



7 YEARS OF
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DAILY

ctpa 
Annual Report 2015



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CTPA Board of Directors

At the end of the year under review, the CTPA Board of Directors comprised:

Dr Gerald (Ged) O'Shea

Chairman, CTPA
Global Innovation Director, Walgreens Boots Alliance

Massimiliano (Max) Costantini

Vice-chairman, CTPA
Chief Executive Officer, Mibelle Group

Aimee Goldsmith

Vice-chairman, CTPA
Associate Director Communications – UK, Ireland & Nordics,
Procter & Gamble UK

Dionne Anderson

Managing Director, H Bronnley & Co UK

Mark Bleathman

VP Brand Building Personal Care UKI, Unilever UK

Michel Brousset (31 Mar 2015)

Country Managing Director UK and Ireland, L'Oréal (UK)

Jacqueline Burchell

Global Marketing and Product Development Director,
PZ Cussons Beauty

Paul Gaff (8 Sept 2015)

General Counsel, Chanel

Lee Gelderd

Managing Director, Godrej Consumer Products (UK)

Christopher (Chris) How

Chief Executive Officer, Swallowfield plc

Edward (Ed) Hughes (23 Jun 2015)

Senior UK Counsel, Estée Lauder Cosmetics

Dr Marie Kennedy

Director International Compliance, Elizabeth Arden New York

Joanna (Jo) Leonard

Director Regulatory Affairs – Consumer Healthcare GB
& Ireland, GlaxoSmithKline Consumer Healthcare

Dr Amanda Long

Director Regulatory Affairs EMEA, Avon Cosmetics

Massimo Poli

Vice-President & General Manager, Colgate-Palmolive (UK)

Brian Riddick

Vice President UK & Ireland, Coty UK

Debbie Rix*

UK General Manager, Mass, Kao Corporation

Alan Ross (1 Dec 2015)

Marketing Director Skincare & CHC, Northern Europe,
Johnson & Johnson

*Revlon 2015. Change of company from 8 March 2016.

Where Directors were appointed during the year, the date of appointment is given in brackets.



Resignations from the Board during 2015

Eleonore Droulers (23 Oct 2015)

Marketing Director Skincare, Northern Europe,
Johnson & Johnson

Chris Good (23 Jun 2015)

President UK & Ireland, Estée Lauder Companies UK

Martin Hamilton (1 Sep 2015)

Legal Director/Company Secretary, Chanel

Jean-Jacques Lebel (10 Mar 2015)

Non-Executive Chairman, L'Oréal (UK)

Anke Menkhorst (1 Sep 2015)

President, Kao (UK)

Executive Staff

Dr Christopher (Chris) Flower

Director-General

Deborah (Debbie) A Hunter

Director of Commercial Affairs

Dr Emma Meredith

Director of Science

Olivia Santoni

Head of Regulatory & International Services

Honorary Treasurer

John Harold

Company Secretary

Joyce Traylen

Solicitors

Norton Rose Fulbright LLP

Auditors

Crowe Clark Whitehill LLP

Bankers

Barclays Bank Plc



Chairman's Report



Dr Ged O'Shea on 2015

One of the roles of an effective trade association is to provide strong leadership in times of change and uncertainty. This must go beyond simple consistency in explaining the responsibilities a company must shoulder in placing cosmetic products onto the market but should look ahead to the challenges the industry might face in future, to explore options for meeting those challenges and to propose and enact those things necessary so to do. In this respect, the second Members' Event, held in 2015, generated a wealth of ideas to stimulate such a review.

During the year, myself and the CTPA Vice-chairs along with the Association management have begun the job of a wide-ranging strategic review over the roles and responsibilities of CTPA now and in the future. This is not to say anything is broken, but the time to check the roof is when the sun is shining, not when the rain is coming through.

This is not a simple task but has to be carried out in the light of many uncertainties including the growth of e-commerce in its various guises, the wider access of the global citizen to products from other markets, the greater collaboration between cosmetic associations globally and the phenomenal growth in online communications. Now that anyone can be their own publisher, the context within which CTPA has developed its communications operation is changing rapidly and we must ensure we are part of those conversations where they happen and not waiting for potential readers to come to us.

Another element of the mix is that of enforcement of the legislation under which manufacturers operate. It is only fair that the law is enforced to avoid the consumer being exposed to unsafe, ineffective or poor quality cosmetics, including counterfeits. Unless there is effective enforcement, reputable companies and the trust the consumer places in their brands could be undermined.

I am therefore especially glad that our sector has a lead officer within Trading Standards (TS) with whom we have a very good relationship, along with officials within the Department of Business, Innovation and Skills (BIS). The lead officer has attended many of our seminars during the year and often discusses the practical aspects of interpretation and enforcement with us, promoting best practices and ensuring companies have access to consistent advice. The role of Trading Standards is key to protecting the consumer and CTPA hopes both TS and BIS will continue to receive the necessary level of government support.

The relationship CTPA has with BIS and TS has also expanded into contact with the Home Office, which has taken a lead in expanding understanding of alternatives to animal testing and their use in product safety assessment to major non-European markets. The success, knowledge and experience of the cosmetics industry in this field have been pivotal in underpinning work at senior government level to promote globally the European approach to cosmetic product safety where animal testing is no longer any part of the programme and hasn't been for many years.

So, for the year ahead, CTPA will be building upon the work of 2015 to prepare the Association to move with the times, to be ahead of the crowd and to demonstrate leadership in re-thinking how and where an association engages with its many audiences in a world that is so very different to that in which the Association was founded in 1945.

In particular, I would like to thank the CTPA staff for their continued dedication and hard work in supporting the Association and the industry. My thanks also to the Board members for their support and to all our members who devote time and effort to the Association's work.

Ged O'Shea



Executive Summary



From l-r
Dr Chris Flower CTPA Director-General
Aimee Goldsmith CTPA Vice-chairman
Max Costantini CTPA Vice-chairman
John Harold Honorary Treasurer



View from Dr Chris Flower

To me, the highlights of 2015 were the CTPA Members' Event in June and the 70th Anniversary celebratory lunch in November. The former built upon the ground that we broke in 2014 with the first of such events. However, this time we went further and challenged members with alternative views of the world and the major changes that are happening around us. We challenged members with alternative views of how to prepare for and manage that future. Our members responded in style and provided a rich fund of ideas and reactions of their own that will shape CTPA in the years ahead.

We heard, for example, that the phenomenal growth of the internet, of social media and of accessible online platforms has led to the re-wiring of the brain circuits of vast swathes of the population. People reach their conclusions on the basis of small snippets glimpsed through a sea of fast-moving information. Those conclusions are likely to be based on a superficial reading of lots of similarly superficial material; and, once they are formed, it may prove difficult to shift those opinions. In essence, people are losing the ability to gather and weigh large amounts of complex material and reach a balanced judgement in which the value of each contribution is judged on its merits. Instead, the 'truth' of a position is being judged on the number of 'likes' a statement has on a social media site.

This will have profound implications for the way we communicate, not just with the public at large but also with regulatory authorities. Carefully argued cases for one sector may fail to succeed because of politics and government policies but I would hope never to see those policies based on, for example, crowd-sourced data as a measure of public opinion. However, the future is nothing if not unpredictable.

By way of contrast, the 70th Anniversary Luncheon was a wonderful opportunity to celebrate the long and successful history of the CTPA with many members and staff from the past and the present. We reflected upon the journey CTPA has been on from those early times campaigning against taxes on luxury goods, through the increasing complexity of legislation both in the UK and more widely across Europe to the present day. Of course, science and technology have moved

forwards in leaps and bounds; today's consumers have access to a variety of products quite unimaginable to the consumer of seventy years ago; quality, efficacy and safety have never been higher; and yet the challenges have also grown. Today's speed of communication and the sheer volume now being processed would have been inconceivable to someone who once had to pre-book a telephone call to mainland Europe. Now anyone can talk to the world, instantly, from their mobile telephone, anywhere.

Taken together, these two highlights provide the reasoning why CTPA will have to review its communications constantly; not just what we say and how and when we say it but where we say it too. Given all our investment in establishing CTPA as the authoritative public voice of a vibrant and responsible industry, we must remain visible if we are to retain trust in our actions toward the consumer. Visibility today means much more than just writing a carefully crafted letter to one of the broadsheet newspapers, but creating a space that others want to come to because of what you say and for what you stand.

Executive Comment

The Association has continued to build upon its programme of demonstrating trustworthiness to members and stakeholders alike. By working closely with its members, the Competent Authorities, Trading Standards and other stakeholders CTPA ensures that best practices are developed and disseminated with clear guidance on the strict laws for cosmetic products. An Association whose members are trusted to act responsibly has a credible voice and use of the members' logo showing a company supports the aims and objectives of that Association adds value to its business. Such a compendium of expertise demonstrates an industry that is both responsible and trustworthy.



Review of the Year



European Cosmetic Products Regulation

July 2015 marked the second anniversary of the implementation of the EU Cosmetics Regulation ((EC) No.1223/2009), which replaced the 1976 Cosmetics Directive. Whilst the Regulation was intended to harmonise the requirements that ensure human safety and remove technical barriers to trade by replacing all national cosmetics regulations, differences between interpretations in the different Member States still exist. Cosmetics Europe, CTPA and the other European national associations have been actively engaging the Member States to promote harmonisation throughout the EU.

Claims

In 2016 the European Commission must write a report for the European Parliament regarding the use of cosmetics claims on the basis of the common criteria. In anticipation of the report, in 2015 the European Advertising Standards Alliance carried out a survey of cosmetics advertisements across five countries on behalf of Cosmetics Europe.

Cosmetics Europe also undertook a second survey of its membership which focussed on inspections due to claims. Information collected from the surveys will be shared with the European Commission as part of a white paper being submitted by Cosmetics Europe, the aim of which is to place the common criteria into their proper context as being just one part of a comprehensive system regulating advertising and claims.

Cosmetic Products Notification Portal (CPNP)

The Cosmetics Regulation introduced a Europe-wide centralised notification system to hold information about every single cosmetic product on the European market. Enforcement authorities and Poisons Centres in each EU country may access the system directly to obtain the information they need.

The European Commission routinely publishes updates to the CPNP and a new release was added in 2015. The release included improvements intended for Poison Information Centres and Competent Authorities, as well as an amendment for Responsible Persons where European Economic Area (EEA) countries were added as an option for entering the country of origin for imported products.

CTPA follows developments closely and continues to provide expert help to its members on the CPNP.



Ingredient Safety

The Scientific Committee on Consumer Safety (SCCS) is an expert scientific committee which reviews ingredients at the request of the European Commission. Upon receipt of a mandate to assess an ingredient from the Commission, the SCCS will review a safety dossier, usually submitted by the cosmetics industry and ingredient suppliers, which has been prepared in support of the ingredient. Once the SCCS review is complete, including an opportunity for public comment, the SCCS publishes its expert opinion in the form of a risk assessment. The Commission, in conjunction with a committee made up of representatives of EU governments, will then make a risk management decision as to whether any regulatory action is required and, if so, will proceed to legislate accordingly.

In 2015, the SCCS received 16 mandates to review ingredients and adopted 23 draft opinions and 19 final or revised opinions. The opinions covered ingredients used generally in cosmetics, including preservatives, UV filters and hair dyes.

Annexes to the Cosmetics Regulation

When the Annexes were transposed from the previous 1976 Cosmetics Directive to the new Cosmetics Regulation published in 2009, errors were introduced. A Cosmetics Europe Expert Team, consisting of representatives from member companies and EU national associations (including CTPA), has undertaken a comprehensive review of the Annexes and shared a detailed list of the errors with the Commission. At the end of 2014, a Working Group at the European Commission began its review of Annex III and collation of comments continued in 2015. Review of Annexes II, IV, V and VI will be undertaken once the review of Annex III is complete.



Hair Dye Positive List

The European Commission and industry have been working through a hair dye strategy over the last ten years with the ultimate aim being the addition of a positive list for hair dyes as an annex to the Cosmetics Regulation.

Until the strategy is complete, as an intermediate step, the Commission is including positively-assessed hair dyes on Annex III and negatively-assessed hair dyes on Annex II to the Regulation.

In 2015, the SCCS adopted six final opinions and one draft opinion on hair dyes, as well as being mandated to review a further four hair dyes. In addition, Commission Regulation (EU) No. 2015/1190 was published in the Official Journal to the European Union adding nine new hair dyes to Annex III. We do not yet have a date for the positive list being implemented.

Nanomaterials

Under the Cosmetics Regulation there is a legal obligation for the European Commission to publish a catalogue of nanomaterials used in cosmetic products by January 2014. However, it became apparent when preparing for that catalogue that some materials had been erroneously listed as 'nano' upon notification. The publication of this information by the required date would have resulted in the inclusion of a large number of non-compliances in product notifications.

The cosmetics industry was provided with the possibility to take corrective action prior to publication of the catalogue and this led to a reduction in the number of inconsistencies. Because a large number still remained, the Commission announced it would delay publication of the catalogue until the end of 2015 and Member State Competent Authorities would contact Responsible Persons who were deemed to be non-compliant (i.e. notification of a nanomaterial where notification is not required).

At the year end, we were still awaiting publication of the catalogue of nanomaterials.

Endocrine Disruptors

An endocrine disruptor is defined by the World Health Organisation (WHO) as an exogenous substance or mixture that alters function(s) of the endocrine system and consequently causes adverse health effects in an intact organism.

The Biocidal Products Regulation and Plant Protection Products Regulation require criteria to be set for endocrine disruptors. The European Commission set out its 'roadmap' to determine criteria in June 2013 and in 2014 possible options for setting criteria were the subject of a public consultation.

In 2015, the Commission published a report on the wide and varied responses to its public consultation on defining criteria for identifying endocrine disruptors. The Commission indicated that the next stage in the process would be to test the different criteria options using a range of substances. The list of substances will include over 50 cosmetic ingredients. The cosmetics industry, via Cosmetics Europe, has met the Commission on several occasions to stress the importance of this issue and to explain that, although undertaken in the framework of the pesticides and biocides regulations, any criteria adopted will have an impact on the Cosmetics Regulation.

CTPA continues to be involved in the Cosmetics Europe Expert Team Endocrine Modulation.



Fragrance Ingredients

Fragrance ingredients have been the focus of discussion in the EU following the 2012 SCCS opinion on fragrance allergens in cosmetic products. This opinion was based on a systematic and critical review of the scientific literature to identify fragrance allergens, including natural extracts, relevant to consumers. In 2014, the European Commission undertook a public consultation on a proposal to submit additional fragrance ingredients to the obligation of individual labelling and to prohibit three ingredients.

A report summarising the large number of responses to the public consultation was published in 2015 and in the conclusion the Commission indicated that it would now analyse the responses and determine the next steps. CTPA is following the issue closely.

Preservatives

Preservatives are ingredients designed to protect products, and therefore the consumer, against contamination by micro-organisms during storage and continued use. Annex V to the Cosmetics Regulation controls the use of preservatives in cosmetic products and only preservatives listed on this Annex are permitted for use. There are 58 entries on Annex V and, of these, less than 20 are considered to be frequently used. Nine of the frequently used preservatives have been reviewed by the European Commission in recent years.

If the palette of permitted preservatives shrinks further, there are concerns that the potential for skin irritation and allergy could increase through increased exposure to the smaller number of approved preservatives. In addition to a shrinking palette, there is also the challenge of adding new preservatives to Annex V. At present, validated alternatives are not available for all of the animal tests currently required according to the SCCS Notes of Guidance to provide the necessary data to support the addition of new preservatives to Annex V. It must also be acknowledged that 'free from' and 'does not contain' claims have contributed to negativity and consumer uncertainty towards safe and effective preservatives.

In response to these issues, a Cosmetics Europe Expert Team Product Preservation (ETPP) continued its work on a global strategy that will ensure all parties understand the importance of product preservation and will support adequate preservation of cosmetic products. ETPP works with the Personal Care Products Council (PCPC) in the US and the European Federation for Cosmetic Ingredients (EFFCI). CTPA is a member of ETPP. In 2015, ETPP developed a review programme to support Annex V preservatives for consideration by the Cosmetics Europe Board. The project is of key importance as it is hoped it can progress further and successfully in 2016.

