented the results of the studies initiated by IKW during the last two years, “Youth Undisguised” and “The New Power of Cleaning”. The lively concluding discussion and a lot of positive feedback testified to the success of the reception.



Gesine Meißner (Member of the European Parliament), Georg Held (IKW President, L'Oréal Deutschland GmbH), Gabriele Hässig (IKW Vice President, Procter & Gamble Service GmbH), Thomas Keiser (Director General IKW)

Our Activities in Europe



IKW therefore cooperates intensely with its European sister associations, A.I.S.E. and Cosmetics Europe, in order to channel the implementation of necessary regulations and the associated high costs for the member companies, their customers and consumers.

During the reporting period, the focus was on the European recommendation by Cosmetics Europe to replace solid plastic particles in products which can be rinsed off (such as peelings) by alternative substances. The amounts of solid non-degradable plastics particles which are used in rinse-off cosmetic products because of their cleaning and peeling effect, has been reduced by 97% between 2012 and 2017. This has been shown by a survey published by Cosmetics Europe in May 2018.

An example which shows that voluntary agreements are effective and that there is not always a need for legislation.

In the field of home care, the "Better Regulation" initiative of the European Commission is an important topic. Within the framework of this project it is to be reviewed, amongst other things, whether the planned goals can be reached efficiently by means of chemicals legislation.

A.I.S.E. and IKW believe that, more particularly, in respect of the labelling of substances and mixtures according to the Globally Harmonised System (GHS) there is a need for improvement since some labelling elements are not helpful for private consumers. A restriction to the essen-

tial information for a safe handling of detergents, care and cleaning agents (such as "Keep out of reach of children") would make sense.

The activities of IKW contribute through high competency, transparency and openness to dialogue towards beauty and home care being considered amongst the most responsible industries in the world, according to the renowned oekom institute.