Related Chemicals Legislation

The Cosmetics Regulation specifies how and what ingredients can be used in cosmetic products through both annexes and articles. Restrictions can include concentration limits, types of product and labelling requirements, to name a few.

In addition to the Cosmetics Regulation, there are other pieces of chemical legislation that should also be taken into account when considering what ingredients to use. CTPA follows all regulations that may affect both cosmetic ingredients and products and ensures its members are alerted accordingly.

REACH

The European Registration, Evaluation and Authorisation of Chemicals (REACH) Regulation requires that all chemical substances manufactured or imported into the European Economic Area, in a quantity between 1 and 100 tonnes per year, are registered by 31 May 2018.

In order to be able to continue to use substances that fall into this category in cosmetic products from 1 June 2018, companies must ensure that registration takes place prior to the deadline and that the cosmetic use of the substance is covered in the registration dossier. The European Chemicals Agency (ECHA) has advised that companies start to prepare for the 2018 REACH registration deadline. ECHA has developed a REACH portal, titled "Know your portfolio and start preparations for REACH 2018", which offers relevant tips and links.

CTPA continues to work with its scientific, regulatory and raw material supplier committees to ensure that all members are fully informed and compliant ahead of the 2018 deadline.

CTPA will be holding a seminar on REACH in 2016 (open to members and non-members) to help all companies along the supply chain be aware of the implications of the 2018 requirements.

Access and Benefit Sharing (ABS) Regulation

Commission Regulation (EU) No 511/2014 on compliance measures for users of the Nagoya Protocol on Access to Genetic Resources and the Fair and Equitable Sharing of Benefits Arising from their Utilisation came into force on 16 April 2014. The main requirements relevant to the cosmetics industry (user obligations, due diligence, monitoring user compliance and best practices) became applicable on 12 October 2015.

To ensure better understanding of the ABS Regulation, Cosmetics Europe, the International Fragrance Association (IFRA), EFFCI and the European Organization of Cosmetic Ingredients Industries and Services (UNITIS) have together developed a best practice document for the cosmetics industry. In addition, the four associations held a 'train the trainers' workshop to train the national associations on the intricacies of the ABS Regulation. In November 2015, CTPA ran a seminar to share that information with members.

Classification, Labelling and Packaging (CLP) Regulation

In 2009, the European Parliament and Council adopted a Regulation on the Classification, Labelling and Packaging of Substances and Mixtures (CLP), based on the Globally Harmonised System of Classification and Labelling of Chemicals (UN GHS), which became fully applicable to mixtures on 1 July 2015.

All finished cosmetic products (as defined in the Cosmetics Regulation), including those in aerosol packaging, are exempt from the CLP Regulation. However, Commission Directive 2013/10/EU, which amends the Aerosol Dispenser Directive (ADD), 75/324/EEC, refers to the CLP logos and hazard warnings under the labelling requirement of the CLP Regulation. Therefore, although cosmetic products are excluded from the CLP Regulation, cosmetic products in aerosol packaging must bear the CLP labelling in order to comply with the ADD. The labelling requirements were applicable from 1 July 2015. The notification part of the CLP is not included in the ADD and therefore is not applicable to cosmetic products in aerosol packaging.



International

China

Review of Chinese Legislations

In 2015, the Chinese Food and Drug Administration (CFDA) began a review of its cosmetics legislation. Draft projects on the revision of the Cosmetic Hygiene Standard, Administrative Measures for Cosmetics Labelling, update of the past-used ingredients inventory and the recast of the cosmetics regulation, named Cosmetic Supervision & Administration Regulation (CSAR), were published.

The Cosmetics Europe Task Force China and the CTPA International Committee have been involved in the different consultations. Developments are expected in 2016 and 2017.

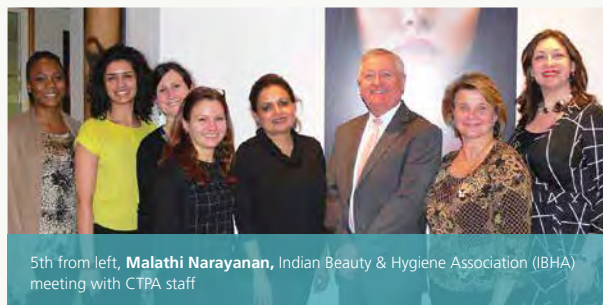
Alternatives to Animal Testing

In November 2015, a partnership between the China National Institute for Drug Control (NIFDC), the British Home Office, the European Union China Chamber of Commerce (EUCCC) and Cosmetics Europe organised a cosmetic safety assessment event in Beijing to promote safety assessment and alternative non-animal testing methods in China. CTPA provided help and advice to the Home Office during the preparation of this event.

The European regulators and the cosmetics industry continue to promote alternatives to animal testing and share knowledge of the European bans on animal testing with other international bodies. On 21 October, the CTPA's Director-General was invited to participate in a reception at Mansion House, London, to witness the signing of a number of important trade and research deals between Britain and China in the field of life sciences. Speaking at the event, the Minister for Life Sciences, George Freeman, referred to animal testing as a key issue where Britain and China were engaged in talks.



Dr Chris Flower at the Home Office Health & Life Sciences Summit between Britain and China



5th from left, Malathi Narayanan, Indian Beauty & Hygiene Association (IBHA) meeting with CTPA staff

India

CTPA has chaired the Cosmetics Europe Task Force India for a number of years and, in 2015, was very pleased to be able to organise the visit of the Indian Beauty & Hygiene Association (IBHA) to Cosmetics Europe and the CTPA.

Heavy metals

In 2015, IBHA and Cosmetics Europe worked collaboratively to resolve issues regarding traces of heavy metals in cosmetics, in particular traces of mercury. In India the current limit for mercury in finished cosmetic products is 0ppm (parts per million). A request has been made by the cosmetics industry to amend the Indian legislation to adopt a limit of 1 ppm for traces of mercury in finished cosmetic products. If this proposal is accepted, it will mean that the limit for traces of mercury in India will be in line with that of the International Co-operation on Cosmetics Regulation (ICCR).

Registration dossier

Self-declaration of compliance with the animal testing ban

The Indian Ministry of Health (MoH) released a circular (Clarification for import and registration of cosmetics) clarifying that companies can submit a one-time self-declaration of compliance with the Indian animal testing ban to the Drugs Controller General of India (DCGI). This is a significant improvement, as previously companies were required to submit this declaration to customs per shipment.

Renewal of Registration Certificate

In 2015, the cosmetics industry also welcomed the new simplified process for Registration Certificate renewal published by the MoH. The new process allows companies to submit a reduced number of documents and therefore accelerates the renewal process.

Trade facilitation

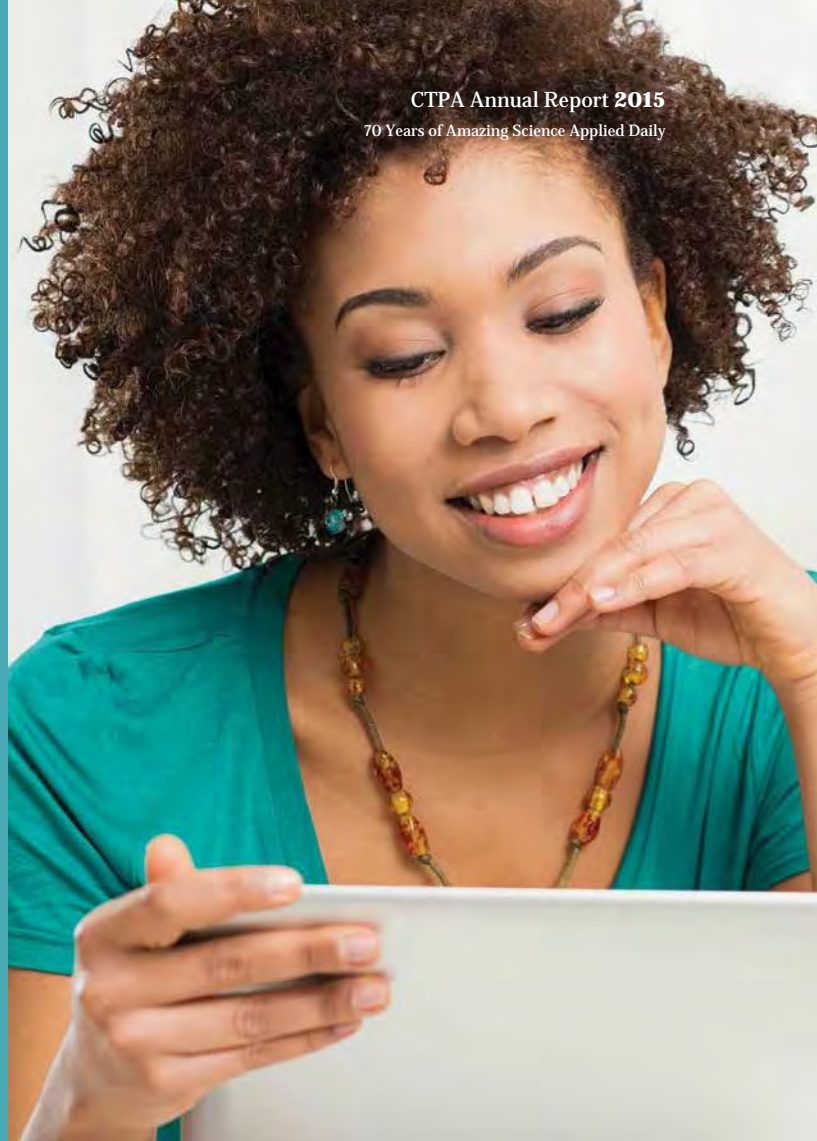
CTPA has been working with the Importing Licence Team at the Department for Business, Innovation and Skills on the new electronic Certificates of Free Sale (CFS) system. In addition, collaborative work on monitoring trade barriers in different countries has been taking place, in particular in China and the Middle East regions.

The Evolution of the CTPA Packaging Manual for Members

The CTPA members-only Packaging Manual has been in existence since the 1980s providing members with information on the labelling of cosmetic products including weights and measures, aerosols, sun products and environmental labelling. It has evolved since its creation in both content and format. The manual is an essential tool for members which also acts as a source of key information on complex regulatory topics including packaging waste, transport of dangerous goods, advertising, price marking and promotional offers.

The Packaging Manual is only available to members and there is an additional annual subscription fee. As an online resource, it has the advantage of being accessible 24/7 to company staff from all over the world.

Currently, the Manual also includes information on key overseas legislations. In 2016, CTPA will be developing a separate **International Manual** which will provide further information on country-specific requirements. This information will cover additional topics such as registration, notification and certification.



CTPA

CTPA recognises that it cannot satisfactorily address all of the regulatory and technical issues that affect our sector without the advice and input of its members. We would like to thank all our member companies for their support in releasing their staff to take part in the work of CTPA committees, our seminars and workshops, and those committees run by Cosmetics Europe in Brussels.

Together we are stronger as we work to ensure the right conditions for our industry to flourish.



CTPA Events

CTPA runs events for its members as and when the occasion demands and takes part in external events where they further its strategy and objectives. In 2015, CTPA ran a technical workshop, a seminar on international regulations, a member event and a celebratory event for its 70th Anniversary. The CTPA also exhibited and presented at two exhibitions during the year.

Members' Debate & Luncheon

CTPA held its second annual Members' Event on 23 June, the 'Changing Face of the Cosmetics Industry – 70 years'. Held at BAFTA in London, it was attended by 140 members, guests and staff. After a series of thought-provoking short presentations, each ending with a challenging question to the audience, a reception was followed by a working lunch debating the many issues and ideas raised. Afterwards, each table fed back to the room the key messages they had developed and what, if they were in charge, CTPA should do about them. Members had been asked to 'take off their company hats' and consider the industry as a whole, really thinking about the future of the cosmetics industry. The feedback has provided a rich mixture of thoughts, ideas and suggestions which will help CTPA maintain its reputation as a thought-leader.



John Chave, Director-General, Cosmetics Europe feeding back members' comments.



Members, Speakers and CTPA working on their collective thoughts and suggested actions.



A Trip Down Memory Lane

To celebrate the Association's 70th Anniversary, a special lunch was held on 10 November when staff took 'A Trip Down Memory Lane' with a total of 60 guests. From the many tributes at the event and following it, it is clear that CTPA is held in high regard by past and present Chairs, Vice-chairs, committee representatives and the many friends of the Association.



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1. Ged O'Shea; 2. Chris Flower; 3. Richard Bradley and 4. Alan McGee sharing memories.

Technical Workshops & Seminars

International Seminar

CTPA hosted its third International Seminar on the 23 and 24 November 2015. The event was attended by over 100 members.

Regulatory experts from the industry, Association and Government, presented on the regulatory developments in key global markets focussing particularly on ASEAN, China, India, the Middle East, Russia and South America. EU/EEA Member States' specific requirements were also covered.

On the first afternoon Dr Chris Flower opened the event and was followed by a presentation from Mintel giving some insights on the current global market. Attendees were then briefed on regulatory changes in India and China. Members welcomed the intervention from

Ruchi Nanda (BIS Trade Policy Unit - International Market Access), highlighting how the UK Government is working to fight trade barriers; specific cosmetic case examples were shared. We were very pleased to include among the attendees the BIS Importing Licence team and Trade Policy Unit - International Market Access.

The first day concluded with three interactive round-table sessions organised by regions, aimed at identifying the key regulatory difficulties and the areas of focus for the CTPA. A drinks reception and a dinner successfully provided opportunities to network with attendees, speakers, guests and CTPA staff.

The second day consisted of in-depth presentations delivered by industry experts and panel discussions on Russia, EU, the Middle East, ASEAN and South America.

— *“Fantastic speakers, really knowledgeable in their field of expertise and great to share that other people have the same issues... I thought it was just me.”* —



Roundtable session during the International Seminar



Ruchi Nanda (BIS Trade Policy Unit - International Market Access)

ABS Regulation (Nagoya Protocol)

On 30 November 2015, CTPA held a seminar on the EU Access and Benefit Sharing (ABS) Regulation, which implements the Nagoya Protocol in the EU. The event was well attended by both raw material suppliers and manufacturing companies and was a unique opportunity to put the ABS Regulation into practice via case studies using the Cosmetics Europe 'Best Practice for the Cosmetics Industry'. This event really helped companies to understand how the ABS Regulation will affect them and how to be prepared. It also highlighted that there are still grey areas of interpretation. The Q&A session feedback has been shared with Cosmetics Europe. Attendees also welcomed the presentation from Michael Worrell, the EUTR & ABS Project Manager at the National Measurement and Regulation Office (NMRO), in charge of enforcing the ABS Regulation in the UK.



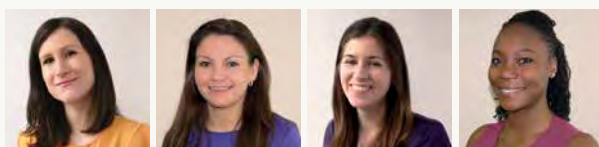
Panel discussion featuring: Ifra Siddiqui, CTPA; Dr Lauren Bailey, past CTPA; Michael Worrell, National Measurement & Regulation Office; and Olivia Santoni, CTPA



Cosmetics Basics

During 2015, the CTPA Cosmetics Basics workshops benefited a wide range of members including manufacturers, brand owners, sub-contractors and retailers.

These member-only free workshops provide an overview of the pertinent EU legislative requirements for cosmetic products as well as giving members the opportunity to discuss specific issues they are facing in their everyday job. It is an excellent way to learn more about membership benefits and how to make the best use of CTPA services, including accessing the right person at CTPA for confidential one-to-one advice.



From l-r

- Olivia Santoni** Head of Regulatory & International Services
- Amanda Isom** Technical Affairs Manager
- Dr Lauren Bailey** Past Scientific Affairs Manager
- Erika Bonnegrace** Regulatory Information Officer

Cosmetics Basics workshops will continue in 2016 and a Cosmetics Basics level 2 will also be organised according to member demand.