List of Members



Members

A

A. W. FABER-CASTELL COSMETICS GMBH
www.fc-cosmetics.de

ABC – NAILSTORE GMBH
www.abc-nailstore.de

ABTSWINDER
NATURHEILMITTEL GMBH & CO. KG
www.abtswinder.de

ACCENTRA GMBH & CO. KG
www.accentra.de

ADA COSMETIC GMBH
www.ada-cosmetics.com

AEROX AG
www.aeroxag.com

AKZENT DIRECT GMBH
NAILS, BEAUTY & MORE
www.akzent-direct-gmbh.com

ALBAAD DEUTSCHLAND GMBH
www.albaad.com

ALESSANDRO INTERNATIONAL GMBH
www.alessandro-international.de

ALEX COSMETIC GMBH
www.alex-cosmetic.de

ALFRED KÄRCHER GMBH & CO. KG
www.kaercher.com

ALMAWIN
REINIGUNGSKONZENTRATE GMBH
www.almawin.de

ALMIRALL HERMAL GMBH
www.almirall.de

ALVA NATURKOSMETIK GMBH & CO. KG
www.alva.de

AMWAY GMBH
www.amway.de

APOTHEKER WALTER BOUHON GMBH
www.freiwoel.de

ARCAYA GMBH
www.grouparcaya.de

ARNOLD HOLSTE WVE. GMBH & CO. KG
www.holste.de

ARTDECO COSMETIC GMBH
www.artdeco.de

ASAM BETRIEBS-GMBH
www.asam-cosmetics.com

ASSINDIA CHEMIE GMBH
www.assindia.de

AUDORASAN COSMETICS GMBH
www.audorasan.de

AUGUST WENCKE OHG
www.august-wencke.de

AUWA-CHEMIE GMBH
www.auwa.de

AVON COSMETICS GMBH
www.avon.de

**AVT ABFÜLL- UND VERPACKUNGS-
TECHNIK GMBH**
www.avt-deutschland.de

AYTIE GMBH & CO. KG RAU COSMETICS
www.rau-cosmetics.de

AZETT GMBH & CO. KG
www.azett.de

B

BABIEL COSMETICS GMBH

BAKU CHEMIE GMBH
www.baku-chemie.de

BAMA GMBH

BASTIAN-WERK GMBH
www.bastian-werk.de

BAYER VITAL GMBH
www.bayervital.de

BB MED. PRODUCT GMBH
www.bb-kalkar.de

**BCG BADEN-BADEN COSMETICS
GROUP GMBH**
www.bcg-cosmetics.de

BCM KOSMETIK GMBH
www.bcm-kosmetik.de

BEAUTY & CARE AG
www.beauty-care-ag.com

BEAUTY SERVICE INTERNATIONAL GMBH
www.bs-int.de

BEAUTYCOM GMBH
www.beautycom.biz

BEAUTYHILLS COSMETICS GMBH
www.beautyhills.de

BEAUTYSPA SERVICEGESELLSCHAFT MBH
www.beautyspa.de

BEGAPINOL DR SCHMIDT GMBH
www.begapinol.de

BEIERSDORF AG
www.beiersdorf.de

BENEVI MED GMBH & CO. KG
www.benevi.com

BERGLAND-PHARMA GMBH & CO. KG
www.bergland.de

BERNECKER-COSMETICS GMBH
www.bernecker-cosmetics.de

BEROMIN GMBH
www.beromin.com

BFB PHARMA HANDEL GMBH
www.bfb-pharma.com

BIO ENERGO W. LOHMANN GMBH
www.bioenergo.de

BIO-GEN MILCHSERUM MARKETING GMBH
www.biogen-online.com

BIOMARIS GMBH & CO. KG
www.biomaris.com

BIONORICA SE
www.bionorica.de

BIRKHOLOZ INTERNATIONAL GMBH
www.birkholz-perfumes.com/de

BO COSMETIC GMBH
www.bo-cosmetic.de

BODE CHEMIE GMBH
www.bode-chemie.de

BODY COSMETICS INTERNATIONAL GMBH
www.body-international.de

BOMBASTUS-WERKE AG
www.bombastus-werke.net

**BÖRLIND GESELLSCHAFT FÜR
KOSMETISCHE ERZEUGNISSE MBH**
www.boerlind.com

BRAUNS-HEITMANN GMBH & CO. KG
www.brauns-heitmann.de

**BÜBCHEN-WERK EWALD HERMES
PHARMAZEUTISCHE FABRIK GMBH**
www.buebchen.de

BUCK POWDER GMBH
www.fub-ex.de

BUCK-CHEMIE GMBH
www.buck-chemie.de

BUDICH INTERNATIONAL GMBH
www.budich.de

**BUDNI HANDELS- UND SERVICE GMBH
& CO. KG**
www.budni.de

C

C.L. ENTERPRISE GMBH
www.sunshinecosmetic.de

**CARE_FULL COLOURS KOSMETIK
PRODUKTIONS GMBH**
www.carefullcolours.de

CARENOW GMBH
www.carenow.de

**CARL HOERNECKE CHEMISCHE FABRIK
GMBH & CO. KG**
www.hoernecke.de

CAUDALIE DEUTSCHLAND GMBH
www.caudalie.com

**CENTRALIN-GESELLSCHAFT KIRCHER
CHEMIE GMBH & CO. KG**
www.centralin.de

CHANEL GMBH
www.chanel.de

**CHARLOTTE MEENTZEN KRÄUTERVITAL
KOSMETIK GMBH**
www.meentzen.de

**CHEMISCHE FABRIK DR STÖCKER
GMBH & CO. KG**
www.dr-stoecker.de

**CHEMISCHE FABRIK KREUSSLER
& CO. GMBH**
www.kreussler.com

CHIARA AMBRA GMBH
www.chiara-ambra.de

CLARO PRODUCTS GMBH

CMC COSMETIC PRODUKTIONS-GMBH
www.cmc-cos.de

**CMI COSMEDI GESELLSCHAFT FÜR
KOSMETISCHE PRODUKTE MBH**
www.cmi-cosmedi.de

COLEP ZÜLPICH GMBH
www.colep.com

COMFREY GMBH
www.ihrlich.de

COMPES COSMETIC GMBH & CO. KG
DIE KOSMETIKMACHER
www.kosmetikmacher.de

COSIMED GMBH
www.cosimed.de

COSME-CARE GMBH
www.cosme-care.de

COSMETIC SERVICE GMBH
www.cosmetic-service.com

COSMOTRADE GMBH
www.cosmotrade.de

COSNOVA GMBH
www.cosnova.com

**COSPHARCON ENTWICKLUNGS-
GESELLSCHAFT FÜR KOSM. U. PHARMAZ.
FORMULIERUNGEN MBH**

COTY BEAUTY GERMANY GMBH
www.coty.com

CP GABA GMBH
www.colgate.de

**CREMEMANUFACTUR DR BOHLMANN
BERLIN GMBH**
www.crememanufactur.de

**CREVIL COSMETICS & PHARMACEUTICALS
GERMANY GMBH**
www.crevil.de

CROLDINO SCHNEIDER E. K.
www.croldino.de

CURA-BEAUTY GMBH
www.curacosmetic.com

D

DALLI-WERKE GMBH & CO. KG
www.dalli-group.com

DALTON COSMETICS GERMANY GMBH
www.dalton-cosmetic.com

DELTA PRONATURA DR KRAUSS
& DR BECKMANN KG
www.delta-pronatura.de

DENTAL-KOSMETIK GMBH & CO. KG
www.dental-kosmetik.de

DERMAPHARM AG
www.dermapharm.de

DERMCOS GMBH

DESOMED DR TRIPPEN GMBH
www.dr-trippen.de

DHC DIRK HÖFER CHEMIE GMBH
www.dhc-kl.de

DIE SEIFENFABRIK INHABER THOMAS
DÖPKE E. K.