Level 1 provides an introduction to the Cosmetics Regulation and the CTPA services. New members and new staff within existing members benefit greatly from attending this workshop.

Level 2 is an advanced workshop focussing on the requirements of the Cosmetics Regulation with practical examples. This also provides the perfect opportunity for attendees to discuss specific regulatory issues with CTPA experts.

CTPA Out & About

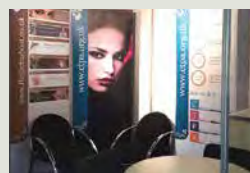
Collaboration with Trading Standards

CTPA has been building a strong relationship with Trading Standards Officers (TSOs) over the last few years through its programme of training sessions on the Cosmetics Regulation and the attendance of TSOs at CTPA events. This relationship was further developed in 2015 with CTPA attending the 2015 Chartered Trading Standards Institute (CTSI) annual conference. As well as having a stand at the exhibition, CTPA also presented in one of the mini theatres focussing on what companies (and TSOs) need to know about the Cosmetics Regulation. CTPA was able to interact with the TSOs present at the exhibition and enhance awareness of the practical implications of the EU Cosmetics Regulation.



It was also the opportunity to launch the latest CTPA publication, 'Supplying Cosmetic Products on the UK Market? A CTPA Guide to What You Need to Know' which explains the obligations of cosmetic companies under the EU Cosmetics Regulation. The publication includes CTPA's '10 Key Principles' to the Cosmetics Regulation and is freely available from the Information Centre on the CTPA public website. The guide has been written in clear, everyday language and was well received by individual TSOs at the exhibition.

Making Cosmetics



CTPA has been supporting the Making Cosmetics exhibition since its inception by taking a CTPA stand and providing presentations for the seminar sessions.

In 2015, presentations were given on the Cosmetics Regulation, with updates and clarification, and an introduction to the legislation for companies new to the industry: 'Be Compliant, Safe & Effective'. CTPA also took part in a debate led by the Society of Cosmetic Scientists 'Cosmetic, Chemicals and the Truth' which attracted a sizeable audience.



The Changing Face of Cosmetics: Forming the Future Together

The world is changing at an ever-increasing rate and expert commentators have identified a number of mega-trends which influence all walks of life across the world. These will undoubtedly impact the UK cosmetics industry as certainly as science, technology and regulations do. Sometimes, however, one simply cannot see the wood for the trees, and this is where CTPA can play a key role. Associations can take a step away from the here and now, to explore what the future might have in store and consider what that association should do in order to be best able to meet the needs of its industry. CTPA will do this because its members have asked us to.

Building up from Solid Foundations

CTPA has always strived to exceed the immediate needs of members. Historically, this was based on expertise in scientific, technical and regulatory matters but since the early 2000s CTPA has built upon that solid foundation to develop an expertise in pro-active communications in order to positively impact trust. The key collateral was built from two initial platforms: firstly explaining the difference between hazard and risk and pressing for risk-based decision-making by regulators both in the UK and more widely; and secondly on self-esteem and the contribution that positive self-esteem brings to the individual, to their circle of friends and family and to society as a whole. From there, our pro-activity has evolved to increasingly address issues at their root, with pro-active strands of work designed to tackle topics that could impact trust in advance of their surfacing – always guided by what's important to our members.



Underpinned by What Helps or Hinders our Members

In 2014, CTPA began a journey with members to source even more input from them. At a CTPA-hosted members' event, members were asked to explain what it was that kept them awake at night. In effect, they were asked what their key concerns were and whether CTPA was providing appropriate support in those areas. The outcome was reassuring in that both CTPA and its members saw robust issues management to be the key deliverable and that generally that need was met.

For the next step of the journey, CTPA set itself a deliberately more difficult path. In 2015, we hosted a second members' event that built upon the first but was more challenging to the audience and consequently to the Association as well. Views on how to manage issues were aired as we heard that information itself can be dangerous in today's superficial sound-bite digital world because people are increasingly unable or unwilling to manage complex thinking; yet there has to be a balance struck between complexity and simplicity whether in messages or in the evidence supporting those messages. We were challenged over whether our messages are delivered to where the audience actually is and whether those messages are attention-grabbing enough; and we were asked to consider what are we afraid of as we work on reputation and trust for the industry and the Association.

These and other issues were debated by members who concluded that CTPA must still put robust issues management as its top priority but, in an increasingly digital and interlinked world, should not restrict its activities to reacting to existing issues or those that are just UK-based, but actively seek to manage those issues that threaten the industry ahead of them arising no matter where in the world they originate. Quite a challenge!

So we return to the theme of global mega-trends and what they foretell for the UK cosmetics industry. The number of such mega-trends varies with different commentators but those which seem of direct relevance here are the growth of digital access and what that means for speed of communications on one hand and changes in the retail environment on the other. This leads to an increasing globalisation of the market where people can access products from around the world from wherever home happens to be. How is this to be policed and by whom? Where does the consumer go for redress when things are not as they ought to be? Even to what standards or regulations should a product comply when part of a global digital retail platform? Also today's consumer is increasingly looking to products specific to them, for increased personalisation at a time of increasing wealth and increasing urbanisation.

Trust: Still the Heart of the Matter

It means that trust in an industry, trust in its brands and products and indeed trust in its trade association will be key to future growth. Yet regulators are having to cut back on enforcement at the same time as consumers are not seeing a distinction between cosmetic products as legally defined within the European Union and other beauty products. Disappointment in one area not under the same control as our own could nevertheless damage the image of the cosmetics industry at large.

That then is the challenge which came from the members' events. First, to expand further our international network of co-ordinated cosmetic associations and also to include those products which abut our own, areas we have called adjacencies. Second, to make use of that network to identify actions by one sector that represent a possible risk of collateral damage to the reputation of another sector and act accordingly to minimise that risk. Third, to invest in the brand equity of CTPA and what it stands for so that members see their membership as providing more than advice on legislative and technical matters, more even than robust issue management but as a positive indicator of a company that adheres to high standards in the production and supply of cosmetic products.

“...members see their membership as providing more than advice on legislative and technical matters, more even than robust issue management but as a positive indicator of a company that adheres to high standards in the production and supply of cosmetic products.”

The Road Ahead

Our future workplans will therefore be aligned with those three long-term objectives. We will invest in the international network of associations, taking opportunities for synergy and avoiding duplication of effort; we will invest in working together with those who represent the adjacencies to the cosmetics sector to co-ordinate actions and activities and thereby minimise exposure to reputational risk; and we will invest in the brand equity of CTPA and of trust in the industry we represent as the authoritative public voice of a responsible industry.



Listening and Learning: An Educational Journey



Our ambition remains the same 'to be the authoritative public voice of a vibrant and responsible UK industry, trusted to act responsibly for the consumer'.

To do this, CTPA works closely with its members and its communications agency, Blue Rubicon, to create a route-map to plan activity around key issues that could affect members and impact trust in the industry. The CTPA's main focus in 2015 was on allergy and safety. This encompassed a wide range of sub-topics, including hair colorants and PPD, so called 'black henna' temporary tattoos, allergy to preservatives and the unfounded scare stories relating to safe ingredients in products. By working in partnership with credible stakeholders and effectively drawing on relationships with key media, we were able to create content that addressed the issues and audiences appropriately, and generate the right opportunities to share it effectively.

Bridging the Knowledge Gaps: The Science Behind Beauty

Throughout 2015, the CTPA continued to build strong relationships with media, providing journalists with trusted and scientifically sound information which has been vital in encouraging accurate reporting. As part of this, in May 2015 the CTPA organised a first-of-its-kind event, in conjunction with the Society of Cosmetic Scientists (SCS) and held at the Royal Society of Chemistry (RSC), which brought scientists, journalists, members and stakeholders together under one roof for the evening.

'The Science Behind Beauty' event aimed to address media knowledge gaps and raise awareness and understanding of cosmetic science, focusing on issues that could impact trust and adversely influence consumer and media opinions. The event included a series of lectures, a Q&A panel discussion and a networking reception, designed to explain the depth of science behind cosmetic products and the detailed processes companies follow in order to bring innovative and high quality products to consumers, safely. The event was well-attended by CTPA and SCS members, stakeholders and the media, including journalists writing for the national press, beauty titles, consumer magazines as well as bloggers and freelance journalists.

Where CTPA invests time offline in educating and informing journalists in this way, we can see it pay off online. Over 100 tweets were sent on the night from media and stakeholders; they were 100% positive in sentiment and nearly all featured the #Sciencebehindbeauty hashtag. Feedback since the event has been overwhelmingly positive with calls for CTPA to run more 'Science Behind' events in the future – something which is being planned for 2016. In addition to this, it has served as a strong foundation for new relationships with journalists which has resulted in more direct enquires to CTPA before articles are published, allowing us to ensure that information is factually correct before it reaches consumers.

The science behind...



On the night, there were over 100 tweets about the event, reaching over 26,000 people

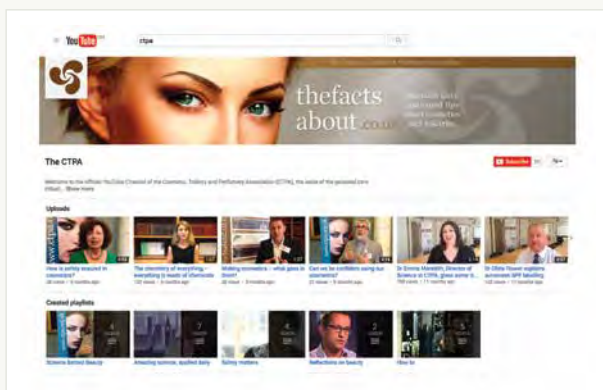
At the June Members' event we heard how members want us to manage issues that can threaten the industry before they arise, and the Science Behind Beauty event demonstrated how effectively we can arm journalists with the facts in order to help militate against some of those potential scare-stories that can negatively impact trust, before they materialise.

Online Facts

A key source of information for consumers, journalists and stakeholders, www.thefactsabout.co.uk provides fresh and up-to-date content with timely 'In the News' items and Hot Topic areas. Subscribers are sent 'In the News' updates whenever an issue surfaces, ensuring CTPA responses reach key industry followers in a timely manner.



Since launching at the end of 2014, the CTPA has continued to add informative videos to the bank of content on its YouTube channel. For example, we were able to make the most out of the Science Behind Beauty event by recording short interviews with speakers and posting these on the YouTube channel – providing a diverse range of expert opinion. The videos from the channel are often sent to media in response to topical issues to help provide factual and easily digestible evidence to journalists when writing articles. As a result, they are often hosted on media websites - for example, the 'Black Henna' temporary tattoo video has been hosted on 57 different news websites, including the Mail Online.



We have continued to use Twitter @theCTPA to link to [thefactsabout](http://thefactsabout.co.uk) and the YouTube channel. Industry stakeholders have boosted these efforts, propagating our messages through retweets and mentions.

Signs of Success

Reassuring consumers: More than eight out of 10 visitors to [thefactsabout](http://thefactsabout.co.uk) are new users (86%); a higher proportion than last year and a fact that demonstrates the site continues to engage a broad audience. Significant peaks in traffic to the website are driven by media stories, which reinforces that the site is being used as intended: to reassure consumers when issues arise.

A high quality user base: 'beauty' is the leading term in CTPA followers' biographies on Twitter, closely followed by 'editor', 'news', 'health', 'writer' and 'industry', all terms that indicate we are reaching the right people.

CTPA's Twitter followers have a wide reach online. More than 20% have between 10- 50,000 followers and 18% have between 5-10,000 followers. This demonstrates the breadth and depth of CTPA's position online.

Building relationships transparently online: we see evidence of effective relationship-building bearing fruit on Twitter in particular. Where media scare stories have arisen, CTPA has used Twitter in response to address the issue, deploying a two-pronged approach that considers both consumer and industry stakeholders as audiences. First by reassuring consumers with advice through a link to information, and second by addressing stakeholders directly with a commitment to work collaboratively.



[thefactsabout](http://thefactsabout.co.uk) attracted 93,296 unique users in 2015, an increase from 89,925 in 2014.

Enhanced Credibility through Partnership

Strong relationships with credible third parties remain invaluable: their voices lend added weight to the industry's narrative around key issues and they also provide influential platforms, enabling us to communicate a unified message to a wider audience.

We have continued our collaborative, pro-active engagement with stakeholder groups throughout the year to build on mutually beneficial relationships. Not only have we opened new dialogues with influential organisations such as the Royal Pharmaceutical Society (RPS), we also launched a consumer awareness campaign with the British Skin Foundation (BSF) following a survey with dermatologists. The positive dialogue we hold with these stakeholders continues to open up the opportunity for collaboration that can build trust among consumers through partnership, especially to create relevant and enticing content:

“We have enjoyed an open and honest dialogue with CTPA, which has enabled us to work constructively together on microplastic pollution – an issue that consumers are increasingly concerned about. We're pleased to see many in the cosmetics industry taking positive, voluntary action towards phasing out these unsustainable ingredients from their products”

Tanya Cox

Fauna & Flora International

As well as strengthening relationships with stakeholder groups, we have closely worked with the publisher Raconteur to provide industry messaging within its beauty and skincare focused special reports, distributed with The Times.

In addition, we have been continually in contact with groups and organisations which are influential in sensitive key industry issues such as plastic microparticles (microbeads) and animal testing. These conversations have enabled CTPA to impact the views of stakeholders:

“Our research into public attitudes to chemistry shows that people feel distant and emotionally disconnected from chemistry. This suggests that there is a significant opportunity to engage consumers with content that links chemistry with the things that they do every day, like cooking.”

Jon Edwards

Strategic Communications Manager, Royal Society of Chemistry

Stakeholders have played a strong role in amplifying our messages via social media, often sharing CTPA content to their own Twitter and Facebook followings, allowing us to reach a far wider audience.

British Skin Foundation

CTPA partnered with the British Skin Foundation to educate consumers on PPD allergy and warn around the dangers of so called 'Black Henna' Temporary Tattoos (BHTTs).

With an impactful media package of new research, a case study, images and video content, launch week alone resulted in 134 articles all of which included our allergy messaging.

In addition, 57 of those included CTPA's BHTTs video and the campaign achieved more than 4,000 shares on social media.



CTPA's "Why to avoid 'black henna' temporary tattoos" YouTube video has received over 1,000 views since the campaign with British Skin Foundation

Robust Issues Management

New issues constantly threaten trust in the industry and its products. Rapid, robust rebuttals to media scare stories continue to play a central part in ensuring the public and journalists receive fact-based messages.

Over the course of the past year CTPA has responded to over 100 media issues on a wide range of topics. Key issues have included the safe use of ingredients such as Triclosan, parabens and MI, the issues surrounding the use of plastic microparticles (microbeads) and the numerous questions surrounding sun protection products including efficacy, the safety of ingredients and application.

Close communications with members have enabled CTPA to stay abreast of upcoming issues and allowed the organisation to influence the overall reporting of issues, ensuring a fair and balanced representation of the industry in the news. As our 2015 digital and communications audit identified, the trust challenge for the industry is changing, so it is only right that CTPA's communications approach must be constantly reviewed and refreshed to be mindful of these shifting sands.

The number of online conversations about industry issues is growing, as social media take-up increases more broadly. Members asked us at our 2015 Members' Event to ensure our scope is wide that we focus on the UK but not to the exclusion of a global gaze. The need for this is also supported by insights drawn from listening to digital conversation; it is becoming increasingly globalised, despite significant differences in regulation from country to country, and there's a pressing need to respond to consumers' questions and concerns more quickly, more succinctly and, where possible, visually.

Issues management remains at the heart of our activity, but by constantly listening to our members and drawing enhanced understanding from the annual digital and communications audit, CTPA remains on a continual learning curve, where ongoing insights clarify our thinking to increasingly anticipate and pre-empt issues that may impact trust. This strategic approach allows us to identify priority issues, and to build our relationships in a way that enables us to create and disseminate powerful content, with credible partners.

Supporting the MSc Course in Cosmetic Science

CTPA provides annual support to the MSc course in Cosmetic Science at the London College of Fashion, University of Arts. As well as financial course support, CTPA provides competitive bursaries to encourage high standards amongst the students and continuous improvement in results.