DMV DIEDRICHS MARKENVERTRIEB GMBH
& CO. KG
www.dmv-py.de

DOBNER KOSMETIK GMBH
www.dobner-kosmetik.de

DR B. SCHEFFLER NACHF. GMBH & CO. KG
www.dr-scheffler.com

DR BABOR GMBH & CO. KG
www.babor.de

DR BECHER GMBH
www.drbecher.de

DR BELTER COSMETIC BELCOS
COSMETIC GMBH
www.belter-cosmetic.com

DR GRANDEL GMBH
www.grandel.de

DR HÖBEIN (NACHF.) GMBH
www.eubos.de

DR J. HÄNSLER GMBH
www.ozonosan.de

DR KURT WOLFF GMBH & CO. KG
www.alcina.de

DR MED. CHRISTINE SCHRAMMEK
KOSMETIK GMBH & CO. KG
www.schrammek.de

DR O. K. WACK CHEMIE GMBH
www.wackchem.com

DR RIMPLER GMBH
www.rimpler.de

DR RUDOLF LIEBE NACHF. GMBH & CO. KG
www.drlichebe.de

DR SCHNELL GMBH & CO. KGAA
www.dr-schnell.de

DR SCHRÖDER COSMETICA
GMBH & CO. KG
www.dr-schroeder-cosmetica.de

DR SCHUTZ GMBH
www.dr-schutz.com

DR SPILLER GMBH
www.dr-spiller.com

DR THEISS NATURWAREN GMBH
www.naturwaren-theiss.de

DR WEIPERT & CO. NACHF. GMBH
www.weipert-chemie.de

DRECO WERKE WASCH- UND
KÖRPERPFLEGEMITTEL GMBH
www.dreco-werke.de

DREITURM GMBH
www.dreiturm.de

DUESBERG MEDICAL GMBH
www.duesberg-medical.de

DURABLE HUNKE & JOCHHEIM
GMBH & CO. KG
www.durable.de

E

ECO COSMETICS GMBH & CO. KG
www.eco-cosmetics.com

ECOLAB DEUTSCHLAND GMBH
www.ecolab.eu

ECOVER DEUTSCHLAND GMBH
www.ecover.de

EDUARD GERLACH GMBH
www.gehwol.de

ELIZABETH ARDEN GMBH
www.elizabetharden.de

ELKADERM GMBH
www.elkaderm.de

EMEA HANDELSGESELLSCHAFT MBH

EMIL BIHLER CHEM. FABRIK
GMBH & CO. KG
www.emil-bihler.de

EMIL KIESSLING GMBH
www.emil-kiessling.de

EPI-COS GMBH
www.epi-cos.de

ERDAL-REX GMBH
www.erdalrex.de

ESTÉE LAUDER COMPANIES GMBH
www.esteelauder.de

ETOL GESUNDHEITSPFLEGE- UND
PHARMAPRODUKTE GMBH
www.etol.de

ETRE BELLE COSMETICS-VERTRIEB GMBH
www.etre-belle.de

EULENSPIEGEL
PROFI-SCHMINKFARBEN GMBH
www.eulenspiegel.de

EURO-FRIWA GMBH
www.eurofriwa.de

EURODOR GESELLSCHAFT FÜR
KOSMETIKPRODUKTE MBH
www.eurodor.com

EVORA COSMETIC & WELLNESS GMBH
www.evora.de

F

FERDINAND EIMERMACHER
GMBH & CO. KG
www.eimermacher.de

FING'RS (DEUTSCHLAND) GMBH
www.fingrs.de

FIT GMBH
www.fit.de

FLORMAR COSMETICS GMBH
www.flormar.com

FRANZ LÜTTICKE GMBH KOSM.
SPEZIALPRÄPARATEFABRIK
www.luetticke.de

FREY-COSMETIC R. FREY
INH. JÜRGEN FREY
www.frey-cosmetic.de

FRIEDRICH FROHNE GMBH
www.friedrich-frohne.de

FRIKE GROUP
www.frike-group.com

FUTURE HEALTH CARE SALES &
MARKETING GMBH
www.futurehealthcare.de

G

GALLON-KOSMETIK GMBH & CO. KG

GEBRÜDER EWALD GMBH
www.ewaldsolutions.de

GECEM GMBH & CO. KG
www.gechem.de

GEKA GMBH
www.geka-world.com

GERMES HERSTELLUNG UND VERTRIEB
CHEMO-TECHNISCHER PRODUKTE GMBH
www.germes.de

GINNO GMBH
www.ginno.de

GLAXOSMITHKLINE CONSUMER
HEALTHCARE GMBH & CO. KG
www.gsk-consumer.de

GLOBAL COSMED GMBH
www.globalcosmed.de

GUHL IKEBANA GMBH
www.guhl.de

GW COSMETICS GMBH
www.gwcosmetics.at

H

H & M GUTBERLET GMBH
www.gutberlet-ccc.com

HAGER & WERKEN GMBH & CO. KG
www.hagerwerken.de

HAIR HAUS GMBH
www.hair-haus.de

HAKA KUNZ GMBH
www.haka.de

HANS CONZEN KOSMETIK GMBH
www.glynt.com

HANS KARRER GMBH
www.hans-karrer.de

HAUS SCHAEBEN GMBH & CO. KG
www.schaebens.de

HEBACARE GMBH
www.hebacare.de

HEINRICH HAGNER GMBH & CO.
www.chh-cosmetic.de

HEITLAND & PETRE
INTERNATIONAL GMBH
www.heitland.com

HELLMUT RUCK GMBH
www.hellmut-ruck.de

HENKEL AG & CO. KGAA
www.henkel.de

HERBACIN COSMETIC GMBH
www.herbacin.com

HERMES ARZNEIMITTEL GMBH
www.hermes-arzneimittel.com

HESSE & VOORMANN GMBH
www.hesse-voormann.de

HFC PRESTIGE MANUFACTURING
COLOGNE GERMANY GMBH

HILDEGARD BRAUKMANN KOSMETIK
GMBH & CO. KG
www.hildegard-braukmann.de

HIRTNER SEIFEN GMBH
www.hirtner.com

HORMOCENTA KOSMETIK GMBH
www.hormocenta-kosmetik.de

I

I.P.A. COSMETICS GMBH
www.i-p-a.de

IBEDA-CHEMIE KLAUS P. CHRIST GMBH
www.ibeda-chemie.com

IC INDIVIDUAL COSMETICS GMBH
www.individual-cosmetics.com

ICHTHYOL-GESELLSCHAFT CORDES,
HERMANNI & CO. (GMBH & CO.) KG
www.ichthyol.de

IGS AEROSOLS GMBH
www.igs-aerosols.com

IL COSMETICS GROUP S.A.
www.ilcosmetics.com

IMPERIAL KOSMETIK & PARFUMS GMBH
www.ayer-cosmetics.de

INFECTOPHARM ARZNEIMITTEL
UND CONSILIUM GMBH
www.infectopharm.com

INNOVATE GMBH
www.innovate-de.info

INTER-DERMA-COSMETIC GMBH
www.idc-cosmetic.com

INTERCO COSMETICS GMBH
www.interco.de

INTERLAC GMBH
www.interlac.de

INTERVALL TEXTILPFLEGEMITTEL GMBH
www.intervall.de

IONTO HEALTH & BEAUTY GMBH
www.ionto.de

J

J. G. EYTZINGER GMBH
www.gold-cosmetica.com

JAFRA COSMETICS GMBH & CO. KG
www.jafra.de

JANSSEN COSMETICS GMBH
www.janssen-cosmetics.com

JASSEN GMBH
www.ojesh.de

JEAN D'ARCEL COSMÉTIQUE GMBH & CO. KG
www.jda.de

JEAN PIERRE ROSSELET COSMETICS AG
www.jp-rosselet.de

JEMAKO PRODUKTIONSGESELLSCHAFT MBH
www.jemako.com

JOCOS GMBH
www.jocosregensburg.de

JOHNSON & JOHNSON GMBH
www.jnjgermany.de

JOJO-HAIRCOSMETICS GMBH
www.jojo-haircosmetics.de

JOSEF MACK GMBH & CO. KG
www.mack-natur.de

JUST INTERNATIONAL AG
www.just.ch

JÜSTRICH COSMETICS AG
www.juestrich-cosmetics.ch

K

KANEBO COSMETICS DEUTSCHLAND GMBH
www.kanebo.de

KAO GERMANY GMBH
www.kpps-hair.com

KAYMOGYN GMBH
www.deumavan.com

KHADI NATURPRODUKTE GMBH & CO. KG
www.khadi.de

KHK GMBH
www.khkgmbh.com

KIRCHBERGER KOSMETIK GMBH
www.horst-kirchberger.de

KLAPP COSMETICS GMBH
www.klapp-cosmetics.com

KNEIPP GMBH
www.kneipp.de

KOKO GMBH & CO. KG
www.dermaviduals.de

KOSMAN AG
www.kosman-ag.de

KOSMETIK KONZEPT GMBH
www.kosmetik-konzept.de

KRÄUTERHAUS SANCT BERNHARD KG
www.kraeuterhaus.de

KRYOLAN GMBH
www.kryolan.com

KTN DR NEUBERGER GMBH
www.ktn-dr-neuberger.de

KUNDENPFLEGE WELLNESS & CARE
GMBH & CO. KG
www.kunden-pflege.de

KURZ GMBH BLEISTIFTFABRIK
& COSMETICS
www.kurz-cosmetics.de

L

L. A. SCHMITT GMBH
www.schmitt-cosmetics.com

L'ORÉAL DEUTSCHLAND GMBH
www.loreal.de

L&K BRANDTRADING GMBH
www.brandtrading.de

LA MER COSMETICS AG
www.la-mer.com

LA PRAIRIE GROUP AG
www.laprairiegroup.ch

LA RIVE S.A.