Students working in the lab

CTPA Educational Portal – CATIE

CTPA's long-established education site, CATIE, was completely revised during 2014/15, relaunching in August 2015 to provide new and improved free resources for schools and colleges. Predominantly focusing on the science curriculum, it incorporates learning activities, in-depth teachers' notes and a careers section.

The site explains how plants grow, what affects hearing and pitch, the classification of plants, how an aerosol works and much, much more.

Mapped to particular key stages, the site provides upbeat, fresh and modern resources designed to appeal to young people, using the science behind everyday items such as cosmetics and experiences to which students can relate.

The CATIE educational portal is free to use and no registration is required to access the resources. The site has launched on its established domain – www.catie.org.uk – and has been showcased to teachers within the widely-used Times Educational Supplement site.





Charity Begins at Home

1.7 million women living with cancer are supported by the cosmetics industry

Since its first workshop in the Sloane Kettering Hospital in New York 26 years ago our industry's charity has grown into 26 countries. The CTPA is proud to have been instrumental in bringing Look Good Feel Better to the UK 22 years ago and to have witnessed its growth and huge success across the country.

Sadly, the need for LGFB's confidence boosting skincare and make-up workshops continues to increase with over 165,000 women and teenagers newly diagnosed with cancer each year. LGFB now offers its free services in 84 locations throughout the UK and has added Masterclasses to the 'offering', enabling women living in less accessible parts of the country to benefit from the service.

During 2015, the charity was able to run 1400 Workshops and 220 Masterclasses with the help of over 2,301 volunteer beauty consultants providing over 15,500 women and teenagers with essential skincare and make-up

techniques for minimising some of the most feared side-effects such as skin changes, eyebrow and eyelash loss. The Workshops are full of fun, with participants leaving in high spirits. For families and friends, seeing someone they love looking better and feeling more confident can help them to maintain the kind of positive support that is so vital.

None of this hugely valued support would be possible without our industry's support - from consultant volunteers to product donations, logistical support to promotions and personal skills and expertise.

The LGFB service makes a cancer journey a little better for every woman and teenager, but the medical profession also endorses what the Programme does.

“ Whilst there is no evidence it has a direct effect on the disease, feeling good about your appearance can help patients get through treatment. Applying make-up allows you to control something about yourself when everything else is outside your control. I think it's really important for women to have access to LGFB's incredibly practical service - the effect a LGFB skincare and make-up workshop has on women's appearance and confidence is life enhancing during such a difficult time.”

Dr Natalie Doyle

Nurse Consultant
The Royal Marsden NHS Foundation Trust

For more information visit www.lgfb.co.uk or email info@lgfb.co.uk to see how you or your company could help LGFB today!



@lgfbuk



LookGoodFeelBetterUK



look good **feel better**
SUPPORTING WOMEN WITH CANCER



Here are a few thoughts from those touched by the industry's charity

"The whole experience was outstanding. It's not just about a bit of make-up, it's not vanity, it's about control. It gives women the strength to fight this horrible disease."

Fiona
LGFB Beneficiary

"I had such a lovely time filled with hope and laughter. The beautiful goodie bag was just overwhelming! I hope the beauty brands realise the effect their donations have."

Audrey
LGFB Beneficiary





Cosmetic Industry in Figures

“The UK cosmetic and personal care market followed a similar pattern in 2015 to that of 2014 in that we see an overall decline in value of the market year on year (yr/yr) of 0.2% (0.1% 2014 v 2013) and a fall in actual packs purchased of 0.3% yr/yr (0.5% 2014 v 2013). Essentially, shoppers have become used to searching for bargains and price has become the key driver as opposed to multi-buys, for example in grocers and chemists that drove volumes in the past.”

Tim Nancholas

Strategic Insight Director – Home, Health & Beauty, Kantar Worldpanel, March 2016

“Clearly, the report covers a wide range of markets and the story has changed within some of them, if we take the three biggest, fragrance, colour cosmetics and skincare we see colour cosmetics bucking the trend. An increase of 1.6% in packs is encouraging but 7% value growth highlights that shoppers (in this case females) are prepared to spend to make themselves look good, feel better and have the right products to choose. Lipsticks have done very well as have all the other sectors except nail varnish (which had a good 2014).

“Fragrance has had another tough year as we see a 3% fall in sales, there are less buyers but it is Christmas gifting that is worrying as it has become less popular to include perfumes and aftershaves as part of the ritual Christmas gifting behaviour. Black Friday also causes a disruption as some purchasing is made earlier than normal.

“The varied skincare market has seen mixed fortunes. Prestige value has fallen but mass facial skincare and body care has fared somewhat better as shoppers loosen their spending a little, this has not translated to men’s skincare though, the proliferation of beards hasn’t helped this sector!

“Mass market sectors like haircare and deodorants have been victims of the price war i.e. grocers have started to match discounter pricing so the public get lower prices but it hasn’t encouraged greater quantities to be bought. In fact, volume is down further than value (1.6% value v 3.1% yr/yr decline in units) with shampoo and conditioners suffering, however, fashionable styling products have performed much better.

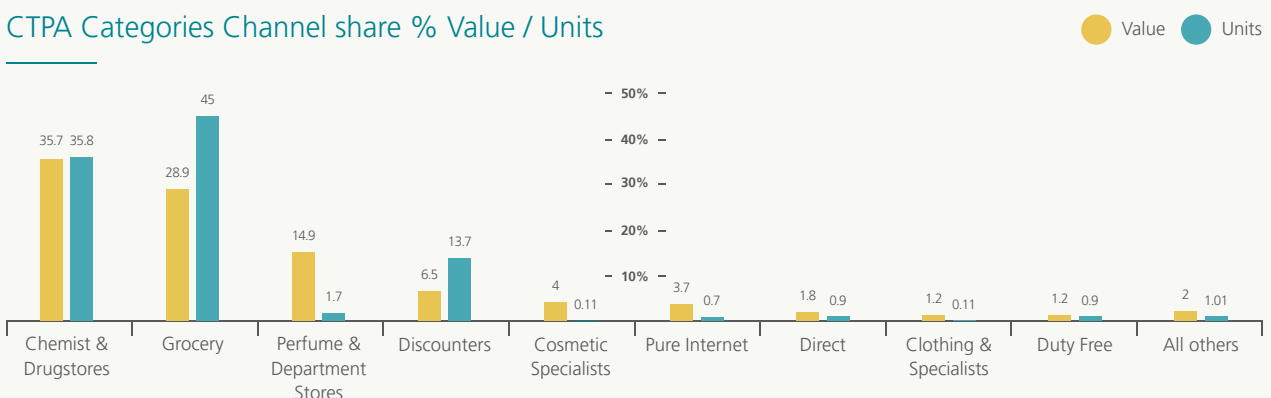
“Footcare is another oasis of market growth as more products are aimed at this area that may have been neglected in the past. Liquid soap has managed growth at the expense of bar soap whilst shower products see improved unit sales but discounting has led to a value fall of nearly 1%.

“2016 looks as if we will see a similar pattern as 2015 as discounters continue to improve market share. Multiple grocers are losing share (losing 1.1 percentage share points from 2014 now at 28.9%) not just to the food discounters (Aldi/Lidl) but also to the bargain stores such as Home Bargains and Poundland. Discounters now have 6.5% share from 6.1% share in 2014.

“Department stores and perfumery outlets (where beauty is the main focus) have maintained a 14.9% share whilst duty free (shops in international travel hubs) have experienced leaner times. Interestingly for total cosmetics, the High Street is in revival and chemist and drugstore sales are on the up with this channel taking 35.7% value share (from 35.5% in 2014) so the story is not entirely around price and discounting.

“2016 does not look to be a boom year but economic indicators should help with the more prestige markets and it remains key that manufacturers continue to cater for needs of the consumer in all the categories – not just on price but on quality and availability. Internet shopping, (internet only e-tailers) has seen flat sales year on year but in some markets, fragrance for example, total internet (all sites) sales exceed 21% of all sales.”

CTPA Categories Channel share % Value / Units



CTPA Category Estimates December 2015

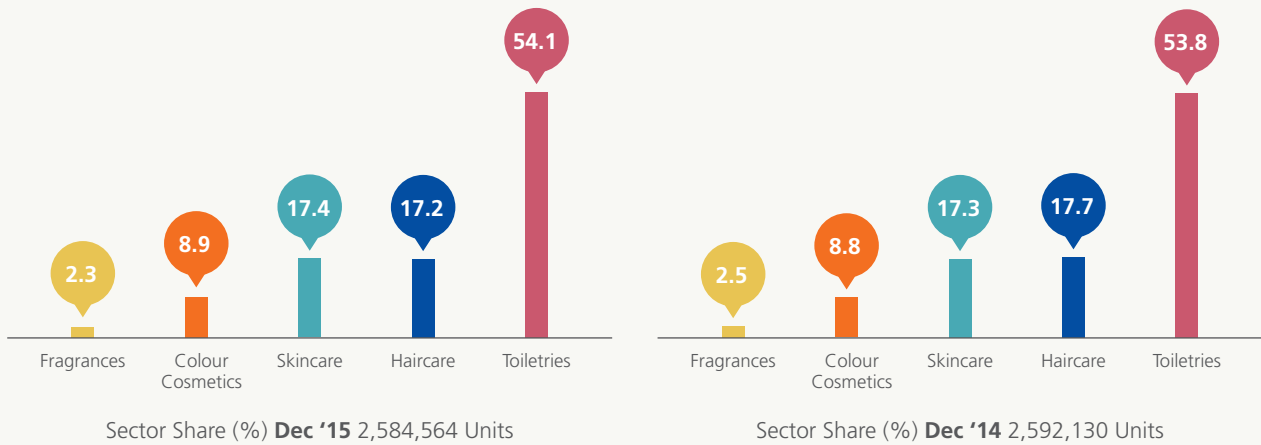
Total GB cosmetics market remains flat from 2014 at **£9,102 million** in 2015

	£000s Dec-14	£000s Dec-15	% Change
Fragrance *	1,634,492	1,585,821	-3.0
Fine Female Fragrance	906,684	889,407	-1.9
Fine Male Fragrance	514,378	493,857	-4.0
Mass Female Fragrance	98,208	93,547	-4.7
Mass Male Fragrance	78,287	74,034	-5.4
Fine Unisex Fragrance	33,620	31,498	-6.3
Mass Unisex Fragrance	3,315	3,478	4.9
* includes gift packs/coffrets			
Colour Cosmetics *	1,416,240	1,515,884	7.0
Face	572,923	618,407	7.9
Lips	217,852	254,706	16.9
Eyes	404,848	447,384	10.5
Nails	220,617	195,387	-11.4
* includes gift packs/coffrets			
Skincare	2,211,666	2,192,530	-0.9
Prestige Skincare Total inc Gift Packs	607,917	587,176	-3.4
Face Care Non-medicated	896,546	900,087	0.4
Face Care Medicated	89,374	90,441	1.2
Face Care Male	80,727	74,806	-7.3
Hand Care	55,556	54,682	-1.6
Body Creams & Lotions	172,279	178,685	3.7
Baby Care Products	17,078	16,945	-0.8
Lipsalves	52,194	51,442	-1.4
Sun Preparations	239,994	238,266	-0.7
Haircare	1,614,186	1,587,653	-1.6
Shampoo	443,943	439,370	-1.0
Hair Colorants Inc Lightening	296,006	284,616	-3.8
Conditioners	289,799	277,493	-4.2
Hair Sprays & Setting Sprays	115,185	114,492	-0.6
Hair Creams/Waxes and Gels	50,675	51,320	1.3
Settings Lotions and Mousses	12,761	14,695	15.2
Home Perms	1,204	1,054	-12.5
Salons (Industry estimate)	404,614	404,614	0.0
Toiletries	2,240,304	2,219,661	-0.9
Toothpaste	461,490	461,017	-0.1
Depilatories	49,731	46,420	-6.7
Foot Preparations	139,027	147,250	5.9
Deodorants	596,076	571,543	-4.1
Shaving Soaps	75,097	73,845	-1.7
Mouthwashes	174,137	175,579	0.8
Talcum Powder	16,273	15,794	-2.9
Bath Additives	143,245	143,402	0.1
Shower and Body Wash	339,436	336,545	-0.9
Liquid Soap	160,835	167,694	4.3
Toilet Soap	84,957	80,572	-5.2
Grand Total	9,116,888	9,101,548	-0.2

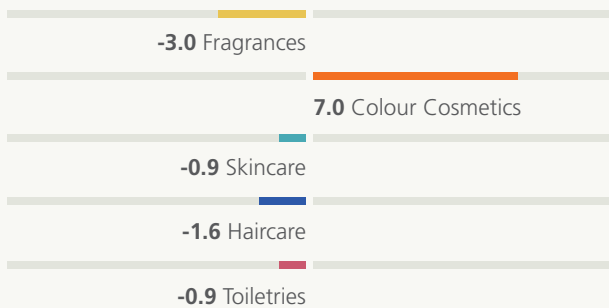
Sector Share (%) of Category Dec '15 vs Dec '14 by Value (rsp)



Sector Share (%) of Category Dec '15 vs Dec '14 by Units



Sector Year on Year % change by Value



Sector Year on Year % change by Units



Methodology & Data Sources

IRI market tracking data:

Census EPoS data from Asda, Boots, Iceland, Morrisons, Sainsburys, Superdrug, Tesco, Waitrose, Wilkinson, The Cooperative Group (including Somerfield).

Sample EPoS data from Symbol Grocers, other Coops, independents and chemists.

Other data representation (audit and estimation methodology) from convenience stores, petrol forecourts, chemists and other impulse outlets.

Kantar Worldpanel Purchasing data (Worldpanel)

Individual purchasing data from a panel of 30,000 households which for this report will cover other GB outlets not mentioned in IRI tracking plus Aldi, Costco, Holland & Barrett, Lidl, Marks & Spencer, Savers, Bodyshop, bargain stores (such as Poundland, B&M Bargains, Home Bargains, 99p Stores) and other smaller outlets.

Kantar Beauty Panel

A panel of 15,000 individuals who record their purchasing of fragrances, colour cosmetics and skincare products across all relevant outlets (including department stores, Boots, Bodyshop, Internet, mail order and direct sales) via online data entry.

Report Definitions

Measures:

Value Sales = £ sold (in 000s)

% Chg = % change versus same time a year ago

Further Details

[IRI](#)

www.iriworldwide.co.uk

[Kantar Worldpanel](#)

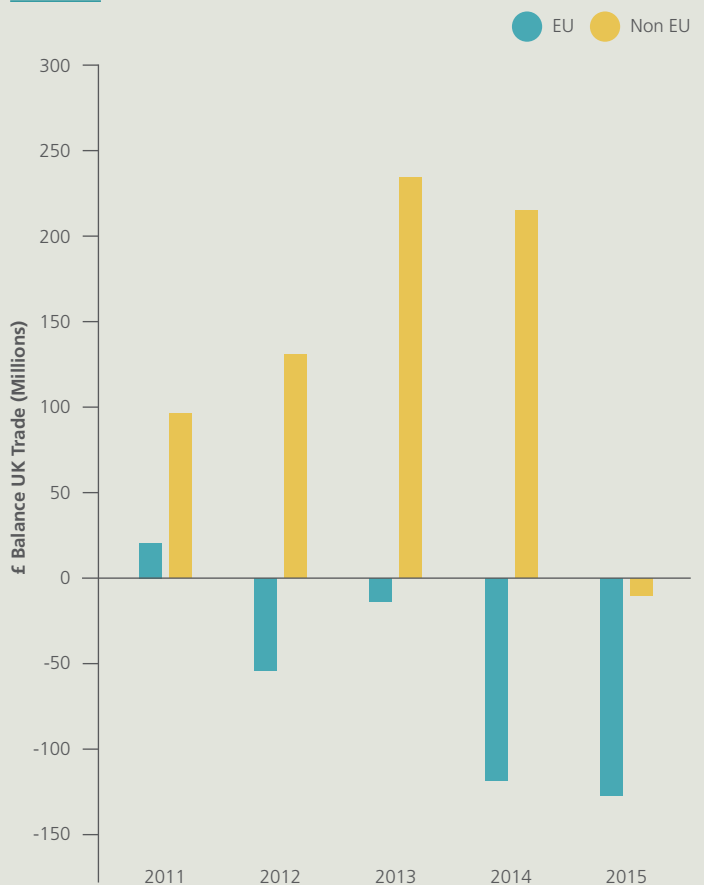
www.kantarworldpanel.com

UK Trade in Global Markets

The UK is seen as a vibrant exporter but 2015 saw a slump of 5.2% in exports to the EU and a 10.4% drop in exports outside of the EU. At the same time, imports have increased by 9.6% from outside of the EU although EU imports decreased by 4.6%. This leaves the UK as a net importer for both the EU and non-EU markets.