LABORATOIRE BIOSHETIQUE KOSMETIK
GMBH & CO. KG
www.labiosthetique.de

LADY ESTHER KOSMETIK GMBH
www.ladyesther.com

LANGGUTH CHEMIE GMBH
www.langguth-chemie.de

LAVERANA GMBH & CO. KG
www.lavera.de

LEOVET DR JACOBY GMBH & CO. KG
www.leovet.de

LETI PHARMA GMBH
www.leti.de

LI-IL GMBH
www.li-il.com

LINDA WASCHMITTEL GMBH & CO. KG
www.linda-werke.de

LINDE ECKSTEIN GMBH & CO. KG
www.doctoreckstein.de

LIPOMAIDSAN COSMETIC
PRODUCTION GMBH
www.lipomaidsan.de

LOBA GMBH & CO. KG
www.loba.de

LOGOCOS NATURKOSMETIK AG
www.logocos.de

LOHN-PACK K. A. WOLF GMBH & CO. KG
www.lohn-pack.com

LONG-TIME-LINER COUTURE MAKE UP GMBH
www.long-time-liner.com

LORNAMEAD GMBH
www.lornamead.de

LOUIS WIDMER GMBH
www.louis-widmer.com

LR HEALTH & BEAUTY SYSTEMS GMBH
www.lrworld.com

LUXESS GMBH
www.luxess-group.com

LYMH PARFUMS & KOSMETIK GMBH
DIVISION DIOR

LYSOFORM DR HANS ROSEMANN GMBH
www.lysoform.de

M

M-INDUSTRIE DEUTSCHLAND GMBH
www.mindustry.com/de/unsere-gruppe.html

M. KAPPUS GMBH & CO.
www.kappus-seife.de

M.E.G. GOTTLIEB DIADERMA-HAUS
GMBH & CO. KG
www.diaderma.de

MACON MEERESCOSMETIC
PRODUKTIONS- UND VERTRIEBS GMBH
www.maconmeerescosmetic.de

MAESA COSMETICS GMBH
www.p2cosmetics.com

MAG COSMETICS GMBH
www.mag-cosmetics.de

MANN & SCHRÖDER GMBH
www.mann-schroeder.de

MAPA GMBH
www.mapa.de

MARIA GALLAND INTERNATIONAL GMBH
www.maria-galland.com

MARY KAY COSMETICS GMBH
www.marykay.de

MÄURER & WIRTZ GMBH & CO. KG
www.m-w.de

MAVALA (DEUTSCHLAND) GMBH
www.mavala.de

MAXIM MARKENPRODUKTE
GMBH & CO. KG
www.maxim-markenprodukte.de

MBR MEDICAL BEAUTY RESEARCH GMBH
www.mbr-cosmetics.com

MCBRIDE CE

MCM KLOSTERFRAU VERTRIEBS GMBH
www.klosterfrau.de

MEDDROP GMBH
www.meddrop.de

MEDILINE GMBH

MEDSKIN SOLUTIONS DR SUWELACK AG
www.medskin-suwelack.com

MEERWASSER KOSMETIK FRANZISKA
TEEBKEN GMBH
www.meerwasser.de

MELITTA EUROPA GMBH & CO. KG
www.mellitita.de

MELLERUD CHEMIE GMBH
www.mellerud.de

MENZERNA POLISHING COMPOUNDS
GMBH & CO. KG
www.menzerna.com

MERCK KGAA
www.merckgroup.com

MERZ CONSUMER CARE GMBH
www.merz.de

MESSING & KEPPLER ABFÜLLBETRIEB GMBH
www.messing-keppler.de

METHODE BRIGITTE KETTNER GMBH
www.mbk-cosmetics.com

MEYER CHEMIE GMBH & CO. KG
www.meyer-chemie.de

MIBELLE AG – MIBELLE GROUP
www.mibelle.com

MIFA AG – MIBELLE GROUP
www.mibellegroup.com

MKN MASCHINENFABRIK KURT NEUBAUER
GMBH & CO. KG
www.mkn.com

MKS – MARKEN KOSMETIK SERVICE
GMBH & CO. KG
www.mks-cos.de

MLV MARKENZEICHEN- UND
LIZENZVERWALTUNGS GMBH

MOLLOX-CHEMIE GMBH
www.mollox.com

MUSSLER COSMETIC PRODUCTION
GMBH & CO KG
www.mussler.de

MYVITALSKIN GMBH & CO. KG
www.biotulin.de

N

NELE KOSMETIK GMBH
www.nele-kosmetik.com

NEO COS SERVICE GMBH
www.neocos.com

NEUBOURG SKIN CARE GMBH & CO. KG
www.neubourg.de

NEWCOS GMBH
www.viviangray.de

NEWSHA GMBH
www.newsha.de

NICOLS INTERNATIONAL SA
www.nicols.biz

NÖLKEN HYGIENE PRODUCTS GMBH
www.noelken.eu

NOPA NORDIC GMBH
www.nopanordic.com

NSC PHARMA GMBH & CO. KG
www.neubourg.com

NUTRACOSMETIC GMBH

NUWENA GMBH
www.nuwena.de

O

OMEGA PHARMA DEUTSCHLAND GMBH
www.omega-pharma.de

ONE DROP ONLY CHEMISCH-
PHARMAZEUTISCHE VERTRIEBS GMBH
www.onedroponly.de

OROCHEMIE GMBH + CO. KG
www.orochemie.de

ORPIL CHEMIE GMBH
www.orpil.de

OSCAR WEIL GMBH
www.oscarweil.de

OTTO COSMETIC GMBH
www.otto-cosmetic.de

OTTO OEHME GMBH
www.oehme-lorito.de

P

PACOS GMBH
www.pacos-gmbh.de

PANTOS PRODUKTIONS- UND
VERTRIEBSGESELLSCHAFT MBH & CO. KG
www.bim-pantos.de

PARICO COSMETICS GMBH
www.parico-cosmetics.de

PAUL HARTMANN AG
www.hartmanngruppe.info

PAUL VOORMANN GMBH
www.paul-voormann.de

PCC SE
www.pcc.eu

PETER GREVEN PHYSIODERM GMBH
www.pgp-hautschutz.de

PETRA HAUSHALTS- UND
INDUSTRIEREINIGUNGSMITTEL GMBH
www.petra-chemie.de

PFEIFFER CONSULTING GMBH
www.pfeiffer-consulting.com

PFEIFFER LABORATORIES GMBH
www.pfeiffer-gmbh.de

PIERRE FABRE DERMO KOSMETIK GMBH
www.avene.de

PINO PHARMAZEUTISCHE PRÄPARATE GMBH
www.pinoshop.de

PLANOL GMBH
www.planol.de

PLOCHINA CHEMIE WEISS GMBH
www.plochina-chemie.de

POLIBOY BRANDT & WALTHER GMBH
www.poliboy.de

POLYSTONE FORSCHUNGS GMBH
POLYSTONE CHEMICAL GMBH
www.polystone-chemical.de

POUR LEGART GMBH SOLUTIONS
FOR COSMETICS
www.pourlegart.de

PPM COSMETIC GMBH

PRIMAVERA LIFE GMBH
www.primaveralife.com

PROCTER & GAMBLE SERVICE GMBH
www.de.pg.com

PROKOS GMBH
www.prokosgmbh.com

PROMIX COSMETICS DIETER SCHULZE E. K.
www.promix.de

PROTUCURE GMBH & CO. KG
www.protocure.de

R

RAPHAEL ROSALEE COSMETICS GMBH

RATS-APOTHEKE LOTHAR WISSEL E. K.
www.apotheker-wissel.com

RAUE GMBH
www.raue-kosmetik.de

RAUSCH (DEUTSCHLAND) GMBH
www.rausch.ch

REAMIN GMBH
www.reamin.de

RECKITT BENCKISER HOLDING
GMBH & CO. KG
www.rb.com

REINEX GMBH & CO. KG
www.reinexchemie.de

RETTERSPITZ GMBH
www.retterspitz.de

REVIDERM AG
www.reviderm.de

REWE GROUP BUYING GMBH
www.rewe-group.com

RICHARD KÜHN GMBH CHEMISCHE FABRIK
www.richard-kuehn.de

ROBOTCHEMIE E. WEISCHENBERG
NACHF. GMBH & CO. KG
www.rcw.de

ROSEL HEIM PRODUKTIONS GMBH
www.rosel-heim.de

RUBIE'S DEUTSCHLAND GMBH
JOFRIKA COSMETICS
www.jofrika.de

RUDOLF DANKWARDT GMBH
www.ruda.de

RUDOLF LENHART GMBH & CO. KG
www.lenhart-kosmetik.de

RUFIN COSMETIC GMBH
www.rufin.de



S

SALZENBRODT GMBH & CO. KG
www.collonil.com

SANDERSTROTHMANN GMBH
www.sanderstrothmann.de

SC JOHNSON GMBH
www.scjohnson.de

SC JOHNSON PROFESSIONAL GMBH
www.scjp.com

SCHLADITZ MILWA GMBH
www.milwa-piador.de

SCHMEES GMBH
www.schmees-kosmetik.de

SCHÜLKE & MAYR GMBH
www.schuelke.com

SCHWAN COSMETICS
INTERNATIONAL GMBH
www.schwancosmetics.com

SEBAPHARMA GMBH & CO. KG
www.sebamed.de

SEEGER WASCH- UND
REINIGUNGSMITTEL GMBH

SENZORA B.V.
www.senzora.com

SHISEIDO GROUP GERMANY GMBH
www.shiseido.de

SIMILASAN AG
www.similasan.com

SINGER KOSMETIK GMBH
www.singer-kosmetik.de

SIXTUS WERKE SCHLIERSEE GMBH
www.sixtus.de

SKIN CARE MANUFAKTUR GMBH

SODASAN WASCH- UND
REINIGUNGSMITTEL GMBH
www.sodasan.com

SONAX GMBH
www.sonax.de

SONETT GMBH
www.soneff.eu

SOPRONEM GREVEN GMBH

SOTIN CHEMISCHE UND TECHNISCHE
PRODUKTE GMBH & CO. KG
www.sotin.de

SPECIAL COSMETICS EURL

SPEICK NATURKOSMETIK WALTER RAU
GMBH & CO. KG SPEICKWERK
www.speick.de

SPINNRAD GMBH
www.spinnrad.de

STADA ARZNEIMITTEL AG
www.stada.de

STEINFELS SWISS GMBH
www.steinfels-swiss.ch

STERN-WASCHMITTEL GMBH
www.sternwaschmittel.de

STRAUB GMBH
www.straub-cosmetics.de

STYX NATURCOSMETICS GMBH
www.styx.de

SWIF GMBH SOUTH WEST
INTERNATIONAL FRAGRANCE
www.swif.eu

SYSTEMKOSMETIK GMBH
www.systemkosmetik.de

SZAIDEL COSMETIC GMBH
www.szaidel-cosmetic.de

T

TEMMENTEC AG
www.temmentec.ch

TETENAL EUROPE GMBH
www.tetenal.com

THE POWDER COMPANY AG
www.thepowdercompany.com

THURN GERMANY GMBH
www.thurn-group.com

TINTI GMBH & CO. KG
www.tinti.eu

TITANIA FABRIK GMBH
www.titania-fabrik.de

TOYO & DEUTSCHE AEROSOL GMBH
www.td-aerosol.com

TROLL COSMETICS GMBH
www.troll-cosmetics.com

TUNAP GMBH & CO. KG WERK
2 LICHTENAU
www.tunap-consumerproducts.com

U

ULRIC DE VARENS GMBH
www.ulric-de-varens.de

ULTRASUN
www.ultrasun.com

UNIGEMA COSMETICS &
PHARMACEUTICALS GMBH
www.unigema.de

UNILEVER DEUTSCHLAND GMBH
www.unilever.de

UNITED BRANDS MARKETING GMBH
www.u-b-m.com

URSULA RATH GMBH
www.rath.de

V

VALUEPHARM COSMETICS GMBH
www.valuepharm-cosmetics.de

VAN DAM BODEGRAVEN B. V.