Overall, the EU remains the UK's largest trading partner with 66% of the worldwide market in exports and 64.8% of imports. However, we can also see that manufacturing in countries such as China has increased over the years with imports from China now ranking in 4th place. Consistent top export markets are the Irish Republic and Germany with France and the US the top two importers into the UK in 2015.

Balance of Trade - EU Vs Non EU

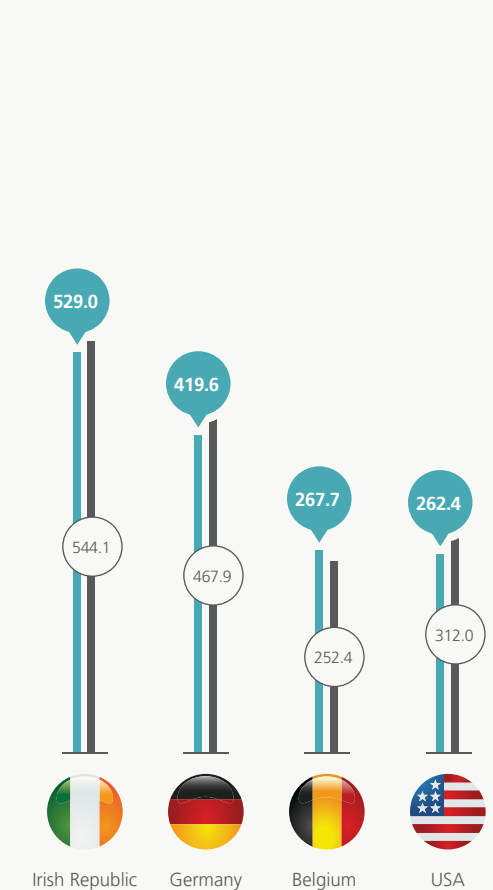


Categories by Export 2015 (2014) and Largest Market

	Total Exports £m 2014	Total Exports £m 2015	% change 2015 v 2014	Largest trading partner/ % of market		£m
Perfumes	627.6	548.2	-12.7%	Germany	34.5%	189.3
Beauty (skincare/decorative)	1297.2	1225.7	-5.5%	Irish Rep.	18.2%	223.5
Haircare	323.6	320.4	-1.0%	Irish Rep.	31.1%	99.8
Oralcare	245.6	204.2	-16.9%	Irish Rep.	18.2%	37.1
Men's shaving	132.1	113.9	-13.8%	Belgium	41.8%	47.6
Deodorants & Antiperspirants	301.1	290.2	-3.6%	Netherlands	16.5%	47.9
Bath preparations	52.3	51.8	-0.9%	Irish Rep.	24.7%	12.8
Depilatories & other toiletries	107.6	88.1	-18.1%	USA	15.0%	13.2
Toilet soap	157.1	153.9	-2.0%	USA	20.9%	32.1
Liquid soap	128.3	136.5	6.4%	Irish Rep.	21.7%	29.6
TOTALS	3372.5	3132.9	-7.1%			

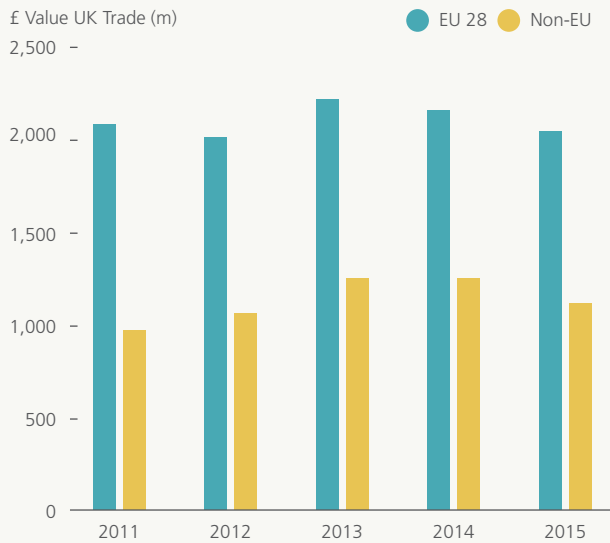
UK's Largest Worldwide Export Markets

● 2015 ○ 2014
Figures in £m

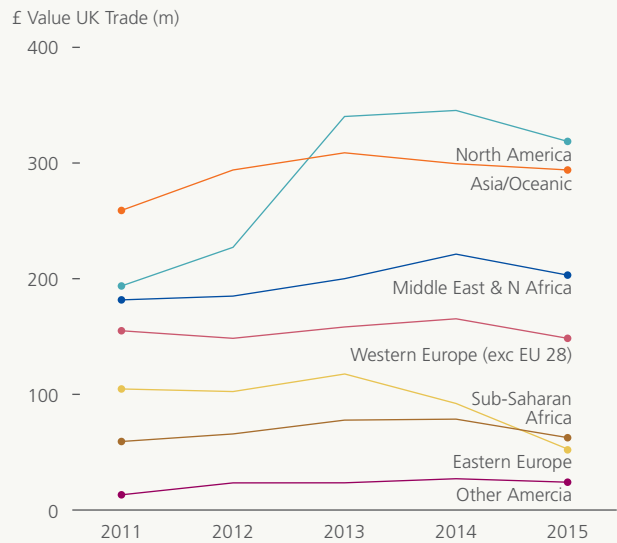


	2013		2012		2011	
	£m	Rank	£m	Rank	£m	Rank
Irish Republic	519.2	1	464.6	1	472.5	1
Germany	484.3	2	457.2	2	433.9	2
Belgium	272.6	3	236.8	3	259.2	3
USA	269.6	4	202.9	4	167.8	4
France	177.9	5	150.2	5	142.3	5
Netherlands	129.3	6	119.9	6	125	6
Spain	81.9	10	88.5	9	92.6	10
Poland	102.2	7	96.8	8	100.4	8
UAE	88.8	9	84.4	10	95.7	9
Italy	90.1	8	99.5	7	112.1	7

EU 28 Vs. Non-EU Export 2015-2011



Export Comparison of Non-EU 2015-2011



2015 UK Exports Worldwide



Exports 2015 -7.1% on 2014

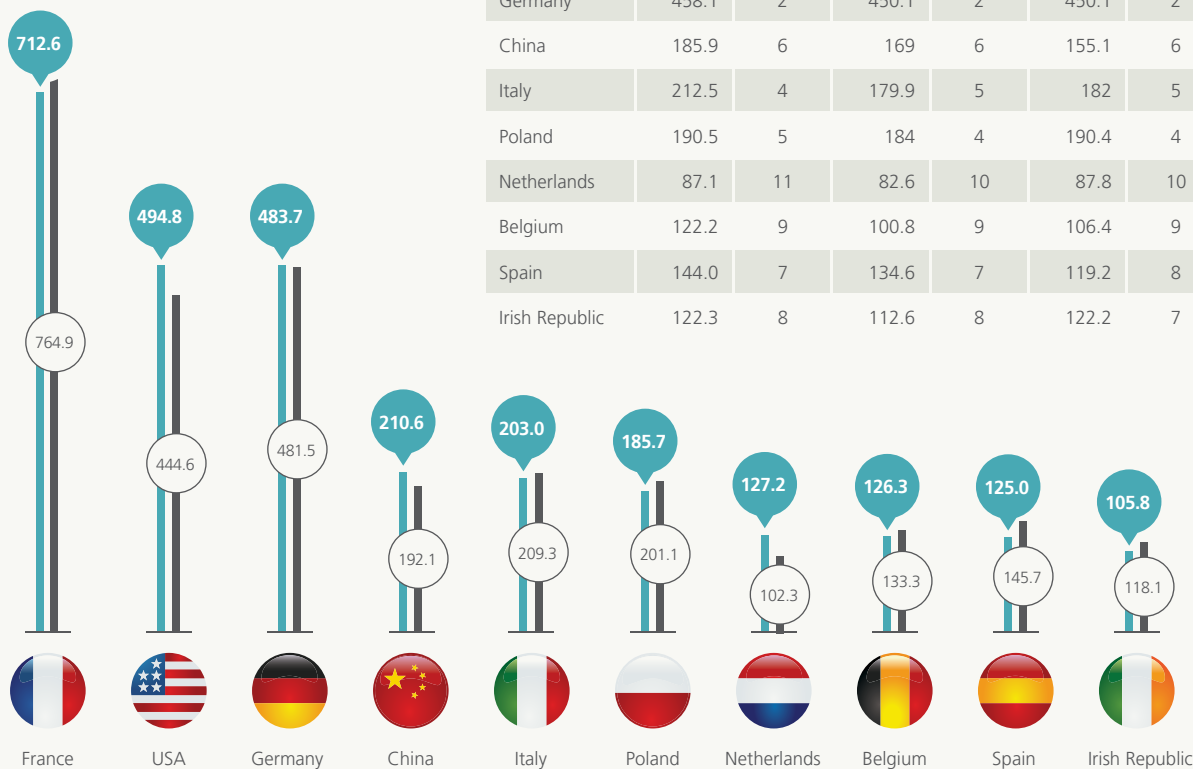
	Perfumes	Beauty	Hair	Oral	Mens	Deos	Bath	Dep	Soap	Liquid Soap
European Union 28	376.6	722.9	239.9	135.4	90.9	237.9	39.1	30.4	73.6	83.7
Western Europe (exc EU 28)	13.0	83.4	13.4	16.7	2.3	9.1	0.9	2.7	2.7	5.4
Eastern Europe (exc EU 28)	5.1	28.9	2.3	0.3	6.6	5.1	0.3	0.8	2.4	1.1
North America	69.8	151.6	15.0	2.6	4.6	0.7	3.1	17.0	38.0	13.5
Other America	1.5	9.9	1.6	7.6	0.1	0.6	0.4	0.5	1.9	0.6
Middle East & North Africa	42.2	76.0	11.5	17.0	1.8	22.8	2.1	7.7	17.4	4.7
Sub-Saharan Africa	7.4	8.8	6.7	5.7	1.6	3.4	0.8	19.7	7.3	1.4
Asia & Oceania	32.5	144.2	30.1	18.9	6.1	10.6	5.2	9.4	10.9	26.0
TOTAL	548.2	1225.7	320.4	204.2	113.9	290.2	51.8	88.1	153.9	136.5

Categories by Import 2015 (2014) and Largest Market

	Total Imports £m 2014	Total Imports £m 2015	% change 2015 v 2014	Largest trading partner/ % of market		£m
Perfumes	703.9	704.7	0.1%	France	36.8%	259.1
Beauty (skincare/decorative)	1420.5	1445.0	1.7%	France	21.0%	303.1
Haircare	456.8	432.4	-5.3%	Germany	20.7%	89.7
Oralcare	179.2	172.5	-3.7%	Poland	21.5%	37.1
Men's shaving	39.5	40.0	1.3%	France	19.2%	7.7
Deodorants & Antiperspirants	124.8	129.1	3.5%	Germany	34.9%	45.1
Bath preparations	61.3	66.3	8.2%	Italy	36.6%	24.3
Depilatories & other toiletries	56.3	52.0	-7.7%	China	21.0%	10.9
Toilet soap	94.1	99.2	5.4%	Germany	18.6%	18.4
Liquid soap	135.5	129.4	-4.5%	Germany	39.6%	51.2
TOTALS	3271.9	3270.6	0.0%			

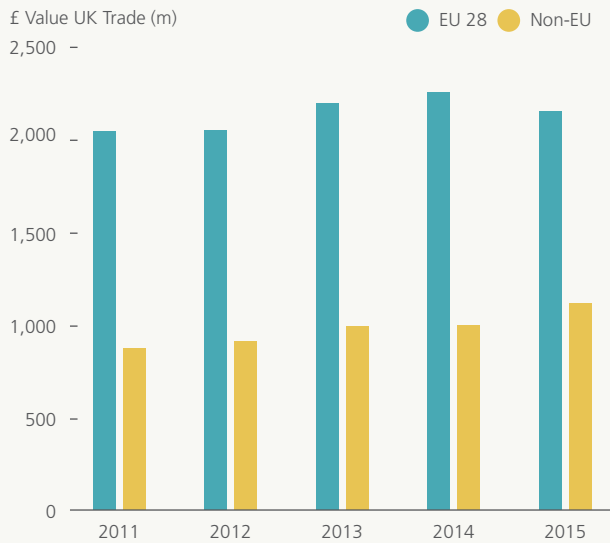
UK's Largest Worldwide Import Markets

● 2015 ○ 2014
Figures in £m

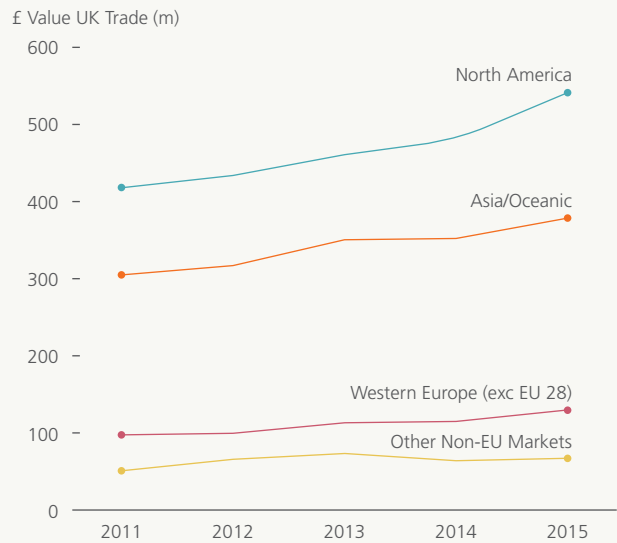


	2013		2012		2011	
	£m	Rank	£m	Rank	£m	Rank
France	748.4	1	697.3	1	678.4	1
USA	425.8	3	400.2	3	386.8	3
Germany	458.1	2	450.1	2	450.1	2
China	185.9	6	169	6	155.1	6
Italy	212.5	4	179.9	5	182	5
Poland	190.5	5	184	4	190.4	4
Netherlands	87.1	11	82.6	10	87.8	10
Belgium	122.2	9	100.8	9	106.4	9
Spain	144.0	7	134.6	7	119.2	8
Irish Republic	122.3	8	112.6	8	122.2	7

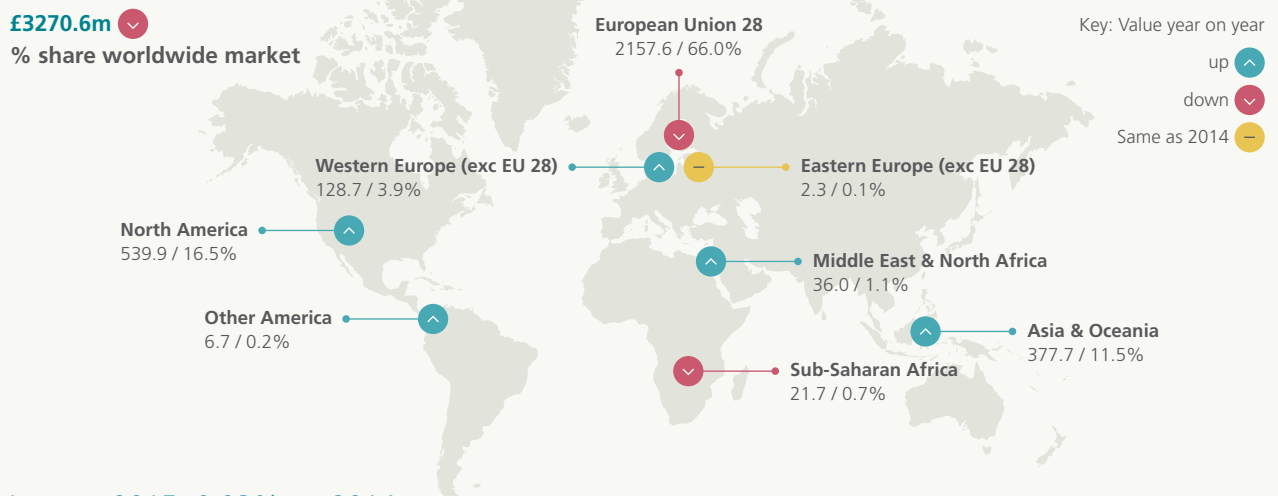
EU 28 Vs. Non-EU Import 2015-2011



Import Comparison of Non-EU 2015-2011



2015 UK Imports Worldwide



Imports 2015 -0.03% on 2014

	Perfumes	Beauty	Hair	Oral	Mens	Deos	Bath	Dep	Soap	Liquid Soap
European Union 28	537.1	806.4	315.9	130.6	33.0	116.5	48.1	28.4	46.0	95.7
Western Europe (exc EU 28)	33.1	72.5	1.1	0.3	0.3	0.1	0.3	3.8	15.0	2.1
Eastern Europe (exc EU 28)	0.0	0.4	0.1	0.0	0.0	1.8	0.0	0.0	0.0	0.0
North America	89.6	327.3	87.5	9.4	5.5	5.2	1.0	4.2	4.8	5.5
Other America	0.7	0.5	0.7	4.2	0.0	0.0	0.0	0.0	0.6	0.0
Middle East & North Africa	7.7	8.1	7.2	4.0	0.0	0.5	0.5	0.1	7.6	0.2
Sub-Saharan Africa	0.5	15.4	2.2	2.0	0.0	1.2	0.0	0.3	0.0	0.1
Asia & Oceania	35.9	214.4	17.7	22.0	1.3	3.9	16.4	15.2	25.0	25.8
TOTAL	704.7	1445.0	432.4	172.5	40.0	129.1	66.3	52.0	99.2	129.4



CTPA Members

Full Members

Acheson & Acheson **M**
 Albion Cosmetics (UK)
 Alliance Pharmaceuticals
 Allingham Beck Associates **C E F**
O R
 Amelia Knight **M**
 Amie Skincare
 Amphora Aromatics **Q R**
 Anglo Indian Trading **M**
 Arco England
 Aromatherapy Associates
 Avlon Europe **Q**
 Avon Cosmetics (UK)

Bayer **Q**
 Beiersdorf UK
 Blink Brow Bar
 Bulldog Skincare for Men

Chanel
 Church & Dwight **Q**
 Colgate-Palmolive (UK)
 Combe International
 Cosmarida 2010 **C E G H M**
 Cosmetics Laboratory
B C D E F M O P R
 Coty UK

DCS Manufacturing **M O Q**
 DDD
 • Dendron
 • Fleet Laboratories **A B C D E**
M O R
 • Trinity Scientific
 Deb Group
 Denman International **Q**

ET Browne (UK) **Q**
 Edgewell Group
 Elizabeth Arden New York (UK)
 Episciences Europe **Q**
 Espa International (UK)
 Esschem Europe **M**

Estée Lauder Companies
 • Aromaderme UK (Darphin)
 • Aveda
 • Clinique Laboratories
 • Estée Lauder Cosmetics
 • Jo Malone
 • Make-up Art Cosmetics

FDD International **Q**
 Federici Brands **R**

 GAMA Healthcare
 GlaxoSmithKline Consumer Healthcare
 Godrej Consumer Products (UK) **Q**
 • Inecto
 GoJo Industries-Europe **Q**
 Grafton International **Q**
 Guthy-Renker UK

H Bronnley & Company **Q**
 H&I Toiletries
 Hampshire Cosmetics **E M**
 HCT Europe **M Q R**
 Henkel Beauty Care
 Herb UK
 Herbalife (UK)
 Herrco Cosmetics **A B C E F**
M O R
 HMC Health & Beauty **M O**
 Hoyu Co **M**

Inline Health and Beauty **M**
 International Cosmetic Suppliers
M N R
 Irish Response Limited t/a Lifes2Good
A Q

John Gosnell & Co **E M O R**
 Johnson & Johnson

Kanebo Cosmetics
 Kao (UK)
 • John Frieda
 • KPSS (UK)
 • Molton Brown
 Kew Health & Beauty **E M**
 Kimberly-Clark Europe
 KMI Brands **Q R**

Laleham Health and Beauty **M**
 LF Beauty (UK) **E M**
 Linco Care **M**
 Longshawe Packaging
 L'Oréal (UK)
 Luster Products **M**
 LVMH Perfumes & Cosmetics UK
 and Ireland
 • Acqua di Parma
 • Benefit Cosmetics
 • Fresh Cosmetics
 • Guerlain
 • LVMH Fragrance Brands UK
 • Nude Brands UK
 • Parfums Christian Dior (UK)
 Mary Kay Cosmetics (UK) **Q**
 Mavala (UK) **Q**
 McBride **M**
 MDM Healthcare
 Meller Design Solutions **M**
 Mentholatum **M Q**
 Mercona (GB)
 Mibelle Group **B C D E F M**
P R
 • Quantum Beauty Company
 Montagne Jeunesse **C E G K L**
N O Q R
 Morgan's Pomade Company **E H I**
M O

Nails Inc
 Natural Products Factory
 Neal's Yard (Natural Remedies)
 Nice-Pak International **M**

Orean Personal Care **M**
 Oriflame
 Original Additions (Beauty Products)
M P Q

Pacific World **Q**
 Pangaea Laboratories
 Pascalle **E M N O**
 Periproducts **Q**
 Pfizer
 Philip Kingsley Products
 Pierre Fabre
 Power Health Products **E F G H**
K L M O P Q R

Procter & Gamble UK

PZ Cussons (UK) **M**

- PZ Cussons Beauty
- St Tropez Inc

RB UK

Retra Holdings

- Badgequo **M Q**

Revlon International Corporation

S C Johnson UK **Q**

Salon Success **Q R**

Sanofi

S C Johnson UK **Q**

Shiseido Companies

- Bare Escentuals
- NARS
- Shiseido

SLG **M**

Smink

Solent International **E M**

Space Brands

- Eve Lom
- Lipstick Queen

Surefil Beauty Products **M**

Swallowfield **M**

- Aerosols International
- Cosmetics Plus

Tricogen **M**

Unilever UK (& Ireland)

Vivalis Beauty **Q**

- Fade Out
- Jeer

Walgreens Boots Alliance

- BCM **M**
- Boots UK
- Liz Earle Beauty Co
- Sleek Makeup
- Soap & Glory

Yves Rocher (London)

Associate Members

A & E Connock

(Perfumery & Cosmetics) **H I K L**

Akzo Nobel Surface Chemistry **H**

Alba Science **B F**

Ashland **G H**

Aston Chemicals **E G H J K L Q**

Ayton Global Research **B**

Azelis **G H I J K L**

BYK Additives **G H**

CMA (UK) **F R**

Cornelius Group **G H K L Q**

CPL Aromas **I**

Croda **G H**

Cutest Systems **B**

dR Cosmetic Regulations **R**

EF Chemical Consulting **F**

Eurofins Product Testing Services

A B C D

Firmenich UK **I**

Fragrance Oils (International) **I L**

Givaudan UK **H I**

Grolman **G H I J K L Q**

Infotox **E R**

Innospec **G H**

Innovant Research **F R**

Intertek **A B C D F R**

ISCA UK **D G H K L**

KCC Basildon **B E G H**

Lansdowne Chemicals **G H I K L**

Litmus Test (The) **B**

Lonza Group **G H**

Princeton Consumer Research **B**

Priston Safety Assessments **F R**

R&M Consultancy **F**

Revolymer

Schülke UK **B G H**

SGS United Kingdom **B C D F**

Skinnovation **B E**

Smurfit Kappa UK **N**

Sun Chemicals **J K L**

Surfachem **E G H I J K L Q**

Thor Specialities UK **A B C D H**

Univar **D E G H I J K L Q**

Vivimed Labs Europe **J**

Retail Associates

Arcadia Group

Burberry

Marks & Spencer

Next Retail

Sally Salon Services

The Body Shop International

Waitrose/JLP

Compliance Associates

Advanced Development & Safety

Laboratories Ltd (ADSL) **A B C D**

E F P

Delphic HSE Solutions **A B C D**

F P R

Exponent International **B F P R**

International Cosmetics & Chemical

Services **F P R**

Microbiological Solutions **A B C**

D F P

Personal Care Regulatory **C D P**

TSGE Consulting **P**

Contract Laboratory Services

- A** Analytical
- B** Claims Testing/Support
- C** Stability Testing
- D** Microbiological Services
- E** Formulation Creation
- F** Safety Assessment

Raw Materials

- G** General Ingredients
- H** Speciality Ingredients
- I** Fragrance Ingredients/Mixtures
- J** Colours
- K** Certified Organic Ingredients
- L** Natural (Not Organic) Ingredients

Other Services

- M** Contract Manufacturer/Supplier
- N** Packaging Supplier
- O** Contract – Small Runs
- P** Responsible Person Services (EU Cosmetic Regulation 1223/2009)
- Q** Distributor
- R** Other Services



CTPA Committees



Sub-Committees, Panels and Working Groups

Commercial & Regulatory

Communications Advisory Group (CAG)

Kathy Rogerson (Chair)	Procter & Gamble UK
Caroline Almeida (Vice-chair)	Johnson & Johnson
Jennifer Anton	Revlon International
Anna Bartle	Estée Lauder Companies
Charlotte Carroll	Unilever UK
Natalie Deacon	Avon Cosmetics (UK)
Enza Di Stasi	PZ Cussons Beauty
Claire Glauch	Walgreens Boots Alliance
Nicola Hastings	Henkel
Anna Lucuk	L'Oréal (UK)
Clare Pitts	Colgate-Palmolive (UK)

REACH Working Group

Penny Schuler (Chair)	The Body Shop International
Pauline Ayres	Azelis UK Life Sciences
Ian Croft	McBride
Sarah Henly	Walgreens Boots Alliance
Filipa Janeira	LF Beauty (UK)
Richard Keightley	Acheson & Acheson
Dr Marie Kennedy	Elizabeth Arden (UK)
Dr Amanda Long	Avon Cosmetics (UK)
Chris Martin	CMA (UK)
Mark Tarantino-Hind	Marks & Spencer
Jason Vuong	Kimberly-Clark Europe

International Committee

Sue Wemyss (Chair)	Estée Lauder Companies (Whitman Laboratories)
Guiseppe Bazzani (Vice-chair)	Kimberly-Clark Europe
Marina Bishop	Walgreens Boots Alliance
Andy Earls	Kao (UK)
Dr Marie Kennedy	Elizabeth Arden (UK)
Antonia Kenning	Burberry
Dr Amanda Long	Avon Cosmetics (UK)
Chris Martin	CMA (UK)
Becky Milner	RB UK
Garrett Moran	Oriflame
Maria Naughton	Vivalis Beauty
Hervé Olivier	Espa International
Jane Pett	The Body Shop International
Debra Redbourn	Godrej Consumer Products
Nia Roberts	Nice-Pak International
Mark Tarantino-Hind	Marks & Spencer
Jim Thomas	Deb Group (UK)
Janet Winter	International Cosmetics & Regulatory Specialists
Simon Young	Unilever UK

Regulatory & Packaging Committee

Steve Paul (Chair)	PZ Cussons (UK)
Jim Thomas (Vice-chair)	Deb Group
Fiona Archibald	Badgequo
Henriette Bastiansen	Colgate-Palmolive
Giuseppe Bazzani	Kimberly-Clark Europe
Marina Bishop	Walgreen Boots Alliance
Melanie Bonvarlet	RB UK
Raymond Boughton	Delphic HSE Solutions
Andy Earls	Kao (UK)
Laura Garcia Deacon	Avon Cosmetics
Fredrik Hallin	Guthy-Renker UK
Dr Marie Kennedy	Elizabeth Arden (UK)
Martin MacKenzie-Smith	Hampshire Cosmetics
Dr Gillian Marsh	Procter & Gamble UK
Stephanie Mathieson-Blake	RB UK
Dr Steve Shiel	L'Oréal (UK)
Dr Wazir Sohal	Sally Beauty
Mark Tarantino-Hind	Marks & Spencer
Agnieszka Trzesicka	Estée Lauder Companies (Whitman Laboratories)
Astrid Williame	McBride

The lists reflect the current membership of CTPA Committees, Sub-committees, Panels and Working Groups.

In addition to these groups, ad-hoc task forces and panels are set up as necessary.

These currently include:

Customer Care Group

CTPA-BSCA (British Society for Cutaneous Allergy) Working Group

The CTPA Secretariat also maintains 'contact lists' of Members with special interests.

Scientific & Technical

Scientific Advisory Committee (SAC)

Dr Marie Kennedy (Chair)	Elizabeth Arden (UK)
Dr Amanda Long (Vice-chair)	Avon Cosmetics (UK)
Henriette Bastiansen	Colgate-Palmolive
Anne Connet	CPL Aromas
Rhian Eckley	Unilever UK
Polly Falconer	Kimberly-Clark Europe
Attila Gaal	Henkel
June Graham	McBride
Garry Ho	GlaxoSmithKline Consumer Healthcare
Dr John Hopkins	Innovant Research
Dr Mark Laing	PZ Cussons (UK)
Dr Gillian Marsh	Procter & Gamble UK
Robin Parker	Acheson & Acheson
Dr Artur Puig	Revlon International
Dr Steve Shiel	L'Oréal (UK)
Katy Slater	RB UK
Cinzia Vela	Walgreens Boots Alliance
Sue Wemyss	Estée Lauder Companies (Whitman Laboratories)

GMP Sub-committee

Mark Crawley (Chair)	Laleham Health & Beauty
Elizabeth Aspinall	Estée Lauder Companies (Whitman Laboratories)
Carol Baxter	Herrco Cosmetics
Emma Braithwaite	Swallowfield plc
Clare Clark	Schulke & Mayr UK
Angela Davies	Microbiological Solutions
Allan Eastham	Cosmarida 2010
Jane Gordon	Unilever UK
Lynsey Niblett	Walgreen Boots Alliance
Lisa Powell	Deb Group
Philip Wright	DCS Group

Hair Preparations Sub-committee

Kathy Rogerson (Chair)	Procter & Gamble UK
Ruth Fenwick	Walgreens Boots Alliance
Attila Gaal	Henkel
Sarah Histed	Combe International
Stephen Kirk	Walgreens Boots Alliance
Chris Martin	CMA (UK)
Kajal Patel	Combe International
Debra Redbourn	Keyline Brands
Dr Steve Shiel	L'Oréal (UK)
Sue Wemyss	Estée Lauder Companies (Whitman Laboratories)

Hair Salon Working Group

Pauline Cairns	Estée Lauder Companies
Michelle Cole	Henkel
Shayne Meadows	Henkel
Debra Redbourn	Salon Success
Kathy Rogerson	Procter & Gamble UK
Dr Steve Shiel	L'Oréal (UK)
Sue Wemyss	Estée Lauder Companies (Whitman Laboratories)
Hilary Hall	National Hairdressers' Federation (NHF)
Mike Patey	Hairdressing & Beauty Suppliers Association (HBSA)

Microbiological Sub-committee

Andy Brack (Chair)	PZ Cussons (UK)
Ryan Chaplin	McBride
Angela Davies	Microbiological Solutions
Tanya de Sa	Procter & Gamble Technical Centres
Niki Gay	Walgreens Boots Alliance
Sarah Johns	Estée Lauder Companies (Whitman Laboratories)
Lisa Powell	Deb Group
Jenny Trueman	LF Beauty (UK)
Beata Wells-Burr	Swallowfield
Helen Wheeler	Church & Dwight

Raw Material Supplier Working Group

Pauline Ayres (Chair)	Azelis UK Life Sciences
Tracey Clark	KCC Basildon
Chris Cox	Lansdowne Chemicals
Dr Garry Dix	CPL Aromas
Dr Nick Dixon	Innospec
Dr Michael Ellwood	Lonza Group
Patrick Jenness	BYK Additives
Clare Liptrot	Croda International
Barry Mooney	A&E Connock (Perfumery & Cosmetics)
Louise Olivier	Ashland Specialty Ingredients
Jim Smith	Aston Chemicals
Roxanne Smith	KCC Basildon
James So	Kingfisher Colours
Natasa Tatovic	Cornelius
Jennie Teague	Vivimed Laboratories

Sun Products Sub-committee

Dr Amanda Long (Chair)	Avon Cosmetics (UK)
Sandra Browne	Edgwell Group
Dr Raniero De Stasio	Estée Lauder Companies
Dr Jack Ferguson	Skinnovation
Dr Gillian Marsh	Procter & Gamble UK
Martyna Myka	Beiersdorf UK
Clare O'Connor	Walgreen Boots Alliance
Debra Redbourn	Godrej Consumer Products
Mike Salmon	LF Beauty (UK)
Dr Steve Shiel	L'Oréal (UK)

Toxicology Advisory Panel (TAP)

Stephen Kirk (Chair)	Walgreens Boots Alliance
Raymond Boughton	Delphic HSE Solutions
Elizabeth Colson	McBride
Paula Connolly	Kimberly-Clark Europe
Rhian Eckley	Unilever UK
Dr John Hopkins	Innovant Research
Dr Robert Priston	Priston Safety Assessments
Mary Spurgeon	Unilever UK Home & Personal Care



CTPA and Members' Representatives to Cosmetics Europe

Board of Directors (BoD)

Dr Chris Flower

CTPA

Active Association Members (AAM)

Dr Chris Flower

CTPA

Strategic Core Teams (SCT)

What are they? Groups created to focus on defined priority matters with work plans approved by the BoD.