VEMA INDUSTRIE-VERPACKUNG
GMBH & CO. KG
www.vema-industrieverpackung.de

VENDOLEO GMBH
www.vendoleo.com

VEPACK GMBH
www.vepack.de

VERMONDE GMBH
www.vermonde.com

VILEDA GMBH
www.vileda.com

VINKA GMBH

VINOBLE COSMETICS GMBH
www.vinoble-cosmetics.at

VITA-COS-MED KLETT-LOCH GMBH
www.thymuskin.de

VITALKIND GMBH
www.vitalkind.de

VORWERK ELEKTROWERKE
GMBH & CO. KG
www.vorwerk.de

W

WACHSFABRIK SEGERBERG GMBH
www.wachsfabrik.de

WADI GMBH – ETHERISCHE ÖLE
VON PROF. WABNER
www.etherischeoel.de

WAGENER & CO. GMBH
www.wagener-co.de

WALA HEILMITTEL GMBH
www.wala.de

WALTER BECKER GMBH & CO. KG
www.becker-chemie.de

WALTER KAUFMANN NACHF. GMBH
KOSMETISCHE ERZEUGNISSE
www.kaufmanns-creme.de

WALTHER SCHOENENBERGER
PFLANZENSFTWERK GMBH & CO. KG
www.schoenenberger.com

WAREG VERPACKUNGS-GMBH
www.wareg-gmbh.de

WECKERLE GMBH
www.weckerle.com

WELEDA AG
www.weleda.de

WEPOS CHEMIE GMBH
www.wepos-chemie.de

WERNER & MERTZ GMBH
www.werner-mertz.de

WERNER SCHNEIDER GMBH
www.kosmetik-toelz.de

WEYERGAN'S HIGH-CARE AG
www.high-care.de

WHITESMILE GMBH
www.whitesmile.de

WIDDER GMBH & CO. KG
www.widder.eu

WILD BEAUTY GMBH
www.paul-mitchell.de

WILDE COSMETICS GMBH
www.wilde-group.com

WILKINSON SWORD GMBH
www.edgewell.com

WINATUR HAARKOSMETIK
GMBH & CO. KG
www.winatur.de

WINDSTAR MEDICAL GMBH
www.windstar-medical.com

WINTERHALTER GASTRONOM GMBH
www.winterhalter.de

WM BEAUTYSYSTEMS AG & CO. KG
www.wellmaxx.com

Y

YVES ROCHER GMBH
www.yves-rocher.de

Z

ZELLAEROSOL GMBH
www.zellaerosol.de

ZSB VERPACKUNG GMBH
www.zsb.info

ZSCHIMMER & SCHWARZ GMBH & CO. KG
www.zschimmer-schwarz.com

Corresponding Members

ALLNEX BELGIUM SA/NV
www.allnex.com

BASF SE
www.basf.com

BERG + SCHMIDT GMBH & CO. KG
www.berg-schmidt.de

BIESTERFELD SPEZIALCHEMIE GMBH
www.biesterfeld.com

**BRUNO BOCK THIOCHEMICALS
CHEMISCHE FABRIK GMBH & CO. KG**
www.brunobock.de

BTC EUROPE GMBH
www.btc-europe.com

**CLARIANT PRODUKTE
(DEUTSCHLAND) GMBH**
www.clariant.com

**DHW DEUTSCHE HYDRIERWERKE
GMBH RODLEBEN**
www.dhw-ecogreenoleo.de

DROM FRAGRANCES GMBH & CO. KG
www.drom.com

DSM NUTRITIONAL PRODUCTS EUROPE LTD.
www.dsmnutritionalproducts.com

DÜLLBERG KONZENTRA GMBH & CO. KG
www.duellberg-konzentra.de

EVONIK DR STRAETMANS GMBH
www.dr-straetmans.de

EVONIK SCHLÜCHTERN GMBH

GATTEFOSSÉ (DEUTSCHLAND) GMBH
www.gattefosse.com

GENENCOR INTERNATIONAL B.V.
www.genencor.com

GLORYACTIVES GMBH
www.gloryactives.de

IMCD DEUTSCHLAND GMBH & CO. KG
www.imcdgroup.com

IMPAG IMPORT GMBH
www.impag.de

JOH. VÖGELE KG
www.voegelé-ingredients.de

LANXESS DEUTSCHLAND GMBH
www.lanxess.com

LEHMANN & VOSS & CO. KG
www.lehvoss.de

LONZA COLOGNE GMBH
www.lonza.com

MANI GMBH
www.mani-gmbh.com

NHU EUROPE GMBH
www.nhu-eu.com

NORDMANN, RASSMANN GMBH
www.nrc.de

NOVOZYMES DEUTSCHLAND GMBH
www.novozymes.com

OMYA INTERNATIONAL AG
www.omya.com

PROTEC INGREDIA GMBH
www.protec-ingredia.de

RAHN AG
www.ahn-group.com

RCP RANSTADT GMBH
www.rcp-ranstadt.com

S. GOLDMANN GMBH & CO. KG
www.gold-mann.de

SASOL GERMANY GMBH
www.sasolgermany.de

SCHILL + SEILACHER GMBH
www.schillseilacher.de

SEIDEL GMBH & CO.
www.seidel.de

SEPPIC GMBH
www.seppic.com

SUMMIT PHARMACEUTICALS EUROPE LTD.
www.summitpharmaeurope.com/cosmetics

SYMRISE AG
www.symrise.com

VENATOR GERMANY GMBH
www.venatorcorp.com

VÖLPKER SPEZIALPRODUKTE GMBH
www.voelpkker.com

**WEYLICHEM PERFORMANCE
PRODUCTS GMBH**
www.weylchem.com/weylchem-wiesbaden-gmbh.html



Memberships / Cooperations

National



AUMA
Ausstellungs- und Messe-Ausschuss
der Deutschen Wirtschaft e.V.



FRT
Forschungsgemeinschaft Reinigungs-
und Hygienetechnologie e.V.



BAG
Bundesarbeitsgemeinschaft mehr Sicherheit für Kinder e.V.



GDCh
Gesellschaft Deutscher Chemiker e.V.



BLL
Bund für Lebensmittelrecht und
Lebensmittelkunde e.V.



GINETEX GERMANY
The National Association for Textile Care Labelling



DGK
Deutsche Gesellschaft für wissenschaftliche
und angewandte Kosmetik e.V.



IVDK
Informationsverbund Dermatologischer Kliniken



DUFTSTARS
Fragrance Foundation Deutschland e.V.



SEPAWA
Vereinigung der Seifen-, Parfüm- und
Waschmittelfachleute e.V.



SET

Stiftung zur Förderung der Erforschung von Ersatz- und Ergänzungsmethoden zur Einschränkung von Tierversuchen



VEREINIGUNG DER HESSISCHEN
UNTERNEHMERVERBÄNDE

VHU

Vereinigung der hessischen
Unternehmerverbände e.V.



SMC

Science Media Center Germany gGmbH

Wettbewerbszentrale

Zentrale zur Bekämpfung unlauteren
Wettbewerbs Frankfurt am Main e.V.



VCI

Verband der Chemischen Industrie e.V.



Zentralverband des Deutschen Friseurhandwerks

DKMS LIFE

DKMS LIFE

Kosmetikseminare für krebserkrankte Frauen



WIRTSCHAFTSKLUB RHEIN-MAIN

International



A. I. S. E.

Association Internationale de la Savonnerie,
de la Détergence et des Produits d'Entretien



Cosmetics Europe –
The Personal Care Association

Office



Management and Administration

Gisela Malicke

Accounting
T +49. 69. 25 56-13 27
gmalicke@ikw.org

Thomas Keiser

Director General
T +49. 69. 25 56-13 21
tkeiser@ikw.org

Simone Geyer

Administration
T +49. 69. 25 56-13 35
sgeyer@ikw.org

Kerstin Weiß

Assistant
T +49. 69. 25 56-13 33
kweiss@ikw.org

Karen Kumposcht

PR/PA-Manager
T +49. 69. 25 56-13 31
kkumposcht@ikw.org

Beauty Care Departement

Heike Fisch

Assistant
T +49. 69. 25 56-13 26
hfisch@ikw.org

Dipl.-Ing. Birgit Huber

Deputy Director General
and Head of Department
T +49. 69. 25 56-13 25
bhuber@ikw.org

Dr Marita Grothus

Scientific Coordinator
T +49. 69. 25 56-13 65
mgrothus@ikw.org

Dr Jens Burfeindt

Scientific Coordinator
T +49. 69. 25 56-13 28
jburfeindt@ikw.org

Anja Schramm

Assistant
T +49. 69. 25 56-13 30
aschramm@ikw.org

Dr Klaus Rettinger

Scientific Coordinator
T +49. 69. 25 56-13 32
krettinger@ikw.org



Home Care Departement

Dr-Ing. Thorsten Kessler

Scientific Coordinator
T +49. 69. 25 56-13 22
tkessler@ikw.org

Dr-Ing. Bernd Glassl

Head of Department
T +49. 69. 25 56-13 61
bglassl@ikw.org

Susanne Seidel

Assistant
T +49. 69. 25 56-13 24
sseidel@ikw.org

Anne Brauer

Assistant
T +49. 69. 25 56-13 34
abrauer@ikw.org

Law and Packaging Departement

RA Matthias Ibel

Head of Department
T +49. 69. 25 56-13 29
mibel@ikw.org

Karin Czuba

Assistant
T +49. 69. 25 56-13 23
kczuba@ikw.org



Imprint

EDITOR

IKW The German Cosmetic, Toiletry,
Perfumery and Detergent Association
Mainzer Landstrasse 55
60329 Frankfurt am Main
Germany
T +49. 69. 25 56 - 13 31
F +49. 69. 23 76 31
info@ikw.org
www.ikw.org
www.twitter.com/ikw_org

PHOTO CREDITS

top to bottom / left to right

Cover: IKW / Dennis Möbus; iStock / Liderina; iStock / PeopleImages;
Back: iStock / PeopleImages; stock.adobe.com / luengo_ua; iStock / gilaxia;
iStock / LittleBee80; **Page 4:** IKW / Adrian Bedoy; **Page 6:** iStock / fizkes;
Page 7: iStock / milanvirijevic; iStock / OJO Images; iStock / Ramberg;
iStock / gradyreese; IKW / Dennis Möbus; Fotolia / IrisArt; **Page 8:** iStock
/ milanvirijevic; **Page 9:** IKW / Dennis Möbus; **Page 12:** iStock / JackF;
R. Rosendahl; **Page 14:** iStock / gradyreese; **Page 15:** Christian Lindner;
Heinrich Beckmann / Luca Grazioli; **Page 16:** Reiermann; **Page 17:** IKW /
Dennis Möbus; Procter & Gamble / Ina Strohbuecker; **Page 18:** IKW / Bernd
Georg; IKW; IKW; IKW; Ralf Gerard; IKW; georg Foto / Bernd Georg; IKW;
IKW; **Page 19:** IKW; IKW; IKW; IKW; Katharina Lux; IKW; IKW; IKW;
Page 22: Fotolia / drubig photo; **Page 23:** Fotolia / oneinchnpunch; IKW
/ Dennis Möbus; **Page 24:** iStock / OJO Images; **Page 25:** IKW / Dennis
Möbus; **Page 26:** iStock / 97; **Page 27:** Prof. Dr. Gerhard Eisenbrand;
georg-foto; **Page 28:** Fotolia / Subbotina Anna; **Page 29:** Fotolia / Kalim;
Page 30: IKW / Dennis Möbus; **Page 31:** Andreas Kalbitz; **Page 32:** IKW;
Page 33: Noel Tovia Matoff; Christian Hahn; **Page 34:** Thomas Küppers;
Page 36: iStock / Ramberg; **Page 38:** Hagen Wolf; BR&U / Jan Van de Vel;
Page 39: iStock / kupicoo; **Page 40:** Fotolia / IrisArt; **Page 48:** IKW / Gerhard
Hirsch; IKW / Dennis Möbus; IKW / Gerhard Hirsch; IKW / Gerhard Hirsch

TRANSLATION

Paul André Arend

LAYOUT

DBF Designbüro Frankfurt, www.Designbuero-Frankfurt.de

PRINT

Druckerei Rindt GmbH & Co. KG, Fulda

PAPER

MultiOffset,

FSC certified; EU Ecolabel, Elemental Chlorine Free Bleached (ECF)



EDITORIAL DEADLINE

May 2019



CONTACT

IKW The German Cosmetic, Toiletry, Perfumery and Detergent Association
Mainzer Landstrasse 55 / 60329 Frankfurt am Main / Germany
T +49. 69. 25 56 - 13 23 / F +49. 69. 23 76 31
info@ikw.org / www.ikw.org / www.twitter.com/ikw_org