Expert Teams (ET), Task Forces (TF) and Interested Parties Groups (IPG) – created to provide specific technical expertise and reporting directly to corresponding SCT.

🔗 Expert Team linked to SCT 🔗 Task Force linked to SCT 🔗 Interested Party Group linked to SCT

SCT Regulatory Strategy

Dr Raniero De Stasio	Estée Lauder Companies
Dr Marie Kennedy	Elizabeth Arden (UK)
Dr Amanda Long	Avon Cosmetics (UK)
Graham Wilson	Procter & Gamble Technical Centres
Olivia Santoni	CTPA

🔗 ET Borderlines

Dr Raniero De Stasio	Estée Lauder Companies
Graham Wilson	Procter & Gamble Technical Centres
Olivia Santoni	CTPA

🔗 ET Cosmetic Products Regulation Application

Graham Wilson (Vice-chair)	Procter & Gamble Technical Centres
Maggie Collier	GlaxoSmithKline Consumer Healthcare
Erika Bonnegrace	CTPA
Amanda Isom	CTPA

🔗 ET Future of Mandatory Consumer Information

Dr Marie Kennedy	Elizabeth Arden (UK)
Olivia Santoni	CTPA

🔗 ET Reach

Dr Marie Kennedy (Vice-chair)	Elizabeth Arden (UK)
Olivia Santoni	CTPA

🔗 TF Cosmetovigilance

Dr Nicola Gilmour	Unilever UK Home & Personal Care
Beverly Buttle	Estée Lauder Companies
Stephen Kirk	Walgreens Boots Alliance
Dr Kerstin Koenig	Johnson & Johnson
Tracey Kerr	Avon Cosmetics (UK)
Una O'Sullivan	Procter & Gamble Technical Centres
Sue Wemyss	Estée Lauder Companies (Whitman Laboratories)
Dr Emma Meredith	CTPA

SCT Ingredients

Pamela Bloor (Vice-chair)	Unilever UK Home & Personal Care
Dr Raniero De Stasio	Estée Lauder Companies
Dr Marie Kennedy	Elizabeth Arden (UK)
Dr Amanda Long	Avon Cosmetics (UK)
Dr Emma Meredith	CTPA

🔗 ET Emerging Safety Issues

Dr Raniero De Stasio	Estée Lauder Companies
Dr Sarah Tozer	Procter & Gamble

🔗 ET Endocrine Modulation

Dr Emma Meredith (Chair)	CTPA
Caroline Almeida	Johnson & Johnson
Matthew Dent	Unilever UK Home & Personal Care
Dr Raniero De Stasio	Estée Lauder Companies
Graham Wilson	Procter & Gamble Technical Centres

🔗 ET Environmental Ingredient Issues

Dr Amanda Long	Avon Cosmetics (UK)
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🔗 ET Exposure

Dr Sarah Tozer (Chair)	Procter & Gamble
Claire Davies	Unilever UK Home & Personal Care

🔗 ET Hair Preparations

Dr Emma Meredith	CTPA
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🔗 ET Ingredient Monitoring and Assessment

Maggie Collier	GlaxoSmithKline Consumer Healthcare
Dr Marie Kennedy	Elizabeth Arden (UK)
Agnieszka Trzesicka	Estée Lauder Companies (Whitman Laboratories)

🔗 ET Nanotechnologies

Stuart Hewlins (Chair)	Procter & Gamble Technical Centres
Dr Raniero De Stasio	Estée Lauder Companies
Laura Garcia Deacon	Avon Cosmetics (UK)
Amanda Isom	CTPA

🔗 ET Oral Care

Simon Young	Unilever
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§ ET Perfumes

Dr Chris Powell Unilever

§ ET Product Preservation

Pamela Bloor (Chair) Unilever UK Home & Personal Care
Tanya de Sa Procter & Gamble Technical Centres
Dr Emma Meredith CTPA

§ TF D4/D5

Pauline Ayres Azelis UK Life Sciences
Pamela Bloor Unilever UK Home & Personal Care
Matthew Dent Unilever UK Home & Personal Care

§ TF International Nomenclature of Cosmetic Ingredients

Maggie Collier GlaxoSmithKline

§ TF MIT

Pamela Bloor (Chair) Unilever UK Home & Personal Care
Dr Nicola Gilmour Unilever UK Home & Personal Care
Stephen Kirk Walgreens Boots Alliance
Dr Emma Meredith CTPA

SCT Alternatives to Animal Testing

Dr Raniero De Stasio Estée Lauder Companies
Melinda Friend Colgate-Palmolive (UK)
Dr Marie Kennedy Elizabeth Arden (UK)
Dr Pauline McNamee Procter & Gamble Technical Centres
Graham Wilson Procter & Gamble Technical Centres
Simon Young Unilever
Dr Chris Flower CTPA

SCT Responsible Advertising and Claims

Dr Chris Flower (Chair) CTPA
James Barnes Unilever UK Home & Personal Care
Dr Amanda Long Avon Cosmetics (UK)
Graham Wilson Procter & Gamble Technical Centres

SCT International Convergence

Melinda Friend Colgate-Palmolive (UK)
Dr Marie Kennedy Elizabeth Arden (UK)
Dr Amanda Long Avon Cosmetics (UK)
Sue Wemyss Estée Lauder Companies (Whitman Laboratories)
Graham Wilson Procter & Gamble Technical Centres
Simon Young Unilever
Olivia Santoni CTPA

§ ET Microbiological Protection of Products

Dr Lorraine Caskie Unilever UK Home & Personal Care

§ ET Natural/Organic Products

Graham Wilson (Vice-chair) Procter & Gamble Technical Centres
Marina Bishop Walgreens Boots Alliance
Sue Wemyss Estée Lauder Companies (Whitman Laboratories)

§ ET Regulatory Aspects of Sun Protection

Dr Raniero De Stasio Estée Lauder Companies
Dr Amanda Long Avon Cosmetics (UK)
Dr Paul Matts Procter & Gamble Technical Centres
Graham Wilson Procter & Gamble Technical Centres
Dr Emma Meredith CTPA

§ ET Traces

Stuart Hewlins Procter & Gamble Technical Centres

§ ET Triage

Simon Young Unilever
Olivia Santoni CTPA

§ TF China

Dr Marie Kennedy Elizabeth Arden (UK)
Graham Wilson Procter & Gamble Technical Centres
Erika Bonnegrace CTPA

§ TF India

Olivia Santoni (Chair) CTPA
Sue Wemyss Estée Lauder Companies (Whitman Laboratories)
Graham Wilson Procter & Gamble Technical Centres

§ TF Russia

Dr Raniero De Stasio Estée Lauder Companies
Dr Amanda Long Avon Cosmetics (UK)
Graham Wilson Procter & Gamble Technical Centres
Olivia Santoni CTPA

§ IPG ASEAN

Olivia Santoni CTPA

§ IPG MENA

Erika Bonnegrace CTPA

SCT Sustainable Development

Darshit Patel Unilever
Olivia Santoni CTPA

SCT Trust & Reputation

Dr Chris Flower (Vice-chair) CTPA
Caroline Almeida Johnson & Johnson
Debbie Hunter CTPA

Expert Networks (EN)

What are they? Expert networks advising the Board and providing support to Strategic Core Teams

EN Communications

Caroline Almeida Johnson & Johnson
Dr Chris Flower CTPA
Debbie Hunter CTPA

EN Legal

James Barnes Unilever UK Home & Personal Care

EN Sciences

Dr Raniero De Stasio Estée Lauder Companies
Paul Hepburn Unilever
Dr Amanda Long Avon Cosmetics (UK)
Dr Emma Meredith CTPA



Directors' Report and Financial Statements



13.1 The Cosmetic, Toiletry & Perfumery Association Limited (Limited by Guarantee) Registration No: 398046 Directors' Report Year ended 31 December 2015

The directors present their report and the audited financial statements of the company no. 398046 for the year ended 31 December 2015. This report has been prepared in accordance with the special provisions of Part 15 of the Companies Act 2006 relating to small companies. The directors have elected to adopt early Financial Reporting Standard 102 ('FRS 102') Section 1A Small Entities.

Directors

The members of the Board are the directors of the company. The current directors, and the directors who acted at any time during the financial year, appear on pages 4-5.

Principal Activities and Review of Operations

The principal activities of the Association are to organise, study, protect, promote and further the interests of the cosmetic, toiletry and perfumery industry in the United Kingdom. These remained unchanged during the year under review and all the Association's work came within that general description. In carrying out this work the Association involved itself deeply in the work of the European cosmetic trade association, Cosmetics Europe. It is the Association's intention to continue to operate within the same general framework.

The Association's financial policy is to match income and expenditure over a period of years, subject to the need to maintain adequate working capital. Subscriptions for 2016 have been set at a level which takes into account the financial position at 31 December 2015.

Risk Management

The Association has identified a number of risks including a potential shortfall in income from member subscriptions, an IT systems failure and/or security breach leading to a break-down in the expected membership service levels, a breach of UK/EU competition law by either its staff or members whilst on Association business/premises and a conflict of interest and/or related party transactions with Board members. Internal controls have been developed to reduce these risks including the alignment of budget with membership renewal levels, the funding of an IT systems business continuity programme, the highlighting of the need for staff and members to conduct themselves according to the CTPA's Competition Guidelines which are re-issued, highlighted and reviewed at appropriate times. These controls are reviewed periodically by the Board of Directors. Regular enquiry is made of board members to ensure there are no conflicts of interest between CTPA and its Board members.

Financial Statements

The financial statements show a surplus for the year after taxation of £98,916 (2014: £60,193 restated surplus) which, together with the surplus brought forward of £608,756 results in a balance to be carried forward of £707,672.

Charitable Contributions

The Association has continued to support the Look Good Feel Better Programme in the UK by providing access to meeting facilities and administrative support to the registered charity Cosmetic, Toiletry & Perfumery Foundation (CTPF). During 2015, the CTPA's Director of Commercial Affairs acted as Company Secretary to the CTPF from 1 January to 1 July. From 1 July she became a Trustee and Director of CTPF. No charge is made for these services.

Going Concern

The Association has adequate financial resources and is well placed to manage the business risks. Our planning process, including financial projections, has taken into consideration the current economic climate and its potential impact on the various sources of income and planned expenditure. The directors have a reasonable expectation that the Association has adequate resources to continue in operational existence for the foreseeable future. The directors believe that there are no material uncertainties that call into doubt the Association's ability to continue. The accounts have therefore been prepared on the basis that the Association is a going concern.

Auditors

Insofar as each of the directors of the company at the date of approval of this report is aware there is no relevant audit information (information needed by the company's auditors in connection with preparing the audit report) of which the company's auditors are unaware. Each director has taken all of the steps that he/she should have taken as a director in order to make himself/herself aware of any relevant audit information and to establish that the company's auditors are aware of that information.

Crowe Clark Whitehill LLP has expressed its willingness to continue as auditor for the next financial year and a resolution proposing its reappointment was submitted and approved at the Board Meeting on 8 March 2016.

By order of the Board
J Traylen, Secretary
8 March 2016

Statement of Directors' Responsibilities

The directors are responsible for preparing the Annual Report and the financial statements in accordance with applicable law and United Kingdom Generally Accepted Accounting Practice.

Company law requires the directors to prepare financial statements for each financial year which give a true and fair view of the state of affairs of the company at the end of the year and of the surplus or deficit of the company for the period.

In preparing those financial statements the directors are required to:

- select suitable accounting policies and then apply them consistently;
- make judgements and estimates that are reasonable and prudent;
- prepare the financial statements on the going concern basis unless it is inappropriate to assume that the company will continue in business.

The directors are responsible for keeping proper accounting records which disclose with reasonable accuracy at any time the financial position of the company and to enable them to ensure that the financial statements comply with the Companies Act 2006. The directors are also responsible for safeguarding the assets of the company and hence for taking reasonable steps for the prevention and detection of fraud or other irregularities.

The directors are responsible for the maintenance and integrity of the corporate and financial information included on the company's website.

Independent Auditor's Report to the Members of the Cosmetic, Toiletry and Perfumery Association.

We have audited the financial statements of the Cosmetic, Toiletry and Perfumery Association for the year ended 31 December 2015 which comprise the Income and Expenditure Account, the Balance Sheet and the related notes numbered 1 to 14.

The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

This report is made solely to the company's members, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006. Our audit work has been undertaken so that we might state to the company's members those matters we are required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the company and the company's members as a body, for our audit work, for this report, or for the opinions we have formed.

Respective responsibilities of directors & auditors

As explained more fully in the Statement of Directors' Responsibilities, the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view.

Our responsibility is to audit the financial statements in accordance with applicable law and International Standards on Auditing (UK and Ireland). Those standards require us to comply with the Auditing Practices Board's Ethical Standards for Auditors.

Scope of the audit of the financial statements

An audit involves obtaining evidence about the amounts and disclosures in the financial statements sufficient to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or error. This includes an assessment of: whether the accounting policies are appropriate to the company's circumstances and have been consistently applied and adequately disclosed; the reasonableness of significant accounting estimates made by the directors; and the overall presentation of the financial statements.

In addition, we read all the financial and non-financial information in the Directors' Report to identify material inconsistencies with the audited financial statements and to identify any information that is apparently materially incorrect based on, or materially inconsistent with, the knowledge acquired by us in the course of performing the audit. If we become aware of any apparent material misstatements or inconsistencies we consider the implications for our report.

Opinion on financial statements

In our opinion, the financial statements:

- give a true and fair view of the state of the company's affairs as at 31 December 2015 and of its surplus for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

Opinion on other matter prescribed by the Companies Act 2006

In our opinion the information given in the Directors' Report for the financial year for which the financial statements are prepared is consistent with the financial statements.

Matters on which we are required to report by exception

We have nothing to report in respect of the following matters where the Companies Act 2006 requires us to report to you if, in our opinion:

- adequate accounting records have not been kept, or returns adequate for our audit have not been received from branches not visited by us; or
- the financial statements are not in agreement with the accounting records and returns; or
- certain disclosures of directors' remuneration specified by law are not made; or
- we have not received all the information and explanations we require for our audit; or
- the directors were not entitled to prepare the financial statements in accordance with the small companies regime and take advantage of the small companies exemption in preparing the directors report.

Tina Allison

Senior Statutory Auditor

For and on behalf of Crowe Clark Whitehill LLP

Statutory Auditor

London

27 April 2016

13.2 Financial Statements 31 December 2015

These accounts are prepared in accordance with the special provisions (of Part 15) of the Companies Act 2006 relating to small entities.

The notes on pages 46 to 48 form part of these statements.

Approved by the Board on 8 March 2016 and signed on its behalf:

Dr Ged O'Shea
Chairman, CTPA

Max Costantini
Vice-chairman, CTPA

Aimee Goldsmith
Vice-chairman, CTPA

John Harold
Honorary Treasurer, CTPA

Income and Expenditure Account for the year ended 31 December 2015

	Notes	2015 £	2014 £ As restated
Subscription income	3	1,823,288	1,726,143
Administrative expenses		(1,746,345)	(1,702,681)
		76,943	23,462
Income from other member activities and events		42,230	93,740
Associated direct expenses		(24,885)	(61,178)
		17,345	32,562
Operating surplus	4	94,288	56,024
Other income	7	5,785	5,211
Surplus before taxation		100,073	61,235
Taxation	8	(1,157)	(1,042)
Surplus for the year		98,916	60,193
Balance at 1 January 2015		608,756	548,563
Surplus for the year		98,916	60,193
Balance at 31 December 2015		707,672	608,756

There are no recognised gains or losses in either year other than as disclosed above. The notes on pages 46 to 48 form part of these financial statements.

Balance Sheet at 31 December 2015

	Notes	2015 £	2014 £ As restated
Fixed assets			
Tangible assets	9	206,050	218,577
Current assets			
Debtors	10	287,580	285,160
Short term deposits		-	250,000
Cash at bank and in hand		1,073,006	885,909
		1,360,586	1,421,069
Creditors: amounts falling due within one year	11	(858,964)	(1,030,890)
Net current assets		501,622	390,179
Total assets less current liabilities		707,672	608,756
Accumulated surplus		707,672	608,756

13.3 Notes to the Financial Statements 31 December 2015

1. Status of company

The company was incorporated on 23 August 1945 and is limited by the guarantee of its members. The guarantee of each member is restricted to one pound sterling. The address of the registered office is Josaron House, 5-7 John Princes Street, London W1G 0JN.

2. Accounting policies

A. Basis of preparation

The financial statements have been prepared in accordance with applicable United Kingdom accounting standards, including early adoption of Financial Reporting Standard 102 ('FRS 102') Section 1A Small Entities, and with the Companies Act 2006. The financial statements have been prepared under the historical cost convention as modified by the revaluation of financial instruments at fair value through profit and loss.

This is the first year in which the financial statements have been prepared under FRS 102. Refer to note 14 for an explanation of the transition.

The financial statements have been prepared on a going-concern basis as discussed in the Directors' Report on page 42.

B. Depreciation of tangible fixed assets

The cost of tangible assets is written off on a straight line basis over their expected useful lives as follows:

Office furniture	- 10 years
Office fixtures	- over the period of the lease on buildings
Office equipment	- 3 to 5 years

The carrying values of tangible fixed assets are reviewed for impairment if events or changes in circumstances indicate the carrying value may not be recoverable.

Office equipment includes costs relating to computer equipment and website development.

C. Subscription income

Subscription income is recognised when received and is allocated to the financial year to which the subscription relates. Subscriptions received in advance are recorded as deferred income.

D. Foreign currencies

Transactions in foreign currencies for which forward exchange contracts have been entered into as a hedge against potential exchange rate movements are translated at the relevant forward contract rates of exchange. All other transactions in foreign currencies are translated into sterling at the rate of exchange ruling at the date of the transaction.

Monetary assets and liabilities denominated in foreign currencies are retranslated into sterling at the year end rate of exchange. Exchange differences arising from this retranslation are taken to the income and expenditure account.

E. Pension costs

The company provides defined contributions to personal pensions. Contributions are charged in the income and expenditure account as they become payable in accordance with the rules of the scheme.

F. Operating losses

Rental costs under operating leases are charged to the profit and loss as they fall due.

G. Forward rate currency contracts

CTPA enters forward rate currency contracts to manage its exposure to fluctuations in exchange rates throughout the year. These contracts are recognised at fair value with gains or losses recognised in the Income and Expenditure Account.

3. Subscription income

Subscription income comprises subscriptions receivable, exclusive of VAT, in respect of continuing activities.

4. Operating profit

	2015	2014
	£	£
The operating profit is stated after charging:		
Depreciation of tangible fixed assets	118,193	130,795
Auditors' remuneration	11,800	9,730
Rent of leasehold property	99,979	88,306
Office equipment lease rentals	6,139	6,206

5. Directors' emoluments

None of the Board members received any remuneration for their services to the company during the year.

6. Staff costs

	2015	2014
	£	£
Wages and salaries	617,264	592,532
Social security costs	74,792	72,801
Other pension costs	65,050	67,555
	757,106	732,888

The average monthly number of employees during the year was

11	10
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7. Other income

	2015	2014
	£	£
Bank and other interest receivable	5,785	5,211

8. Taxation

The tax charge for the year of £1,157 (2014: £1,042) represents UK corporation tax on the income from bank and other interest of 20% for the period 1 January 2015 – 31 December 2015.

9. Tangible fixed assets

	Office Furniture and fittings £	Office Equipment £	Total £
Cost			
At 1 January 2015	78,028	508,897	586,925
Additions	-	105,666	105,666
Disposals	-	(113,659)	(113,659)
At 31 December 2015	78,028	500,904	578,932
Depreciation			
At 1 January 2015	75,830	292,518	368,348
Charge for the year	1,237	116,956	118,193
Disposals	-	(113,659)	(113,659)
At 31 December 2015	77,067	295,815	372,882
Net Book Value			
At 31 December 2015	961	205,089	206,050
At 31 December 2014	2,198	216,379	218,577

10. Debtors

	2015 £	2014 As restated £
Other debtors	215,615	209,021
Prepayments and accrued income	71,965	76,139
	287,580	285,160

11. Creditors: amounts falling due within one year

	2015 £	2014 As restated £
Trade creditors	81,872	42,267
Corporation tax	1,157	1,042
Deferred income (subscriptions)	444,496	641,449
Accruals	60,687	32,095
Other taxes and social security	270,752	314,037
	858,964	1,030,890

12. Forward exchange contract

At 31 December 2015 CTPA is committed to purchasing a total of EUR 206,500 (2014: EUR 243,000), under a forward rate contract with its bankers which matures on 24 March 2016.

Included within debtors in the current year, this contract has a net asset value of £3,111 (2014: liability of £8,738) as spot rates are expected to be lower (2014: higher) than the contracted forward rate when the contracts mature in 2016.

13. Financial commitments

The total future minimum lease payments under operating leases are due as follows:

	Land and buildings		Office equipment	
	2015	2014	2015	2014
	£	£	£	£
Lease expiring:				
In less than one year	50,000	-	4,082	-
In one to two years	-	150,000	-	10,225

Rental expenses charged during the year were as follows:

	2015	2014
	£	£
Land and buildings	99,979	88,306
Office equipment	6,139	6,206

14. Transition to FRS 102

The company has adopted FRS 102 for the year ended 31 December 2015 and has restated the comparative prior year amounts.

Reconciliation of accumulated surplus	As at 1 Jan 2014	As at 31 Dec 2014
	£	£
Accumulated surplus as previously stated:	558,170	625,816
Adjustment for staff annual leave accrual	(8,322)	(8,322)
Adjustment for movement in fair value of forward contract	(1,285)	(8,738)
Accumulated surplus as restated:	548,563	608,756

Reconciliation of 2014 surplus for the year	2014
	£
2014 surplus as previously stated:	67,646
Adjustment for staff annual leave accrual	-
Adjustment for movement in fair value of forward contract	(7,453)
2014 surplus as restated:	60,193

Adjustment for staff benefit accrual

In accordance with FRS 102 Section 28, a liability has been included representing annual leave accrued but not yet taken by staff as at the balance sheet date.

Adjustment for movement in fair value of forward contract

In accordance with FRS 102 Section 12, the movement in the fair value of the open forward contracts has been reflected through profit and loss.

13.4 Detailed income and expenditure

A quick guide to income and expenditure:

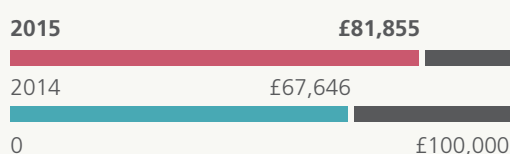
Total income 2015/2014



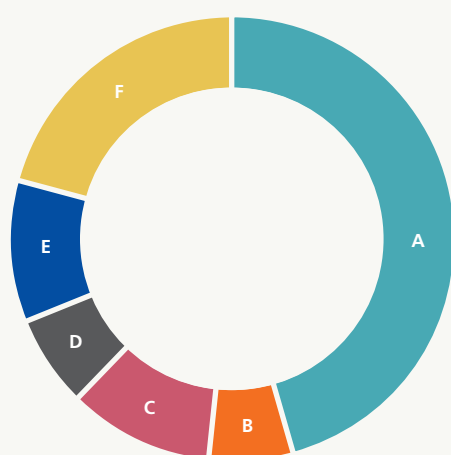
Total expenditure 2015/2014



Surplus for the years 2015/2014



Administrative expenses 2015



- A Staff and other costs [45.7%]
- B Communications [6%]
- C Cosmetics Europe [10.6%]
- D Depreciation, exchange rate variance [6.6%]
- E Office premises and other services [10.4%]
- F Other expenditure [20.7%]

	2015 £	2014 £
Subscription income		
Ordinary Members	1,772,273	1,681,863
Associate Members	51,015	44,280
	1,823,288	1,726,143
Other operating income		
Surplus from seminars, publications, etc	17,345	32,562
Interest receivable		
Bank interest receivable	5,785	5,211
Less provision for corporation tax	(1,157)	(1,042)
	4,628	4,169
Total income	1,845,261	1,762,874
Administrative expenses		
Staff costs	794,653	763,474
Other personnel expenses & recruitment	11,420	13,295
Rent	99,979	88,306
Rates	38,524	37,694
Service charges	17,678	15,559
Heat, light and utilities	11,503	11,790
Telephone, communications, post	24,748	26,499
CTPA websites, IT network, database	113,622	115,312
Printing, journals, supplies	34,440	33,649
Office equipment leasing costs	6,139	6,206
UK travel, functions, meetings and staff training	54,119	46,848
Overseas travel and expenses	32,598	32,574
Chairman's expenses	0	0
Communications	106,184	94,322
Professional subscriptions	3,734	3,603
Professional services	62,381	38,652
Audit	11,920	9,730
Cosmetics Europe		
- subscription	162,761	166,832
- SCAAT	20,812	21,336
- General Assembly	3,482	2,926
Office insurances and sundries	14,791	14,767
Higher education grants	10,000	10,000
Educational resources	8,336	7,760
Donations	0	0
Depreciation, disposal, exchange rate variance	116,819	130,822
Bank charges	2,035	3,272
Bad debt write-off	731	0
Total expenditure	1,763,406	1,695,228
Surplus for the year	81,855	67,646
As per Note 14:		
Transition to FRS 102	17,060	(17,060)
Surplus following restatement of accounts	98,915	50,586



CTPA Team

Dr Chris Flower Director-General
Responsible for: strategic direction; public voice of the Association; external stakeholder engagement; international relations



Commercial and Communications

- 1. **Debbie Hunter** Director of Commercial Affairs
Responsible for: strategic communications; Board management; membership relations and services
- 2. **Julia Hewitt** Commercial Affairs Co-ordinator & Database Manager
Responsible for: membership services; CTPA Newsletter; CTPA events; database; office administration
- 3. **Eleanor O'Connor** Communications Co-ordinator
Responsible for: PA to the D-G; media monitoring; communications

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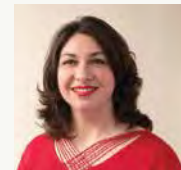
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Scientific and Technical

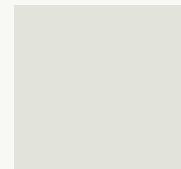
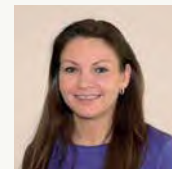
- 1. **Dr Emma Meredith** Director of Science
Responsible for: strategic scientific & technical issues; hair products; sun products; safety assessment; cosmetovigilance; endocrine disruptors
- 2. **Amanda Isom** Technical Affairs Manager
Responsible for: technical enquiries; CMRs; CPNP; Product Information File; GMP; nanotechnology; website controller
- 3. **Appointment to be announced** Scientific Information Officer
Responsible for: scientific enquiries; tracking ingredient issues; monitoring research

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Regulatory and International

- 1. **Olivia Santoni** Head of Regulatory & International Services
Responsible for: strategic regulatory affairs & international regulations; borderline & claims issues; chemicals, REACH & environmental issues
- 2. **Erika Bonnegrace** Regulatory Information Officer
Responsible for: regulatory & international enquiries; packaging; tracking regulatory issues; CLP & REACH enquiries
- 3. **Ifra Siddiqui** Regulatory Assistant
Responsible for: providing support to regulatory department; regulatory & international enquiries; labelling; updating regulatory database & website; updating online manuals

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Administration

- 1. **Joyce Traylen** Company Secretary
Responsible for: company management; accounts; office systems; membership accounts
- 2. **Jana Mona** Finance Manager
Responsible for: financial; office and event management; budget compliance; membership subscriptions



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CTPA - Why Join?



'To be the authoritative public voice of a vibrant and responsible UK industry, trusted to act responsibly for the consumer'.

CTPA makes a great difference for members, covering issues on behalf of the industry as a whole that would be difficult or inappropriate for individual members, or small groups of members, to tackle.

The CTPA is an active participator within Cosmetics Europe, the European personal care association, contributing to committees and discussions with the European institutions. We have day-to-day contact with the key UK Government departments that control the safety and supply of cosmetic products in the UK. This enables us to provide our members with the most up-to-date interpretation of and guidance on regulatory matters affecting cosmetic products in Europe. By maintaining an extensive network of national association contacts, we are also able to ensure a good information flow to and from our members on country issues that may affect their ability to export, including those areas outside of Europe.

The CTPA works with the media, key stakeholders and opinion formers to show how cosmetics have a positive role in society. Used daily by millions of people worldwide, our industry's products help people feel more confident in their appearance, enhance their feeling of well-being and contribute to positive self-esteem. We also provide information, briefings and factual information to the media and stakeholders to facilitate easy access for consumers to information about the safety of cosmetic and personal care products.

Our consumer website, www.thefactsabout.co.uk, provides a wealth of scientific and factual information on the science behind cosmetics. Written in a clear, factual manner, the website is simple to navigate and provides answers to commonly asked questions.

Representing Members Worldwide

- Over 175 members representing small, medium, large and multi-national companies supplying the UK market
- Companies include manufacturers, distributors, ingredient suppliers, contract laboratories, contract manufacturers, retailers of own brand
- Representing around 80% by value of the £9,102 million UK market supply (2015 retail sales value)

CTPA membership gives you access to our experienced regulatory, scientific and technical staff to help you market safe, effective products that provide a wide range of consumer choice both in the UK and overseas. Membership provides you with peace of mind with:

- up-to-date legislative references;
- guidance on compliance;
- confidential one-to-one advice;
- advice on best practice;
- advance knowledge of upcoming changes;
- global updates on key issues;
- media and consumer information;
- 24/7 online resources accessible worldwide.

Representing all types of companies involved in making, supplying and selling cosmetic and personal care products, the Cosmetic, Toiletry & Perfumery Association (CTPA) acts as the voice of the UK industry.

The Cosmetic Toiletry & Perfumery Association Limited
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40 Piccadilly
London
W1J 0DR

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Email: info@ctpa.org.uk

Visit our consumer website at
www.thefactsabout.co.uk



ctpa.org.uk